CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Provision and Food Stuffs Trades of Canada.

VOL. XIX. MONTREAL AND TORONTO, JANUARY 6, 1905

Robinson's Patent Barley

Sales are increasing all over Canada.
New Buyers are cropping up everywhere.
You cannot afford to be without

ROBINSON'S PATENT BARLEY



Raised on It.

Facts are Facts

and

Soda Biscuits are Soda Biscuits

BUT

CHRISTIE'S CREAM SODAS

ARE THE BEST

CHRISTIE, BROWN & CO., LIMITED, TORONTO AND MONTREAL

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 25.

You'll lose sales

if at this season you do not keep a good stock on hand of

ATHIEU'S SYRUP

OF TAR AND COD LIVER OIL.

This preparation we believe commands the largest sale of any cough remedy in Canada.

. L. MATHIEU CO., LIMITED
PROPRIETOR
SHERBROOKE, P.Q.,

THIEU'S NERVINE POWDERS for Headaches, etc., are also winners Have you stocked them ?

National Licorice Co.



Y. & S., SCUDDER and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.
Illustrated Catalogue on request.

isions that are most subject to getting rancid generally those that are most impure. Fairbank's

OAR'S HEAD
and of REFINED LARD COMPOUND



Orders can be filled by any of the jobbers in Canada or direct.

will keep under the same conditions fully twice as long as hog lard. The oxygen of the atmosphere attacks where there is the least resistance. The more pure an article is the less subject it is to this atmospheric influence, which very plainly argues why **Fairbank's Boar's Head Brand of Refined Lard Compound** is purer and more wholesome than hog fat. Then, too, it costs less.

Tierces	400 lbs.	Pails, tin	10 lbs.
Tubs	60 lbs.	" "	5 lbs.
Pails, wood	20 lbs.	" "	3 lbs.
" tin	20 lbs.		

THE N. K. FAIRBANK COMPANY,

Wellington and Ann Sts., MONTREAL, QUE.

Sense and Cents

Common sense or dollars and cents—which counts for most in making a trade ?

Common sense says plainly "buy standard goods" ; dollars and cents (your pocketbook) tempts you to buy cheap, nameless articles of trade that will grow dim, dusty, dirty on your shelves. *Common* sense counts for most in making a trade.

Griffin & Skelley's Dried Fruits

"The pick of the pack," please remember that. Don't forget, either, that they come from the largest vineyards on the Pacific Coast—picked and packed right in the vineyards and orchards where they grow.

Apricots, Peaches, Pears, Nectarines, Raisins, Dried Plums, Prunes. Clean as a whistle always. *Choice Dried Fruits.*

"Thistle" Brand Maple Syrup The brand that stands for unequalled purity. Real simon-pure Maple Syrup that never varies from one standard. The "Thistle" brand

Cox's Gelatine Standard Gelatine of known worth—known quality—known purity. Never disappoints the most particular housekeeper. Oldest brand and "best," because tried, tested, trusted. In powdered and shredded form.

Sold by leading wholesalers.

Arthur P. Tippet & Co., Agents

8 Place Royale, Montreal.

20½ Front St. E., Toronto.



Just like fishing

Building up trade is just like fishing.

If you use the right kind of bait and cast your line where the kind of fish you want are most plentiful, you'll quite likely get a number of bites.

Then if you go about it right you are pretty sure to land most of them.

Apply the illustration to business.

If you want to catch the grocery trade, cast your line where all the good grocers in Canada congregate every week—looking for bait to build up their businesses with—in THE CANADIAN GROCER. But

Suppose results don't come at fust
What be yew goin' tur dew?
Take out yewr ad, and kick yewrself,
An' go ter feelin' blew?
Uv course yew hain't; yew're goin' tew fish,
An' bait an' bait agin;
Bimeby some nibbles 'n bites 'll come,
Then yew'll pull 'em in.

Our Department of Advertising Service is now providing good bait for a number of our advertisers—and stands ready to help a few more in this connection.

Drop us a line about it.

The Canadian Grocer

10 Front St. E. Toronto. 232 McGill St. Montreal



Department of Advertising Service

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. A. LAMBE & CO.
TORONTO.
Grocery Brokers and Agents.
Established 1885

W. H. Millman & Sons
Grocery Brokers
TORONTO.

CALGARY.

Start the New Year Right

Increase your business by appointing us your Western Representatives. If you have anything to sell write us.

NICHOLSON, BAIN & JOHNSTON,
Wholesale Commission Merchants and Brokers
CALGARY, ALTA.
Head Office: NICHOLSON & BAIN, WINNIPEG.

VANCOUVER

THE GROCERY
Write or Wire CHAS. MILNE BROKER
VANCOUVER, B.C.

We Can't Fill Orders

Therefore, do not send us any.

STOCK ALL SOLD.

The Ontario Sugar Co., Limited
BERLIN, ONT.

WINNIPEG.

Dingle & Stewart
WINNIPEG, - - CANADA.
COMMISSION BROKERS.
Excellent Storage Accommodation.
Consign Your Cars to Us.

REGINALD LAWSON
MANUFACTURERS' AGENT
UNION BANK BUILDING
Correspondence Solicited
WINNIPEG, MAN.

EASTERN MANUFACTURERS
—AND—
SHIPPERS.
All EYES are turned on
MANITOBA AND THE WEST.
WE
Represent some of the leading houses in
CANADA and the U.S.
INCREASE YOUR TRADE. WRITE US.
NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.

BRANDON.

WE ARE HERE
To store, to ship, and if you wish, to sell, WE CAN DO IT. Consign your cars to us.
WILSON COMMISSION CO., Limited
Wholesale Commission Brokers,
BRANDON, MAN.



ROW'S GUM
in Lumps, 5c. Pkgs.
in 1c. Stick,
in 5c Bars
ROW & CO., Morristown, N.Y., and Brockville, Ont.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

Herbs—In ¼-lb. packages.

Special quotations for Whole Leaf Herbs in 400-lb. bales. Also Rubbed and Powdered Herbs in barrels.

Sage, Savory, Marjoram, Thyme.

—Our Herbs enjoy a special reputation for quality. These goods are most seasonable now. We solicit a trial order.

S. H. EWING & SONS, Toronto Branch, 29 Church Street.

96-104 KING ST., MONTREAL **TELEPHONE MAIN 3171**

Telephone Bell Main 65.
" Merchants 522.

Telephone orders receive prompt attention.

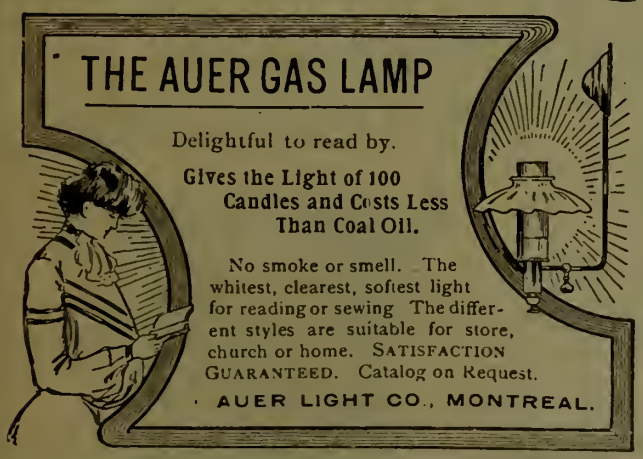
CAPSTAN BRAND MINCE MEAT

Package Mince Meat

Put up in ¼ gross cases

2-lb. Pails, 2 doz. in Crate.
¼ " ½ " " "
25-lb. Pails. 75-lb. Tubs.
½-Barrels and Barrels.

The Capstan Mfg. Company, Toronto, Ont., Can.



STERLING BRAND PICKLES and RELISHES

The "Sterling" brand pickles and relishes have always been at the top. We have maintained their standard of excellence by care in their manufacture, always using the best materials.

Grocers should be well stocked with this brand as it meets w th a ready sale.

The T. A. LYTLE COMPANY, Limited

Manufacturers of High-Grade Pickles and Relishes,
124-128 Richmond Street West, TORONTO.

Two Lines That Lead.

A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng.), produce **the** one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.

—— The question of supplying his customers with Tea during the year 1905 is one every grocer should study carefully, uninfluenced by loud-sounding and inflated advertisements.

QUALITY and PRICE are the two leading factors in building up a lasting and paying tea business. —— The teas of **JAPAN** more completely than those of any other country fulfill these requirements.

QUALITY always the best.

PRICE to suit every customer.

"Enterprise" RAPID GRINDING AND PULVERIZING MILL

Saves Time, Lessens Labor and Increases the Coffee Trade

Because clerks will try to sell coffee when not compelled to grind by hand

25 to 50 lbs. of Coffee can be ground FOR ONE CENT

Will be furnished for Direct or Alternating Current to suit all conditions

DESCRIPTIVE CATALOGUE ALSO TESTIMONIAL PAMPHLET MAILED FREE

The Enterprise Mfg. Co. of Pa.

PHILADELPHIA, U. S. A.

GRANULATOR PULVERIZER



No. 08712

Height 31 inches *Width 32 inches*
Length 25 inches *Weight 320 pounds*

PRICE ON APPLICATION

Grinding Capacity
Granulating, 2 pounds per minute
Pulverizing, ½ pound per minute
Capacity of Iron Hoppers, 6 lbs. of Coffee
Capacity of Nickel-Plated Hoppers, 7½ lbs.

1/2



ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, - Montreal

THEY RETAIN THE FLAVOR OF THE FULLY RIPENED FRUIT

THAT'S ONE REASON WHY THEY ARE SO POPULAR



ROSE & LAFLAMME,
MONTREAL.

Be a Quality Grocer

Once a grocer has established himself as a quality man he has an asest which will pay him rich and lasting returns.

Customers who want cheap things regardless of quality are swept away from him by every bargain-sale wind that blows.

You don't want that kind of trade. You can't bank on it. It will never make you independent.

A HEINZ DEPARTMENT

is a Gibraltar.
Build one up.
Build upon it.

H. J. HEINZ Company — HEINZ — Pittsburgh, U. S. A

57 VARIETIES.

CANE SUGAR SYRUP

We have a very fine lot of Choice Pure Cane Sugar Syrup, bright, sweet and heavy.

In Barrels, Half-Barrels, 2-lb., 3-lb., 5-lb., 10-lb. Tins.

For prices and samples write to

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

Agents

GEO. MUSSON & CO.,	TORONTO
JOHN W. BICKLE & GREENING,	HAMILTON
GEO. H. GILLESPIE,	LONDON
JOSEPH CARMAN,	WINNIPEG

The Truth About Ceylon

When in an ill-advised moment a man friendly to Japan Tea interests made certain statements concerning the tea situation in Ceylon, there was precipitated a mass of facts all revealing the true condition of affairs in Ceylon,—all going to show that

Ceylon Teas

both blacks and greens, continue their campaign of conquest. The wheels of progress are hard to stop—though some try it.

Something Good

that's what you're looking for, something that will attract the trade just now when things have eased off after the holiday season.

Jersey  Cream

This cream is prepared from cows' milk of unsurpassed richness and purity, reduced to a cream by evaporation, and contains no sugar or foreign substance. Keeps longer and fresher than milk, it is tastefully put up and every time you sell a tin it will help your business.

W. G. A. LAMBE & CO., Agents

Some Say

that the grocer doesn't care a whit about quality; that all he is interested in is profits; that he will sell anything if only the profit is enough. This is a slander and one sufficient proof is the growing sale of

Southwell's

Jams and Marmalade

unsurpassed for quality, and profitable enough.

Sole Canadian Agents,

Frank Magor & Co.

MONTREAL



You can hold a quarter so close to your eye as to shut out the whole world. Some people hold it up all the time. We cling tightly to quality and crowd all we possibly can of value and satisfaction into

DWIGHT'S COW BRAND SODA

so as to make it the best selling article on the market. We're not so anxious after profit but we can afford to surprise people by giving better value than they expect.

If you want to be sure of your trade, push the "Cow Brand."

JOHN DWIGHT & CO.
TORONTO

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for **Ceylon Black and Green Teas** on commission. Apply,

"COMMISSIONER,"

CANADIAN GROCER,
88 Fleet Street E.C. London, Eng.

The Nibble of a Mouse



will eventually consume the biggest cheese, and the loss of pennies, nickels, dimes and dollars, if it don't "bust" the biggest business, will reduce the profit to an alarming extent. And you're bound to lose more or less if you do a credit business, and depend on ledger balances taken from the day-book. Throw out your day-books and other time-wasting devices, and adopt the modern **Allison Coupon System.**

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street
MONTREAL.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices throughout the Civilized World.
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying, and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada Toronto.

3 Lines to Sell

Sutton's Ammonia Essences

(Worcester)

Sauce

Write for list and particulars to

G. F. SUTTON SONS & CO.

KING'S CROSS
London, Eng.



FIRST FLOOR OUTFIT

OIL ECONOMY

VERSUS

OIL WASTE

Your old method of storing and handling your oil is costing you money every day by the waste from dirty, sloppy measures and funnels, by evaporation, by over measure, by loss of time and labor—It's all dead loss.

THE BOWSER SELF MEASURING OIL TANK

prevents this waste and so really costs you nothing as it will in less than a year repay its cost through its saving. It keeps on saving too, year after year. THERE'S WHERE THE ECONOMY COMES IN.

FULL PARTICULARS FREE——ASK FOR OUR NEW CATALOG "B."

S. F. BOWSER & CO.

TORONTO, ONT.

"Nectar" Black Tea, in lead packets and fancy tins only.

Madam Huot's Coffee

"Condor" Japan and Black Tea, Baking Powder, Mustard, Vinegar.



Pure, Rich, Delicious.

1-lb. tins, - 31c.

2-lb. tins, - 60c.

Is not an ordinary coffee; its superiority, over all others, is striking. Its composition is a blend of rare coffees, selected with the greatest care.

IT IS THE GEM OF ALL COFFEES

New lots in for the New Year.

EX. STR. TARTAR FROM YOKOHAMA, JAPAN

100 h/c Condor XXXX Japan Tea at - - - - - - **23½c.**

NOTHING LIKE IT AT THE PRICE

79 h/c Good Japan Nibs at - - - - - - - **12½c.**

FROM SHANGHAI, CHINA

100 catties Choice Pea Leaf Gun Powder at - - - - - **22½c.**

DIRECT FROM CALCUTTA, INDIA

29 chests Indian Black Orange Pekoe at - - - - - - **18½c.**

25 " " " " Pekoe at - - - - - - **15c.**

RICH LIQUORING TEAS FROM COLOMBO, CEYLON

22 chests Ceylon Black Broken Orange Pekoe, "Meddakande," at - - **25c.**

27 " " " Orange Pekoe, "Meddakande," at - - - **22½c.**

25 " " " Pekoe, "Meddakande," at - - - - **17½c.**

40 " " " Pekoe, "Maddagedora," at - - - - **16½c.**

THESE TWO GARDENS ARE RENOWNED FOR THEIR FINE RICH LIQUORING TEAS.

ASK FOR SAMPLES. IT PAYS!

Specialty of High-Class Goods in

Teas, Coffees and Spices.

"Old Crow" Baking Powder, Mustard, Vinegar, Black Tea.

"EMD" Baking Powder, Vinegar, Spices, Coffee

E. D. MARCEAU,

281-285 St. Paul St., - - MONTREAL

HAY CASTLE BRAND
CHOICEST SELECTED CURRANTS
CAREFULLY SELECTED BY THE GROWERS. BY APPOINTMENT – W. H. GILLARD & CO. – SOLE AGENTS. HAMILTON, ONT. FOR CANADA.

FINEST GROWN IN GREECE.
approved by the Greek Government as being of superior quality and handsome appearance.

PARADISE BRAND
SELECTED CURRANTS.
CAREFULLY SELECTED BY THE GROWERS. BY APPOINTMENT – W. H. GILLARD & CO. – SOLE AGENTS. HAMILTON, ONT. FOR CANADA.

Packed solely for
W.H GILLARD & CO., Wholesale Grocers, HAMILTON

WOOD'S BOSTON COFFEES
THOMAS WOOD & CO. IMPORTERS AND ROASTERS BOSTON, MASS. PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

The World's Best

There is a sense of serene satisfaction in the atmosphere of the grocery store when proprietor and clerks feel assured that in their most important goods they are dealing out to the customers the best the world affords.

There is no doubt, distrust, anxiety, in word, look, or act.

In all grades as to quality and uniformity, the fact is pleasantly recognized that **Wood's Coffees** are the best in the world.

CANADIAN FACTORY AND SALESROOM,
No. 428 St. Paul St., - - MONTREAL

MOLASSES

We have a very choice line of Molasses.
Made in our Refinery from

West India Cane Sugar

and
Coarse, Medium and Fine Grain

"Crystal" Brand
Granulated Sugar

Made in Wallaceburg by WALLACEBURG SUGAR CO., LIMITED

Harmful Ingredients in Canned Goods and Proprietary Medicines

By G. G. Nasmith, M.A., Ph.D.

AN examination of the various brands of canned vegetables, fruits and jams manufactured in the Province of Ontario was made in the winter of 1903 in the Laboratory of the Provincial Board of Health, to find out whether, as is often stated, poisonous metals are present; whether adulterants or preservatives are used, and whether there exists any reason at all for the somewhat prevalent opinion that the continued use of canned goods is injurious to health.

Canned foods may be harmful on account of the presence of metallic salts, preservatives, ptomaines or adulterants Exact data as to the effect of metallic salts in minute traces are wanting. It is well known, however, that small quantities of lead, copper, zinc, tin and arsenic act as poisons, and these are the only ones likely to be met with in canned foods.

Copper, for instance, might be derived from the vessels in which the food is boiled previous to canning; if the copper is kept perfectly bright there is little danger, but if it is allowed to tarnish, soluble copper carbonate, hydrate verdigris or acetole might form and enter into the material boiled. Food should never be left in contact with copper vessels, since oxidation takes place at the surface of contact, and these compounds form.

Lead might come from the lead pipe conducting the water used or from the solder of the cans. There is abundant evidence of the cumulative action of lead on the human system when taken in small doses; such, for instance, as the chronic lead poisoning of painters, workmen in lead factories, from hair dyes and cosmetics and more especially through drinking water, where the latter is soft and, therefore, a good solvent of lead.

Zinc poisoning is rare; in fact zinc sulphate in small doses is used as a nerve tonic. Arsenic, which might come from sugar prepared with impure sulphuric acid, which often contains this material, is also generally prescribed as a nerve tonic. It is not likely to be met with. Cases of tin poisoning are rare.

Preservatives

are seldom used, apparently, in canned vegetables which can be rather roughly handled and sterilized at high temperature. Where the shape and texture of the substance must be kept, however, as in preserved or canned fruit, and where it does not do to boil them much, preservatives are very apt to be used in order to prevent bacterial growth.

The wide-spread use of these compounds was suggested by a case in the United States in which a preserving fluid had been added to milk, first by the farmer, then by the collector to whom he sold it, thirdly by the wholesale dealer, and lastly by the retailer. The facts were developed by an investigation occasioned by the illness of children who drank the doctored milk. The U. S. Agricultural Department report on one hundred and fifty preservative preparations is unfavorable. No tasteless food preservative has as yet been suggested which is entirely non-poisonous and which does not have a marked influence on digestion, even when taken in relatively small doses. Nothing should be added to food which is toxic in itself or interferes in the slightest with the process of digestion. Of course the preservative people always say their preparations are harmless, but science gives their statements unqualified denial.

The absence of preservatives is often an indication of wholesome food, cleanly methods of preparation, etc., while their presence often indicates a slovenly, unclean, and careless method of preparation.

Ptomaines are substances allied to the vegetable alkalous, such as caffeine, strychnine and the like, and are produced in dead plant and animal matter by bacteria. They are often very like those poisons produced in living animals by bacteria, such as diptheria toxin or typho toxin for instance. They are more commonly found in canned oysters, bad sausage, shell fish, the most harmful canned meats, fish, milk, cheese and more rarely in vegetables like peas.

Adulterants Not Dangerous.

Adulterants are seldom dangerous; they merely indicate that when you buy, say, cheap raspberry jam at ten cents a pound, you get about two cents' worth of raspberries and a lot of apple pulp, whereas, if you pay twenty or twenty-five cents for a pound, you get all raspberries. Thus it is plainly cheaper to buy good raspberries and add your own apple sauce.

Of nine brands of canned peas examined in our laboratories, only one showed traces of copper and four showed traces of zinc. Two were thickened with starch.

Of four brands of tomatoes examined, three showed traces of zinc and all four traces of copper.

Traces of zinc were found in only one of three brands of corn.

Three brands of canned raspberries, all artificially colored, gave traces of zinc, and two gave reactions for tin. Three brands of strawberries gave traces of zinc, while two yielded traces of tin. Two brands of plums gave slight reactions for tin.

Although not enough specimens (twenty-five in all) have been examined from which to draw general conclusions, still it may be said that so far as these results go, metals are not present in at all dangerous amounts.

Nine specimens of cheap jams were examined and were without exception "made up." In every case a "filler" of apple pulp had been added. The jars variously labelled "true fruit" and "absolutely pure," had in some cases but a small fraction of genuine fruit present, the balance consisting of filler, coloring, artificial flavoring and sugar. One manufacturer used the same coloring for his raspberries, strawberries and black currants, merely varying the quantity in each.

Tin Cans vs. Glass Jars.

The tin can is undeniably a cheap, unbreakable and convenient package for foods, and one readily sealed air tight. There is no doubt at all, however, that fruit packed in cans is inferior in flavor to the same fruit packed in jars. A case recently came under my observation where part of a pack of strawberries was sealed in tins and part in glass jars. The cans nearly all became tainted and smelled bad, though bacteria were not present. The other half sealed in jars were perfectly sound, tasted well and had no foreign odor. The only way we could account for the change was the possible catalytic action of the metallic tin on certain unstable protein.

Glass is preferable in every way; it is practically chemically inert, eliminates all danger from metals (from the can at least), and allows the purchaser to see what he is buying. It is better to use glass, to sterilize by heat (eliminating preservatives), and seal the surface of the jam with paraffin, thus preventing organisms which may be sucked through the seal from growing on the surface.

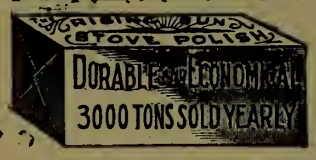
Proprietary Medicines.

A human being appears to differ from the lower animals in being, among other things, an experimenter, and from babyhood on through life his greatest lessons are the sad lessons of experiment, and thus of experience. Nowhere, perhaps, is this tendency so well exhibited as in the attempts of people to experiment upon themselves with drugs. There seem to be several perceptible reasons for the wide-spread use of proprietary medicines.

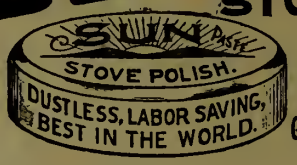
In the first place, many people from carelessness in diet, overwork or worry, allow themselves to become run down, and while not quite ill enough to consult a physician, are attracted by the advertisement of some popular cure-all. The symptoms detailed appear wonderfully like those of the interested reader and he forthwith resolves to try a bottle or two; it might fix him up, he argues, but if not, no harm would result. If he is a persevering subject he sticks to it, and in the words of the advertisement, gives it a good fair trial, until either disgusted or cured. If his perseverance is rewarded, and he luckily strikes something which he thinks has cured him, or, as is more likely, he has become better in spite of it, then he considers himself a clever fellow, and in his delight publishes his cure far and wide.

Then there are large numbers of people who are fond of drugging themselves

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

as a sort of amusement; in other words, cranks on the latest patent medicines. These people have always something new wrong with them, and not only do they take the nostrum themselves, but seem to have a mania for recommending it to others.

There is a third class which take these medicines because they like them, for their stimulating, sedative or other effects. Thus, in temperance States, in the Northwest, and among Indians, certain remedies are quite popular. For instance, Peruna is said to be a favorite society beverage. Many of the bitters, tonics, peptone preparations and malt extracts are undoubtedly taken for their alcohol content. I have been informed by druggists that old people who take Pain's Celery Compound do not seem to be able to stop using it. At New Liskeard in Northern Ontario one individual takes ten dozen Radway's Pain Killer every month.

At Niagara Falls the negro population use a great deal of Dr. Agnew's Catarrh Cure for the effect of the cocaine present. Some of the peptone preparations tested in our laboratories were pronounced by amateur experts almost as good as sherry.

It is a well-known fact that if a statement be repeated often enough one may come to believe it against his better judgment. Of this psychological fact the patent medicine vendor takes advantage; he advertises, and the most systematically and widely-advertised remedy is the best seller,—if it is not too hard to take. I am quite convinced that if a colored water were put on the market and advertised it would sell, and testimonials by the thousand could be obtained. Doubtless some of the testimonials are from genuine cures, many are bought, and many are sent in by people who have worked the faith cure on themselves.

Tonics and bitters are, perhaps, the most popular of the liquid preparations, and usually contain large quantities of alcohol, to which a good deal of their popularity is doubtless due. The analysis of compounds attended with considerable difficulty and consumption of time, are not claimed to be complete, but the following constituents have been identified in the preparations.

Alcoholic Constituents.

There is nothing wonderful in the composition of any of these preparations; in fact they are only remarkable for the universal presence of alcohol and cheapness of ingredients present. One tonic I know of is prepared by the caretaker of a building in his spare time; no expensive drugs or skilled scientific assistance is necessary. All the apparatus essential for many of the preparations is a barrel of whisky, water for diluting the same, glucose for sweetening, some vegetable bitter (the cheaper the better) and some common tonic or aperient like magnesium sulphite, potassium iodide, iron phosphate, etc. Of course you must advertise systematically, offer rewards for cases of failure to cure, or at least refund a patient's money. A favorite practice with a new nostrum is to represent it as one used for fifty years back in England or some other distant country. The confidence of the purchaser is also invited, of which practice the Ladies' Home Journal's recent exposure requires no comment.

	Alcohol by Volume.	Approximate Constituents.
Peruna	24 90 per cent.	Vegetable Extractives.
Ontario Chemist's Tonic Bitters	15 58 "	Vegetable Bitters.
Stringer's Nervine	7 95 "	Sarsaparilla, Oil of Wintergreen, Sulphate.
Dr. Shoop's Restorative	10.20 "	Bitters, Sugar, Strychnine (3/100 gr. dose.)
Ayer's Sarsaparilla	23.30 "	Sarsaparilla, Potass, Iodide.
Burdock Blood Bitters	16.00 "	Bitters, Sugar, Lime Phosphates.
Warner's Safe Cure	11.40 "	Potass, Nitrate, Vegetable Extractives.
Hood's Sarsaparilla	Alcohol	Sarsaparilla, Potass Iodide.
Lydia Pinkham's Vegetable Compound	21.00 per cent.	Sugar, Bitter Herbs.
Paine's Celery Compound	19.00 "	Bitter Herbs, Sugar, Potash, Phosphates.
Pierce's Golden Medical Discovery	0. "	Wild Cherry Extract, Iron and Phosphates, Arsenic.
Powley's Liquozone	0. "	Sulphurous, Sulphuric, Phosphoric Acids, Iron Trace.

The annual report of the Massachusetts board of health recently issued contains all the work done by that board on proprietary preparations to date, many of the analysis being made prior to 1897.

Twelve hair restorer compounds contained lead to the extent of 3-2.32 per cent. Nine preparations for the face contained corrosive sublimate or other poisonous salt of mercury in the proportion of 1-15 grains per ounce.

Of 61 tonics and bitters analyzed seven contained between six and ten per cent. alcohol, the others all containing over 11 per cent.

For instance:

	Alcohol by Vol. Per cent.
Boker's Stomach Bitters	42.60
Hostetter's " "	44 30
Richardson's Conc. Cherry Wine Bitters	47.50
Whiskol, "a non-intoxicating stimulant, whiskey without its sting"	28.20
Colden's Liquid Beef Tonic, "recommended for treatment of alcohol habit"	26.50
Hoogland's German Bitters, "entirely vegetable and free from alcoholic stimulant"	25.60
Parker's Tonic, "purely vegetable," recommended for inebriates	41.60

On glancing over these results and then over the report of the Inland Revenue Department of Ottawa one is at once struck with the close resemblance to the whiskeys which contain from 25-45 per cent. of alcohol. The majority of the tonics seem to run about 20 per cent. just like a whiskey diluted with an equal volume of water. In fact one cannot help guessing that the manufacturers take whiskey, add the bitters and other constituents, and after diluting the same bottle in approximately pint bottles which sell for $1 each. A 22 per cent. alcohol tonic at $1 a bottle would cost the vendor from 15 to 19c retail for the alcohol present.

Extracts of Beef, Etc.

A large number of these preparations come under the head of proprietary medicines, since they are used to a large extent by the sick, and since curative powers as well as enormous food values are claimed for them by the makers. As goods they are practically worthless: even when, as in some, meat fibre or albumose has been added their nutritive value is slight.

As stimulants and restoratives, however, the meat bases, extractives and

To the Trade

We would ask you to keep an eye open for our travellers' advice cards. Don't destroy the first, there will be others, lots of them and worth saving.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

Don't Close Your Eyes

to **quality** or the world will seem full of cheap things.

Excellence our **Aim** in **Coffees.**

Our MECCA cannot be beaten.

Ground or whole from 2-lb. tins to barrels to suit everyone.

In spite of fierce opposition sales of this Coffee increase by leaps and bounds.
We do no advertising to the consumer, we let the Coffee do that.

Command the respect of your customers by selling A1 Coffee.
Command the best Coffee Trade by Selling MECCA.

JAMES TURNER & CO., Wholesale Grocers. **Hamilton.**

OUR travellers are with you once more with their annual bargains in all grades of

TEAS

See their samples before purchasing.

BALFOUR & CO., Wholesale Grocers ***HAMILTON***

NEW ORLEANS

MOLASSES

In Brls., Half Brls., and Tins to retail at 10c, 15c.

THOS. KINNEAR & CO.

Wholesale Grocers, = 49 Front St. E., Toronto, Canada



salts have a high value in stimulating the flow of gastric juice in cases of feeble digestion and of convalescence.

Very high and worthless food values have been placed on these preparations, while as a matter of fact it can be conclusively shown that a preparation containing only 10 per cent. of solids contains less nitrogenized organic matter than is present in ordinary beer. (Allen).

Most of the peptone preparations yield about 20 per cent. solids. In its conversion into peptones proteid becomes slightly heavier, so that supposing you have 1-5 of your $1 bottle or about 3 1-5 oz. of peptone present, you have merely the equivalent of about 3 1-5 oz. of the dried lean of beef and worth not a bit more as nutriment.

Wampole's Grano Pepton is stated to contain in each fluid ounce approximately the digestive equivalent of 1 oz. lean beef, 2 oz. whole wheat bread, 1-2 oz. egg white, and 1-2 fluid of milk together with pepsin and deastase. Now there are approximately in the 1 oz beef .313 oz. digestible nutrients, 2 oz. graham flour (whole wheat) 1.738 oz. digestible nutrients, 1-2 oz. milk, .065 oz. digestible nutrients, 1-2 oz. egg white, .131 oz. digestible nutrients, or a total of 2.247 ounces of the products of digestion. The label represents that in each fluid ounce there are 2.247 oz. digestible nutrients present; but I find as a matter of fact in each fluid ounce only about 1-4 oz. solids, which is about 1-10 of that claimed, and even this is by no means all nutriment. (This is one of the preparations often prescribed by physicians as a food.) As alcoholic temperance drinks they are quite popular, being very palatable to those used to alcoholic liquor. Of the five preparations of this nature examined alcohol was present in all and much of their effect is doubtless due to that constituent.

1. Liquid peptonaids, "Beef, milk and gluten perfectly digested," a pleasant and convenient nutriment. Alcohol by vol. 20.3 per cent.

2. Nutrient wine of beef peptone, "A liquid food presenting the entire substance of fresh, raw lean beef." Armour & Co., Alcohol, 20.0 per cent.

3. Bovinine, "The vital principles of

OUR travelers are carrying some very interesting samples of TEAS.

See what they can offer you in a cheap Japan and Indian Pekoe. They can interest you.

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

beef." Is a genuine coagulated beef juice. Contains alcohol.

4. Mulford's predigested beef. "The most valuable concentrated remediably assimulable food known." Alcohol, 16.70 per cent.

5. Wampole's Grano pepton. "Representing the final products of the digestion of beef, eggs, and the whole wheat grain." Alcohol 17.50 per cent.

Malt Extracts.

All of these obtainable in Toronto have been examined with a view to determining their diastatic and food value. Malt extract is produced by the evaporation of an infusion of malt preferably in vacuo and at a low temperature. It consists of sugars, nitrogenous compounds, and when properly prepared diastasi is a ferment capable of converting starch into sugar. It should be thick, light brown or yellow in color and have a pleasant odor like that of new bread.

A high temperature destroys diastase, and as this ferment is the feature of value, extracts which have been sterilized by heat are little better than honey or other saccharine solutions.

Nine specimens manufactured in Ontario and eight of these by brewers, were found to be absolutely without diastatic value, though without exception all were claimed to be active. They had all been sterilized and the diastase killed in the process. All contained alcohol, the quantity varying from 3.5 to 8 per cent.

The only three of the thick malt extracts obtainable, possess all the properties of first-class extract and are all actively diastatic. The first two are about 5 times as active as the third. They contain from 50 to 70 per cent. sugar.

Consumption Cures.

Are being investigated now. They may be roughly divided into three classes. 1. Those commonly called builders, consisting of mixtures of malt extract or cod liver oil with certain tonics such as phosphates or hypophosphites of iron, manganese, etc. 2. Cough mixtures or throat soothers. 3. Tonic preparations pure and simple. No line of demarcation can be drawn as many consist of two or all of these classes.

Cod liver oil has undoubtedly great properties as a builder, in fact standing quite alone in this respect. It is difficult to prevent it from becoming rancid. When rancid it often causes eruption of the skin difficult to heal. Since it is difficult to take in the pure state it is commonly emulsified and mixed with other constituents to cover its somewhat disagreeable flavor due to its rancidity. The emulsions commonly contain about 1-4 their weight of cod liver oil and tend to become rancid more quickly than the pure oil.

It is commonly supposed that emulsifying the oil increases its ease of digestion. This is very doubtful, however, since the emulsified particles of fats are to those absorbed by the intestinal walls as millet seeds to footballs.

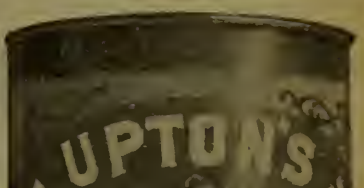
The emulsions at least are worth something; you know that you are getting a certain quantity of a standard food constituent for your money. In some of the glucose, tar water oil anise preparations you get practically no value for your investment.

COMMERCIAL TRAVELERS' AT-HOME.

On the evening of December 27, the Northwest Commercial Travelers' Association held their annual "At Home" in the Manitoba Hall in Winnipeg. The function was a most successful one, the large number of guests present pronouncing it one of the most enjoyable dances of the season. Visitors from outside Branches of the Association carried away pleasant memories of a most enjoyable evening.

The hall was tastefully decorated for the occasion, and while the attendance was large, it was not overly so, the crowd being such as to make dancing a pleasure. The committee in charge are to be congratulated on the success which attended the function. It consisted of the following gentlemen:—

John Horne, F. H. Agnew, L. L. McGowan, D. K. Book, E. Dagg, N. Musgrave, A. G. Randall, J. H. Murphy, A. E. Wayte, F. M. Morgan, L. C. McIntyre, W. E. McNamara, W. H. Walker, E. Bowman, E. J. Thomas, chairman of committee, and J. M. Lamb, secretary



Upton's

2-lb.

TIN

A HANDY PACKAGE AND BIG VALUE

Charles Dickens could write about edibles in a way to make the reader hungry. But nothing he ever wrote could stir the appetite like the recollection of a breakfast

HALIFAX SHREDDED CODFISH

of fish patties made from Halifax Shredded Codfish. And if you just remind your customers that you have it, you can keep their purses stirred to buy it.

It is important to remember that in handling Halifax Shredded Codfish you are not handling an article that is a mere fad, but something people are commencing to regard as a necessity in proportion as they realize the value of a fish diet. You have two strong claims on your customer in selling it, viz: (1) Its Tastiness; (2) Its Healthfulness.

BLACK BROS. & CO., LIMITED
HALIFAX and LAHAVE, N.S.

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REGINALD LAWSON, Agent, - - WINNIPEG, Man.
CHARLES MILNE, Agent, - - - VANCOUVER, B.C.

FRESH AND CURED FISH

Record Price for Nova Scotia Salt Codfish.

A. H. BRITTAIN, of Black Bros. & Co., Halifax and La Have, N.S., who has just returned from a trip to Halifax, stated in an interview with The Canadian Grocer that the demand for salt cod far exceeded the supply, and owing to the shortage of the catch this year prices have been on the upward trend, resulting in new records at all points. Seven dollars per quintal of 112 lbs. has lately been paid for hard-cure shore cod. Prices paid to fishermen at vessels during the past year average for 1904, $5.40 per quintal, as compared with $4.50 per quintal in 1903, and $3.60 per quintal in 1902.

It will be interesting to learn that Halifax is the largest fish-distributing centre on the North Atlantic continent, although large quantities of fish exported through Halifax dealers are sent direct from the fishing grounds.

Magnitude of Nova Scotia Fleet.

The magnitude of the Nova Scotia Bank Fishery may not be generally appredicted. The Lunenburg fleet comprises three hundred vessels, engaged more or less in fishing, amounting in value to about two million dollars.

The shortage of the catch and high prices are caused principally by the lack of men to man the fleet, and the shortage of herring bait. Although the fishermen of Lunenburg and La Have (the Gloucester of Canada) are individually better off, and their resources increasing an average price of $3.50 per quintal would remunerate them amply.

The Nova Scotia Bank catch amount to 145,000 quintals, which is 60,000 below the average. The total catch of dry fish in North Atlantic waters is estimated at from 350,000 to 450,000 quintals short of an average year. This shortage coming on top of the small Norwegian catch has caused a steady advance in prices.

From the steady increase in the consumption of this article of food, which is considered in certain quarters to be quite equal to meat, the wonder is that higher prices before this have not been the rule.

To Secure Salmon Industry.

Total prohibition of all salmon-fishing on Puget Sound, on the Fraser River and in all waters frequented by the fish making for the Fraser River spawning grounds during the years 1906 and 1908 and the establishment of a weekly close season of thirty-six hours in all the Sound waters during the year 1905 is the programme of Puget Sound and British Columbia salmon canners as decided upon at a recent meeting in Seattle. In 1907 fish may be caught without restraint save as to close season regulations.

It is the intention of the Puget Sound canners to introduce and secure the passage of a bill through the State Legislature at Olympia next session, which shall make it unlawful for salmon of any kind to be taken during 1906 and 1908. Incorporated in the bill, which is now in course of preparation, there is a clause relating to the enforcement of a weekly thirty-six-hour close season throughout the Puget Sound district.

Having undertaken to attend to the matter of the necessary state legislation, the Sound canners look to the British Columbia canners to do their part in securing both close season and total prohibition of all fishing on the Canadian side of the line. It is believed that British Columbia canners have agreed to secure the Dominion Government enactment necessary to a successful operation of the international attempts at the protection of the industry.

Where B. C. Sends its Salmon.

Of all the salmon packed on the Pacific coast about 45 per cent. is sold and consumed in the United States, 40 per cent. in Europe, and 15 per cent. in the rest of the world. The English people are the largest consumers in proportion to population, and will absorb about 1,300,000 cases every year. All of the British Columbia catch is sold in London except about 150,000 cases, which are consumed in Canada. Between 400,000 and 500,000 cases are shipped to London by sea from San Francisco. The English market demands the best quality. The cheaper qualities are sent to China, Japan and India, about 100,000 cases to each country under ordinary circumstances: about 50,000 go to Australia, 50,000 to Africa, and 50,000 to South and Central America.

1905 Salmon Pack.

Now that the 1904 salmon pack is practically completed, preparations are under way on the Pacific coast for the coming season of 1905. The canners are anticipating a heavy run next year, being the "four cycle" season, when the largest runs are always said to take place. Contracts are being made already with Chinese agencies for the help required in the canneries during the coming year, and, without exception, the cannerymen are contracting on a basis that will almost reach the capacity of their plants.

Salmon Spawn for New Zealand.

The Department of Fisheries, Ottawa, has been advised that L. S. Ayson, superintendent of fisheries for New Zealand, has arrived on the Pacific coast to make another effort to transplant salmon eggs to New Zealand. Ayson over a year ago took out 70,000 salmon ova, but they were too far advanced, and when they got into warm latitudes the eggs hatched out and the fish could not be kept alive. Mr. Ayson will endeavor to profit by his previous experience and land the eggs in New Zealand in good condition.

Fish Gossip.

The British Consul at Rio de Janeiro advises Newfoundland cod curers, if they wish to improve their poor position in the Brazilian market, to supply a hard-cured fish. It appears that the characteristic of Newfoundland codfish is a kind of dampness or want of dryness which attracts a special preference at other places, Pernambuco, for example, but renders it, on the other hand, unacceptable at Rio, except at a reduced price.

A new salmon cannery is about to be built near Victoria, B.C.

E. D. Marceau, Montreal, has an announcement this week regarding some fine special lines of teas, coffees and spices, at attractive rates. It will pay to write him for samples, as the supply is limited of the bargain stock.

KING OSCAR SARDINES

Open a can

You will find about

30 small fish

free from

Bones or scales

packed in the

Purest Olive Oil



Investigate

the question of

Profit.

They pay you well.

The attractive package

helps the sale.

ASK YOUR WHOLESALE HOUSE

JOHN W. BICKLE & GREENING, Hamilton

Canadian Selling Agents

SOCKEYE **SALMON**







"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

Fresh Frozen Fish
Fresh Cured Haddies

And all other kinds of fish in season.

Write us for Price Lists and Show Cards.

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20, 22, 24 and 26 Youville Square,

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P.O. Box 639. LONG DISTANCE TELEPHONES.

IN tendering our best wishes for the

NEW YEAR

we desire to assure you that, if it is possible, our **WHITE SWAN** goods will be better than ever this year.

WE guarantee you also the very highest grade of quick up-to-date service in every department.

THE
ROBERT GREIG CO., LIMITED
TORONTO

We continue to insist on the goodness of

IVORINE
Cold Water
STARCH

—A cold water starch has merits not possessed by the other sort. Being better, the grocer should promote its sale.

IVORINE is sold by all wholesale grocers. Pays 60%. Order now.

St. Lawrence Starch Co., Ltd.
Port Credit, Ont.

MEDITERRANEAN FRUITS

RIERA'S "MAPLE LEAF" Selected and 4-Crown Valencias,
Zini's Fine Filiatra Currants,
Tarragona Almonds,
Filberts, Etc., Etc.

CONSIGNMENTS ARRIVED

Wholesale grocers should communicate with

D. RATTRAY & SONS

General Commission Merchants

QUEBEC **Montreal** OTTAWA

The Dominion Packing Company
LIMITED.

Telegraphic Address "DOMINO," Charlottetown.

Charlottetown, P.E.I. Canada

Codes Used A. B. C. LIEBERS PRIVATE.

Our Prices

are exceptionally low at the present time on

Barrelled Pork
Compound Lard
Smoked Meats

Write us for full quotations now, and secure your stock while the present low prices last. All new stock—quality guaranteed.

The Dominion Packing Co., Limited, Charlottetown, P.E.I.

BEECHNUT



BRAND

Fearman's

ENGLISH : : MINCE MEAT

You cannot buy any finer fruits or spices than are used in making it. You cannot exercise any more care in putting it up than we do. We save you all trouble, care and expense and give you Mince Meat as pure and delicious as any made at home.

We pack it in bbls., half-bbls., 70-lb. kegs 28-lb., 12-lb. and 6-lb. pails, and shall be pleased to have your order.

F. W. FEARMAN COMPANY,

PORK PACKERS AND LARD REFINERS. Limited.

HAMILTON, ONT.

Just the line for cool weather. Delicious and appetizing.

Our Fresh Pork Sausage

Are good sellers.

Are always in good demand.

We are now booking standing orders for daily and weekly shipments.

We solicit your order for trial basket.

Expressed to all points.

Write us for quotations.

The Park, Blackwell Co., LIMITED

PORK AND BEEF PACKERS,

TORONTO, ONT.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Dairy Produce Movements.

THE cheese market has been quite active on cable orders during the past week, activity starting in on December 27 and being continued right through up to present date. All holders are now firm at 11c and the bulk of the business has been put through on this basis. As stocks are now getting less, if the demand from the United Kingdom continues it is more than probable that an advance will soon be asked by Canadian holders.

There is good lively demand for butter for home trade purposes and 21 1-2 to 22c is being freely made. Export demand is about finished, but the fact that Australian and Argentine butter is now being criticized more strictly than in former years speaks well for the record the quality of Canadian butter has made for itself during the past season. It appears from English market reports that merchants find the color too deep as compared with Canadian butter and it is now certain that Canadian will stand highest among the colonial kinds and nearest to the Danish article that has such a firm hold of the English consumer's fancy.

Bacon Production in Denmark *

PERHAPS the best way to take up this subject is to start with the Smithfield market in London where bacon from a number of different countries may be seen any day during the year.

One of the most remarkable features of Danish bacon is its great uniformity of excellence, very few really bad sides of bacon being put upon the market. The Danish sides are characterized by a light shoulder, a light neck, good length, and a large proportion of lean meat. In addition to this, the sides are well trimmed and placed upon the market in a very attractive form. On the other hand, when we come to examine Canadian bacon, we find some excellent sides, some only fair, and some very bad indeed. The best Canadian sides possess excellent length and show great uniformity in the thickness of the layer of fat along the back; but, as a rule, they do not possess quite so much lean meat as the Danish sides. In length, however, the best Canadian sides are quite equal, if not superior, to the Danish product. The great fault of our bacon, however, is its lack of uniformity. There are far too many short sides, thick shoulders, and heavy necks, which cause the Canadian product, as a whole, to show at a great disadvantage when compared with Danish. Just here a word to Canadian packers may not be out of place. Some of our packers need to take lessons in the art of making goods attractive, and I was extremely sorry to see many good sides of bacon so badly trimmed that their value was greatly lessened. From this it would seem as if there was need of education among the packers as well as among the feeders and breeders of bacon hogs. As to the London commission merchants, they appear to have a very friendly sentiment towards Canada, and appear anxious to handle our bacon: but, of course, it must be of good quality before they can handle it to advantage. I was pleased to hear them speak in very high terms of our best bacon.

The study of the competition in the Smithfield market gives rise to several important questions in the mind of the person interested in this matter. Among these are the following:

1. How do the Danes maintain this uniformity in their product?
2. How do they produce such lean bacon?
3. To what extent can they increase their output?
4. Can we hope to compete successfully with them?

It was with these questions before me that I sailed in a Danish steamer from Harwich, on the east coast of England, and landed in Esbjerg, on the west coast of Denmark, one fine morning in July. For a person not familiar with the Danish language, it is no easy matter to collect information, though one who knows what he wants can take in a good deal through his eyes in spite of the fact that his ears are of comparatively little use. However, through the aid of interpreters, I was able to pick up a few points, here and there which are not without value.

The question regarding uniformity is very easily answered. One has only to look over the hogs of the country and the methods of marketing to understand very thoroughly how it comes that Danish sides of bacon resemble one another very closely. There are three classes of hogs in Denmark. First, there is what is called the "Danish hog." In color, bone, and general conformation of body it strongly resembles the Yorkshire, though perhaps the shoulder is nearer to that of the Tamworth. The neck is light, the jowl is also light, and the snout long and somewhat coarse, while the ears are large, thick and drooping. It is claimed for this hog that it is more vigorous and an easier feeder than the Yorkshire. Next, we find the large Yorkshire, which is imported from England, bred pure at certain centres, and used for crossing on the native pigs. The breeders of Yorkshires agree with the Government to keep nothing but pure bred Yorkshires on their farms, and in return for this they receive some financial aid from the Government to help defray the expenses of importing. The third class is the market hog, or the cross between the Yorkshire and the Danish type. It is claimed that the cross-bred pigs make a better quality of bacon than either the pure Danish or Yorkshire, and the animals which I saw were certainly of a very desirable type. Of course, a certain number of pure Yorkshire and pure Danish hogs find their way to market, but the greater bulk of Danish bacon comes from the cross-breds as already described.

Another important point in connection with securing uniformity, is the method of marketing. The most important factories of the country are co-operative concerns. They are located comparatively close to one another and practically every farmer markets his own hogs. Each man's hogs are slaughtered separately, and after they are slaughtered they are graded, and he is paid for his hogs according to the quality of the bacon they produce. Of course, this means a great deal of work at the factory, but it seems that th results more than compensate for the extra labor. When we remember, therefore, that the Danes do not have the great variety of types of hogs that we have, and that strict account is kept of the quality of each farmer's hogs when he markets them, it is very easy to understand how they maintain such a high degree of excellence in their bacon.

The second question is not so easy to answer, though the foods used are, for the most part, conducive to producing a large proportion of lean meat. It will be remembered that Denmark is a butter-making country, and that practically every farmer who raises hogs also keeps cows and feeds the skim-milk to his hogs. There is, as a rule, a fixed relation between the number of hogs fed and the number of cows kept. Because grain is dear, and because skim-milk is a by-product and consequently cheaper than almost any other food at the farmer's disposal, there is little encouragement for the farmer to feed more hogs than his supply of skim milk would warrant. In addition to skim milk, barley is [illegible] though other grains are sometimes used and in some

(Continued on page 16)

* Address delivered at Guelph Winter Fair, Dec. 1904, by G. E. Day, Professor of Animal Husbandry, Guelph Agricultural College.

FRESH PORK SAUSAGE MEAT

is a good line for holiday trade. Nicely chopped, spiced or plain. Packed in 12-lb. cartons, or wooden pails. Fresh every day, at

PETERBORO, HULL and BRANTFORD.

The George Matthews Co., Limited

ESTABLISHED 1868.

There are many **Baking Powders**



(The Light of the Kitchen)

but there is only **ONE Magic Baking Powder**

—It is Pure, Wholesome, Well Advertised, and shows you a good profit.

ORDER FROM YOUR JOBBER.
WRITE FOR PRICE LIST.

E. W. GILLETT COMPANY LIMITED

London, Eng. **Toronto, Ont.** Chicago, Ill.

Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—The market is rallying once more from the temporary quietness, caused by the Christmas trade. A better trade is expected to be transacted in a week or ten days. Light hogs are scarce and prices have advanced from $6.25 straight to a range of prices ruling from $6.25 to $6.40. We quote the following:

Long clear bacon, per lb	$0 08	$0 08½
Smoked breakfast bacon, per lb	0 12½	0 13
Roll bacon, per lb	....	0 09½
Small hams per lb	0 12½	0 13
Medium hams, per lb	0 12	0 12½
Large hams, per lb	0 11	0 11½
Shoulder hams, per lb	....	0 09
Backs, per lb	0 14	0 15
Heavy mess pork, per bbl	15 00	15 50
Short cut, per bbl	17 50	18 00
Shoulder mess pork, per bbl	14 40	14 50
Lard, tierces, per lb	0 07½	0 07¾
" tubs "	0 07¾	0 08
" pails "	0 08	0 08½
" compounds, per lb	0 07	0 07½
Plate beef, per 200-lb. bbl	11 00	11 50
Beef, hind quarters	6 00	9 00
" front quarters	4 50	6 00
" choice carcases	7 00	7 50
" medium	5 50	6 50
" common	5 00	6 00
Mutton	5 50	6 50
Lamb, spring	8 00	9 50
Veal	6 00	8 50
Hogs, light	6 25	6 40

Cheese—An increase in the demand in the United States market has enlightened local commission merchants regarding the amount of stocks held. Quite recently dealers, who were believed by all to have large quantities on hand, were forced to go on the market and buy to fill foreign orders. That the supply is quite small is apparent. Prices have advanced on "twins" and have become firmer on "large." Despite "bad times" in England, large quantities are being exported. Our quotations are:

	Per lb.	
Cheese, large	....	0 11
" twins	0 11	0 11½

Butter—Supplies of creamery butter continue to fall off and the general impression is that prices will advance beyond the recorded increase of 1c per pound on prints and 1c to 1 1-2c per pound on solids. A better and brisker trade is prevalent in dairy butter, rolls and prints causing the best possible inquiry. Prices of dairy are from 2c to 4c per pound in advance of a year ago. With the exception of creamery butter, prices continue unchanged. Our quotations are:

	Per lb.	
Creamery prints	0 24	0 25
" solids, fresh	0 22½	0 23
Dairy prints	0 18	0 20
" in tubs	0 14	0 17
" large rolls	0 17	0 18

Poultry—Trade is quiet. It is generally believed by the local dealers that all the available supplies in the country were pushed on the market before the first holiday, leaving practically nothing for the new year holiday demand. However, nothing was needed. The market during the last week showed a lack of inquirers and the belief is general that the trade will be quiet for some time. The price of chickens and hens is easier, while turkeys have advanced 1c per pound. Our quotations are:

Chickens, spring, dry plucked		0 10
Hens	0 06	0 07
Geese	0 10½	0 11
Turkeys	0 15	0 16
Ducks	0 11	0 12

Montreal.

Provisions—Steady prices have ruled for provisions during the holidays and a good trade has been done in smoked meats. Pure lard declined a quarter of a cent and boars' head lard has dropped 3-8 of a cent. The demand has been good for fresh killed abattoir as well as country dressed, and a steady business has been carried on.

Canadian short cut mess pork	$16 50	$17 50
American short cut clear	16 50	17 00
American fat back	17 00	17 50
Bacon, per lb	0 11½	0 12½
Hams	0 10½	0 12
Extra plate beef, per bbl	11 50	12 00
"Boar's Head" brand, tierces, per lb	....	0 07½
" " ½-tierces, per lb	....	0 07½
" " 60-lb. fancy tubs	....	0 07½
Cases, 20 3-lb. tins, per lb	....	0 08½
" 12 5-lb. tins "	....	0 08
" 6 10-lb. tins "	....	0 07½
20-lb. wood pails, each	....	1 52½
20-lb. tin pails, each	....	1 42½

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	1 57	1 70
" tubs	0 07½	0 08½
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08½	0 09½
" cases (24 3-lb. tins)	0 08½	0 09½

Butter—The advance in butter which took place last week has been maintained and though trade is not very active, prices remain firm. Renewed activity

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invite correspondence with Manufacturers and Shippers of all classes of goods, suitable for Grocers, Bakers, and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

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Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

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TORONTO.

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Walter Baker & Co. Ltd.
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CHOCOLATES

Trade-mark.
No Chemicals are used in their manufacture.
Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.
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Buyers should ask for and make sure that they get the genuine goods. The above trade-mark is on every package.
Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 12 and 14 St. John St., Montreal

is expected after the holidays are definitely finished. We quote:

Finest creamery	0 21½ 0 22½
Fair to good creamery	0 20½ 0 21
Medium	0 19½ 0 20½
Western dairy	0 16 0 17

Cheese—The market is quiet but firm and some quantities have changed hands despite the general lull for the holidays. Prices still rule at 10 1-4c for best grades and 10 1-2c. Undergrades sold at 10c.

Eggs—Prices are tending towards an advance for fine fresh stock and the ruling figures were from 18 to 18 1-2c, and for seconds 16 1-2c to 17 1-2c.

It is expected that extra selects will bring as high as 30c shortly and already 27 and 28c have been paid.

Winnipeg.

Butter—Little or no fresh stock is coming in. Prices are unchanged. We quote:

Dairy, assorted pkgs., selected	0 21
" " round lots	0 17
" (separator), 1-lb. bricks	0 26
Finest fresh creamery, in 56-lb. boxes	0 25
" " in 28-lb. boxes	0 26
" " in 14-lb. boxes	0 27

Cheese—We quote:

Finest Manitoba, large	0 11
" Ontario, "	0 11½
" " twins	0 12
Square cheese	0 12½

Cured Meats—Trade is of usual proportions and prices are steady. We quote:

SMOKED MEATS.

Hams, sugar cured, assorted sizes	0 13½
" " heavy, 20 to 30	0 13
Picnic, " assorted sizes	0 09
Shoulders, "	0 08½
Bacon, " breakfast bellies	0 13
" " breakfast backs	0 11
" " Wiltshire sides	0 15
" " spiced rolls, long	0 10
Manitoba butts	0 10
" " skinned	0 10½
" " boneless and rolled	0 11½
" rolls, boneless	0 11½

DRY SALT MEATS.

Bacon, dry salt long clear	0 08½
" " " smoked	0 09½
" " " boneless backs	0 10
Shoulders " "	0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl	18 00
" " " per ½ bbl	11 00
Standard mess pork, per bbl	16 00
Manitoba "	20 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00

Sweet pickled spare ribs, not cooked, per lb	0 04
" hocks, " "	0 04

Lard—We again quote as follows:

Lard, 50-lb. pails, per pail	4 40
" 20-lb. " "	1 80
" 3-lb. tins, per case 60 lbs.	6 00
" 5-lb. " " "	5 85
" 10-lb. " " "	5 70
Pure lard in bbls, per lb	0 08½

Dairy Instruction.

It is gratifying to the Dairymen's Associations and the Department of Agriculture in Ontario to know that the work of instruction carried on for the benefit of dairy farmers, owners of creameries and factories, and makers, has been productive of such marked results. The quality of cheese throughout the season has been above the average, especially during the latter part of the season, and the percentage of rejections from factories receiving instruction has been far smaller than from those not receiving instruction, the balance in favor of the former being about 7 to 1. The proportion of inferior samples of milk among those tested by instructors during the past Summer was about 40 per cent. less than last year, and the number of samples tested was much larger than ever before. Another indication of the good work being done is that the proprietors of factories and creameries throughout the province have during the past Summer expended at least $125,000 in improvements, fully $40,000 more than the preceding year. The expenditure of such a large amount of money in a season of low prices shows that proprietors have faith in the future of the industry, and are willing to do what they can to insure the production of a first class article.

It is the intention of the department to pursue the system of instruction more vigorously during the coming season, and with the co-operation of the farmers, factorymen and instructors, the high standard of cheese is certain not only to be maintained, but another advance step will also be made.

News Items.

R. Johnston, manager of the Western Dairy and Provision Co., St. Thomas, has resigned to accept a position with A. F. McLaren's Imperial Cheese Co., Toronto, as manager of their Canadian and United States cheese department.

J. Rustin will be succeeded by Mr. Johnston, and C. M. Firby will have charge of the butter department of the Western Dairy and Provision Co.

G. B. Sparks, manager of the Galt branch of the Wm. Davies Co., has been promoted to the managership of that firm's Brockville store.

ARTIFICIAL FOOD COLORING.

ARTIFICIAL coloring in canned goods has been carried to a dangerous extent in the United States, so much so that the Department of Agriculture at Washington has issued an order that all such goods must be branded as to their true character. When canned peas or string beans are colored with copper or when aniline dye is used to make cherries or strawberries or tomatoes a lovely red, the fact must be marked in plain type on the can, for instance, in letters not smaller than long primer capitals—colored with sulphate of copper, or colored with aniline dye. One of the chemists in discussing this order, said:

"There is not enough of the poison in one can of peas or such vegetables to do appreciable harm, but the damage will come if the peas are eaten day after day. Our investigations have proven this contention conclusively."

Two things are spoken of in explanation of the fact that American canned goods have been known to find sale in Canada when those of domestic preparation were rejected, namely, neatness of packing and brilliancy of coloring. It will be useful for Canadian retailers to know that the distinction which they mark is really in favor of the home goods.

Ammonia.
Gorman, Eckert & Co., London, Ont.

Baking Powder.
Maiden, J. H., Montreal.
Gillett, E. W., Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Greig, Robt., Co., Toronto.
Lumsden Bros., Hamilton.
McLaren's, W. D., Montreal.

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Canadian Swiss Trading Co., Montreal.
Christie, Brown & Co., Toronto.
Cowan Co., Toronto.
Imperial Biscuit Co., Guelph.
Lamont, Corliss & Co., Montreal.
McGregor-Harris Co., Toronto.
Mackintosh, John, Halifax, Eng.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Blue and Black Lead.
Oakey, John, & Sons, London, Eng.

Canned Goods.
Balfour & Co., Hamilton, Ont.
Burlington Canning Co., Burlington, Ont.
Gillard, W. H., &Co., Hamilton.

Chewing Gum.
Row & Co., Brockville, Ont.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Canadian Cigar Co., London, Ont.
Empire Tobacco Co., Montreal.
Fortier, J. M., Montreal.
McAlpin Consumers Tobacco Co., Toronto
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoanut.
Greig, Robt., Co.. Toronto.
Lumsden Bros., Hamilton.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Canadian Swiss Trading Co., Montreal.
Cowan Co., Toronto.
Dunn, W. H., Montreal.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Lamont, Corliss & Co., Montreal.
Lowney, Walter M. Co., Boston.
MacLaren, A. F., Imperial Cheese Co., Toronto.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto

Computing Scales.
Wilson, C., & Son, Toronto.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal and Toronto.
Colson, C. E. & Son, Montreal.
Truro Condensed Milk and Canning Co., Truro, N.S.

Corks.
Ewing, S. H., & Sons, Montreal.

Crockery, Glassware and Pottery.
Barnard & Holland, Montreal.
Cassidy, John L., Co., Montreal.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown.
Fairbank, N. K. Co., Montreal.
Fearman, F. W., Co., Hamilton.
Matthews, Geo. Co., Brantford, Hull, Peterboro'.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Ryan, Wm., & Co., Toronto.
Rutherford, Marshall & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Bickle, John W., & Greening, Hamilton.
Black Bros. & Co., Halifax.
James, F. T., Co., Toronto.
Sovereign & Lynx Brands.
White & Co., Toronto.

Foreign Importers.
Biermann, E., & Co., Cardiff, Wales.
Duffus, Alex. S., London, Eng.
Hall, R. C., & Co., London, Eng.
Lethem, John, & Sons, Leith, Scotland.
Little, Geo., Manchester, Eng.
Scott, David, & Co., Liverpool, Eng.
Stokes Bros., Exeter, Eng.
Whiteley, Muir & Co., Liverpool, Eng.
Wickes, Hamilton, & Co., London, Eng.

Fruits—Dried, Green, and Nuts.
Adamson, J. T., & Co., Montreal.
Balfour & Co., Hamilton.
Eby, Blain Co., Toronto.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton.
Goodwillie's—Rose & Laflamme, Montreal.
Husband Bros. & Co., Toronto.
Kinnear, T., & Co., Toronto.
Milluan, W. H., & Sons., Toronto.
McWilliam & Everist, Toronto.
Rattray, D., & Sous, Montreal.
Reid, Homer, Meaford, Ont.
Robinson, O. E., & Co., Ingersoll.
Stringer, W. B., & Co., Toronto.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Fruit Wines
Turner & Co., Toronto.

Gelatine.
Tippet, A. P., & Co., Montreal.

Grain, Flours and Cereals.
Frontenac Cereal Co., Kingston.
Greig, Robt., Toronto.
Lake Huron & Manitoba Milling Co., Goderich.
McCann, Wm., & Co., Toronto.
Natural Food Co., Toronto.
Ogilvie Milling Co., Montreal.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Chaput, L., Fils & Cie., Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Marceau, E. D., Montreal.
"Ozo" Co., Montreal.
Turner, James, & Co. Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa
Enterprise Mfg. Co., Philadelphia, Pa.

Hides.
Page, C. S., Hyde Park, Vt.

House Insect Destroyer.
Common Sense Mfg. Co., Toronto.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.
Walker Pivoted Bin and Store Fixture Co., Toronto.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Colson, C. E., & Son, Montreal.
Crosse & Blackwell's—C. E. Colson & Son, Montreal,
"Ozo" Co., Montreal.
Smith, E. D., Winona, Ont.
Southwell's—Frank Magor & Co., Montreal
Upton, Thos., & Co., Hamilton.

Macaroni
Tippet, A. P., & Co., Montreal.

Manufacturers' Agents, Brokers and Commission Merchants.
Adamson, J. T., Montreal.
Creed, J. S., Montreal.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Lambe, W. G. A., & Co., Toronto.
Lawson, Reginald, Winnipeg.
Millman, W. H., & Sons, Toronto.
Milne, Chas., Vancouver, B.C.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Rattray, D., & Sons, Montreal.
Ryan, Wm., Co., Toronto.
Tippet, A. P. & Co., Montreal.
Rutherford, Marshall & Co., Toronto.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Braudou, Man.

Matches.
Walkerville Match Co., Walkerville, Ont.

Mince Meat
Bates, Peacock Co., Hamilton.
Capstan Mfg. Co., Toronto.
Fearman, F. W. Co., Hamilton, Ont.
Greig, Jas. R., Montreal.
Lytle, T. A., Co., Toronto.
Wethey J. H., St. Catharines.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Medicines.
Mathieu, J. L. Co., Sherbrooke, Que,

Patent Solicitor.
Cullen, Orlan Clyde, Washington, D.C.

Peels.
Colson, C. E., & Son, Montreal.
Greig, Robt. Co., Toronto.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Colson, C. E., & Son, Moutreal.
Flett's—Rose & Laflamme, Moutreal.
Gorman, Eckert & Co., London, Ont.
Heinz, H. J., Pittsburg, Pa.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Paterson's— Rose & Laflamme, Montreal.
Sutton, G. F., Sons & Co., London, Eng.

Polishes—Metal.
Oakey, John, & Sons, Montreal.

Polishes—Stove.
James' Dome—W. G. A. Lambe & Co., Toronto.
Morse Bros., Canton, Mass.
Prescott [illegible] H. Dunn, Montreal

Poultry and Cattle Food.
Greig, Robert, Co., Toronto.

Refined Cider.
Wilson, W. H. Co., Tilsonburg, Ont.

Rice.
Orme & Sutton Rice Co., New York.

Salt
Gray, Young & Sparling Co., Wingham.
Toronto Salt Works, Toronto.

Soda—Baking.
Dwight, John, & Co., Toronto.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Starch Co., Port Credit.

Steel Shingles and Siding.
Metallic Roofing Co., Toronto.

Store Lighting.
Auer Light Co., Montreal.

Sugars, Syrups and Molasses.
Canada Maple Exchange, Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Imperial Maple Syrup—Rose & Laflamme Montreal.
Montreal Maple Co., Montreal.
Ontario Sugar Co., Berlin, Ont.
"Sugars" Limited, Montreal.
Wallaceburg Sugar Co., Wallaceburg, Ont.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Ass'n.
Chaput, L., Fils & Cie, Montreal.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, Englaud
Dutch Chemical Works, Amsterdam, Holland.
Eby, Blain Co., Torouto.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Gorman, Eckert & Co., London, Ont.
Greig, Robert, Co., Toronto.
Japan Tea Traders' Ass'n.
Kinnear, T., & Co., Toronto.
Lumsden Bros., Hamilton.
Marceau, E. D., Montreal.
"Ozo" Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Sloan, John, & Co., Toronto.
Warren Bros. & Co., Toronto.
Wood, Thos., & Co., Montreal.

Vinegars.
Hill, Evans & Co., Worcester, Eng.
"Ozo" Co., Montreal.
Wilson, W. H., Co., Tilsonburg.

Washing Compound.
Keen's—Frank Magor & Co., Montreal.

Woodenware.
Woods, Walter, & Co., Hamiltou.

Wrapping Paper, Paper Bags, Etc.
Canada Paper Co., Torouto.

Yeast.
Gillett, E. W., Co., Toronto
Hamilton, Yeast Co., Hamilton, Ont

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And that's just what we've been busy doing ever since we went into business.

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Importers and Roasters of Coffee.
Manufacturers of high-class Baking Powder.

Our Winnipeg Branch, 108 Princess Street, in charge of Messrs. Mason and Hickey, carries a full stock of every line, and the western territory will be covered regularly.

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"If you don't see what you want ask for it"
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and goods displayed in

"Walker Bins"

always look fresh and inviting.

The Bins are great room savers too.

MADE IN CANADA

THE WALKER PIVOTED BIN AND STORE FIXTURE CO.

HEAD OFFICE TORONTO — Write for Booklet — FACTORY BRAMPTON ONT.

If you are in need of Coffee, remember

BOSTON LUXURY

in 12 lb. and 25 lb. air-tight cans.

JNO. SLOAN & CO.

TORONTO AND BELLEVILLE

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Northwest Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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NEW ADVERTISEMENTS.

Canadian Cigar Co., London, Ont.
R. C. Hall & Co., London, Eng.

A WESTERN PARADOX.

MANY keen observers have been at a loss to understand why, with good crops and high prices collections have been so unsatisfactory in the Northwest. There can be no doubt as to the general prosperity of the west. It is true that in a few small sections the crops were a comparative failure, but. taken as a whole, crop reports show an excellent yield and prices have been so high that the wheat has been marketed freely. But coupled with this state of affairs has been the undeniable fact that merchants have found collections poor. In a country showing every evidence of prosperity, they have found it difficult to collect what is owed them.

In conversation with a representative of this paper, a prominent wholesale man in Winnipeg said that he attributed the slowness of collections directly to the general prosperity of the country. He was confident that if the west as a whole were a little less prosperons he would have less difficulty in collecting his money. Western settlers have seen the price of land in Manitoba rise by leaps and bounds during the last few years; they expect land values in that province to continue to advance and they believe that the Territories will repeat the history of Manitoba. Consequently every western settler is possessed of a consuming land hunger and he is eager to invest all that he can save or borrow in buying more land. No doubt, the investment is a safe one, but it soon ties up all the farmer's available cash, and the merchant often has to wait for his money. The explanation is a novel one and, if correct, it reveals a paradox of prosperity.

The situation is peculiar for, granting that any delay in collections is due to the present prosperity, a return to hard times would make matters much worse. The only remedy is for the retail merchant to insist on getting his money and thus force his customers to recognize the priority of his claim.

A MATRIMONIAL SCHEME.

A COMMON source of friction, especially in large establishments, is the occasional subscriptions which are taken up in order to give presents to persons entering matrimony or leaving for other fields of labor.

The head of a large manufacturing firm in Toronto was recently induced to inspect a list which had been gotten up among his employes and he found that some of them had given more then he thought they could afford to give. He then determined to change the system and had a box made in which when any subscriptions were taken up among the employes they could drop in their contribution without anyone knowing the amount they had given. He says that the aggregate of the contributions decreased, but he is confident that his employes now give, when occasion demands it, just what they can afford to give.

The scheme is a simple one and could no doubt be adopted to advantage by many other firms, and the old system, which is practically a system of blackmail in many cases, could be obviated.

CARELESS IGNORANCE.

PERFECTION in system is usually looked upon as being one of the attributes of railway corporations. It is only ordinary business concerns whose systems are not always good. That railway companies have not good systems strictly perfect is evident from an instance which came under our observation a few days ago.

A large manufacturing concern in Canada had secured an order through one of its travelers from a merchant in New Glasgow, Quebec. It was the first order received, and the firm was particularly desirous of pleasing him. The goods were shipped promptly, but 42 days after shipment was made the shipper was notified by the railway officials that two cases of goods addressed to the New Glasgow merchant were lying at their office at Point Levis. The bill of lading instructed that the goods be shipped by the railway in question, via the G.T.R., via the G.N.R.

The address on the packages corresponded with that on the bill of lading, but in notifying the shipper that packages were lying at Point Levis the representative of the railway company wanted to know if the goods were not intended for New Glasgow, N. S. In fact they said they had no such station on their line as New Glasgow, Quebec. It appears that the goods had been shipped to New Glasgow, N.S., and finding that no merchant of the name on the cases did business in that town, they were brought back to Point Levis and then the shipper communicated with.

It would have been a simple matter indeed for the officials of the railway company to have discovered where New Glasgow, Quebec, was situated. Had they the inclination, they could have discovered in five minutes, and when this was drawn to their attention the only answer they could give was to the effect that they thought the shipper had made a mistake.

It is evident that in the employ of the G.T.R. are men, who, like employes in

some other business enterprises, have not enough initiative about them to turn to any directory and find the address of a town or of an individual. It is evident that the G.T.R. Company needs to stir up some of its careless employes, as business men stand to lose a great deal of money through the lack of prompt attention to duty on the part of the servants of transportation companies.

TO COLLECT BAD DEBTS.

THE by-laws of the Spokane Jobbers' Association contains among others the following suggestions that might very profitably be followed up by the Canadian trade in connection with the handling of questionable accounts:

Upon receipt of a report the secretary of the association calls upon the party reported and makes a thorough investigation of his affairs, gathering such other information as he can regarding the debtor's financial condition. If it is found that he is being pressed, or bankrupt or insolvent a meeting of the members of the association is called and the facts laid before them. If he is insolvent the secretary of the association usually obtains the debtor's assignment to him as trustee for the benefit of all creditors and takes charge of the business until the estate is wound up. As a rule a sufficient profit is realized from the goods sold to pay the entire expenses of handling the assignment.

The plan has worked admirably so far, thirty-seven and a half per cent. more having been realized than could have been either through the agency of the State or Bankruptcy Courts. The policy seems to be to perfect the system of handling bad accounts with the least possible expense and for the benefit of creditors and as such is well worth the consideration of a certain class of readers of The Canadian Grocer.

EDUCATE THE FARMERS.

SOME farmers are skinflints. But, fortunately, their number is exceedingly small. It may be said of the farmer on the whole that he is about as freehanded a citizen of this country as it is possible to find. When crops are good and money is plentiful, the farmer comes to town and spends it.

The farmer needs things and he buys them. He likes luxuries in dress and furniture and food, just as much as anybody else and he is going in for these luxuries more than ever to-day. Moreover, it will be found that the farmer, unlike the average inhabitant of our towns and villages, believes in patronizing the home market. He does not run to the city and the department store every time he wants to buy a suit of clothes or a barrel of sugar. No, he goes to the nearest town for his supplies.

Seeing then that the farmer is a good customer and stands by the local merchants, let the latter take him into their best consideration. Let them reason it out. The more the farmer can get for his produce, the more money he will have to spend. How can he get more for his produce? Certainly by the adoption of improved methods of tilling the soil, of raising cattle and of keeping poultry. No less a sum than $117,000 was paid to patrons of the Huntington dairy board during the past season for cheese and butter. This means on an average about $4,000 from this source alone to each retailer in Huntington and this was all accomplished by education.

Is it not, therefore, of importance to merchants in our country towns to work together to help and educate the farmers in their vicinity to get more out of their farms?

Mr. G. H. Johnston, general merchant, Sutton West, a reader of THE CANADIAN GROCER for over fifteen years, says he would not exchange it for any publication that comes to his notice, both on account of its value as a newspaper and because it has been invaluable to him in business. He refers particularly to its market reports and prices current, which "are always to be relied upon," and to its special advertisements which "every careful buyer should consult regularly."

SUGAR FLUCTUATIONS, 1904.

Montreal Refiners.

The retail grocer will be interested in the accompanying tabulated list which gives the fluctuations in Canadian refined sugar for 1904.

	Granulated. c	Yellow.. c
January 1	3.95	3.30
January 4	4.00	3.35
January 28	3.95	3.30
February 4	4.00	3.35
February 23	4.00	3.40
February 26	4.05	3.45
March 7	4.10	3.50
March 14	4.15	3.55
April 26	4.20	3.60
April 28	4.25	3.65
May 5	4.30	3.70
May 14	4.35	3.75
May 19	4.40	3.80
May 25	4.45	3.85
June 3	4.40	3.80
June 10	4.35	3.75
June 23	4.40	3.80
July 7	4.45	3.85
July 25	4.50	3.90
August 3	4.55	3.95
August 9	4.60	4.00
September 1	4.65	4.05
October 18	4.55	3.95
October 29	4.60	4.00
October 31	4.65	4.05
November 2	4.75	4.15
November 4	4.85	4.25
November 10	4.95	4.35
November 12	5.00	4.40
	(2nd advance.)	
November 12	5.10	4.50
November 16	5.20	4.60
December 1	5.15	4.55
December 8	5.25	4.65
December 10	5.35	4.75
December 28	5.40	4.85

REPUTATION.

QUEER thing, this reputation. It takes toiling and moiling to get it—takes singleness of purpose and capacity to resist temptation to cheapen, but once you've got it its value is transcendent and can't be computed in dollars and cents. How infinitely better it is to build on a foundation of quality and worth than to chase the will-o'-the-wisp of cheapness, which leads you into bogs and swamps.

"But my trade won't pay the price," wails some timorous soul. Your trade, dear man, is what you make of it. If you insistently talk quarter tea, and ten-cent brooms and five cent brushes and ninety cent apples and fifteen cent oranges, how in the name of sense can you expect your trade to ask for anything else? Try the other. Talk quality, emphasize worth, lay stress on inherent goodness, and watch the result.

A STAFF CONFERENCE.

ONE of the striking features of modern business management is the periodical conference between principals and staff for the discussion of matters pertaining to business growth. In the United States, this practice brings together many notable gatherings of officers, salesmen and agents, many of whom cross a continent to attend the annual assembly, lasting in some cases an entire week. In Canada, too, the custom is obtaining.

It was such an occasion that brought together in Toronto on Saturday, Dec. 31, 1904, the Montreal and Toronto staffs of the MacLean Publishing Co., whose trade newspapers, The Dry Goods Review, The Canadian Grocer, Hardware and Metal, Bookseller and Stationer, and Printer and Publisher, are known and quoted wherever the English language is spoken.

From Montreal came A. B. Caswell, resident manager; F. S. Keith, W. H. Seyler, G. E. Fraser, C. D. Cliffe. Of the Toronto staff there were present Lieut.-Col. J. B. Maclean, president; W. L. Edmonds, vice-president and general manager; Capt. A. N. Burns, secretary; Miss Forbes, treasurer.

Editorial—W. A. Craick, F. G. Killmaster, Miss Dixon, J. C. Armer, N. Mick.

Advertising—John Cameron, D. O. McKinnon, H. T. Hunter, D. B. Gillies, J. L. Sheather, E. J. Dodd, L. A. Eedy, J. C. Kirkwood, W. C. Russell, H. V. Tyrell.

Circulation—F. M. Alexander.

Mechanical—James Anderson.

From New York—W. T. Robson, resident manager.

The morning and afternoon were given up to a series of general and special conferences, when many matters relating to the affairs, policy and plans of the company were discussed. Intense interest and animated participation characterized the entire proceedings, and much important business was transacted. One is safe in saying that the coming year will see Maclean's Trade Newspapers take on a fresh strength and make their influence even more dominant.

The story of progress in connection with The Maclean Company during the past few years, and particularly during the past two years, has few parallels in Canadian enterprise. The growth of the company during the last two years can be understood by the mention of a few facts, the significance of which will be readily perceived.

The editorial staff has been increased from two to eight.

The advertising staff from three to fifteen. The circulation department has increased from one to six.

The Montreal office maintains a resident manager and an editorial, advertising and office staff of nine.

The editorial and advertising staff in England has been increased to five, with J. Meredith McKim as manager.

Salaried representatives with offices are located in Winnipeg, New York and London, England.

Special permanent correspondents have their headquarters at St. John, Halifax and Vancouver, in Canada; at Birmingham and Manchester, in England; at Paris, France, and at Adelaide, Australia.

Subscription solicitors canvass thoroughly all Canada.

Two advertising solicitors are kept constantly employed in Ontario, covering the territory from Ottawa to Windsor.

Quebec is systematically worked from Montreal; and the Maritime Provinces are visited regularly several times during the year.

During the last half of 1904, four distinct canvasses of Illinois, Ohio, New York and Massachusetts were made by representatives from Toronto and Montreal.

Early this month a member of the staff will visit the West Indies in the interests of the advertising and circulation departments.

In addition to the foregoing evidences of expansion, there is to record the launching of a new monthly publication, designated "Machinery and Manufacturing News," the first number of which will appear this month.

The magnitude of the company's output in the matter of trade newspapers will be perceived when it is stated that there are set up and printed every day of the year an average of 45 pages, size 9 x 12, thus exceeding the output of the largest daily newspaper in Canada.

Other interesting items of progress and prestige are:

There are eight university graduates in the service of the company.

Maclean's Trade Newspapers have the largest foreign circulation of any Canadian newspaper of any sort.

The Maclean Publishing Co. use more engravings in their newspapers than does any other Canadian publishing concern.

The Maclean Publishing Co. employs advertising specialists to assist advertisers in the preparation of "copy," whose services to advertisers are entirely free. Of no other newspaper firm in Canada is this true.

The Maclean Publishing Co. are easily the largest consumers of high grade newspaper stock in the Dominion.

In the matter of original cover designs for their several publications, The Maclean Publishing Co stand alone.

All this record is surely one to be proud of. The present status of the firm has not been achieved without ups and downs. There have been several critical periods in the history of the company, but the unswerving devotion to a single ideal is having its reward and recognition.

Staff Dinner.

The day's business and the dying year were brought to an agreeable close by a dinner to the staff, served at the Queen's Hotel. There were present all told over sixty. Lieut.-Col. J. B. Maclean, the president, was chairman, and was assisted by W. L. Edmonds, vice-president and general manager; A. B. Caswell, and D. O. McKinnon. The usual toasts were given and provided occasion for the saying of many things calculated to stir the enthusiasm and stimulate the loyalty of every one present. It was the first of what will be an annual event, and the president announced that a year hence, he hoped to meet at Montreal the staffs from England, Winnipeg and Vancouver, in addition to those from Montreal, Toronto and New York, an utterance that met with hearty applause. The approach of the hour of midnight, when the Sabbath day would be ushered in, brought to a conclusion a profitable conference and a delightful evening.

ANOTHER WHOLESALE GROCERY.

John Sloan & Co., wholesale grocers, Toronto, are opening a branch business in Belleville, where they will carry a well assorted stock. In this way they will be able to cope more successfully with their rapidly increasing trade in Eastern Ontario.

OTTAWA WHOLESALE GROCER HONORED.

Major H. Bate, of the wholesale grocery firm of H. N. Bate & Son, Ottawa, has been created a Chevalier of the Distinguished Order of Leopold by the King of Belgium. Major Bate has been Belgian Vice-Consul-General in Ottawa for ten or twelve years and his services in relation to trade and other matters of interest to the two countries have been duly acknowledged and honored by King Leopold.

PRESENTATION.

Mr. F. J. Blackbourn, of H. P. Eckardt & Co., wholesale grocers, Toronto, has severed his connection with that firm to go into business with Mr. W. G. Patrick, importer and commission merchant, Toronto. On the occasion of his removal the staff of H. P. Eckardt & Co. presented Mr. Blackbourn with a handsome gold watch as a slight token of the high esteem in which he was held by his fellow employes.

"THE SURVIVAL OF THE FITTEST"

The award of the Gold Medal, highest prize, to "Salada" Ceylon Tea, at the St. Louis Exposition is but the official recognition of that merit which has resulted in the ever increasing demand now in excess of twelve million five hundred thousand packets annually, throughout the length and breadth of the American continent.

LEAD PACKETS ONLY
Black
Mixed
Green

Samples furnished.
Correspondence invited.

"SALADA"
Toronto and Montreal

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest



No. 65.

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.
We make 25 other styles and sizes of Grocers Counter Mills. Floor Mills and Electric Mills For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.,
Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:
Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John, N.B. Gorman, Eckert & Co., London, Ont.



Most women would like to be good ironers and all women can be if they use

Celluloid Starch
Never Sticks Requires no Cooking

It is easy to use and results cannot help but be good.

Help your customers to be better ironers by getting them to try Celluloid Starch. They'll thank you for the tip.

THE BRANTFORD STARCH WORKS, LIMITED.
BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, Jan. 5, 1905.

Groceries.

DULLNESS rules in all branches of the trade. The usual lull after the holidays has set in, and there is no cure for it but time. Another advance in sugar has taken place and the market is interesting and strong. The sensitive condition of the beet market in the latter weeks of the old year lead buyers to expect a decline instead of an advance but the speculators are said to be doing the trick. The estimates of the Cuban crops were exaggerated and now the fact of a falling off being indicated helped the advance. Prices are stiff for raw both in United States and Canada. In molasses there is no change although some quantities have changed hands during the holidays. Coffee is steadily advancing in sympathy with the New York market. The Brazil stocks are said to be held by the large New York operators and they are supposed to have the manipulation of the market pretty well in their own hands. In teas very little seems to be doing and jobbers are just as quiet as they can be. Black and white peppers are somewhat firmer and there is an improved demand. Ginger (Cochin variety) is cheaper; Zanzibar cloves are slightly easier. For future delivery, prices for the latter are firmer and appearances point to the market having reached the lowest notch. Penang cloves are said to be remarkably short and an advance is reported. A good business is doing in nutmegs and mace at steady prices. Some improvement is reported in the demand for canned goods and canned salmon is ruling strong with an excellent probability for an increase in rates. Fruits are in good demand and prices are strong. Dried fruits have held firm and the raisin market is steady. The Spring policy of this trade is now occupying the interest of the trade both locally and especially in the countries of production. The decline of Valencias which took place in the early part of the Fall will be made up for, it is expected, by the satisfactory turn in the early Spring. Green fruits are very quiet, in fact, the dealers say that there is nothing doing. Spanish onions have advanced and there is a strong demand for them everywhere. Red onions are also advancing, owing to the general scarcity. In fish there is little business being done, as there are absolutely no fast days and fish is being consumed only as a matter of fashion at the holiday dinners. Country produce has been little thought of except perhaps in the event of poultry having its fluctuations; the market was thus made interesting. Flour and feed, eggs and all the kindred products of the farm have been firm in good demand evidencing the prosperity that exists all over the country.

SUGAR.

The advance of ten cents in the price of sugar was in most circles unexpected, although the speculative values have been noticeable for some time. The price of ten cents advance on yellows also interested the trade and caused some activity in the market. These values are not expected to be maintained. At any rate no immense volume of business has been transacted at these prices although it may be remembered that the fluctuations have been as high as this before. We quote:

Granulated, obls.	$5 45
" ½-bbls	5 60
" bags	5 40
Paris lump, boxes and bbls	6 00
" ½-boxes and ½-bbls	6 05
Extra ground, bbls	5 85
" " 50-lb. boxes	6 05
" " 25-lb. boxes	6 05
Powdered, bbls	5 60
" 50-lb. boxes	5 85
Phoenix	5 35
Bright coffee	5 25
" yellow	5 20
No. 3 yellow	5 20
No. 2 "	5 00
No. 1 " bbls	4 90
No. 1 " bags	4 85
Raw Trinidad	3 90
Trinidad crystals	4 05

SYRUPS AND MOLASSES.

The firmness in molasses which was reported last week has been maintained and considerable quantities have changed hands. The unfavorable reports from Barbadoes have been substantiated and a shortage is in existence. Corn syrups are in good demand, and owing to the firmness of molasses these should sell well for some time.

Barbadoes, in puncheons	0 30
" in barrels	0 32½
" in half-barrels	0 33½
New Orleans	0 22 0 35
Antigua	0 27
Porto Rico	0 45
Corn syrups, bbls	0 02½
" ½-bbls	0 02¾
" ¼-bbls	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

COFFEE.

A steady advance is in sight for coffee of all descriptions. Reports from New York state that most of the large operators have control of the Brazil stock and are manipulating the market to suit themselves. It is well known locally that these people have been the prime movers in all the advances that have taken place during the last half year. Columbian, Costa Rica, and Central American coffee have held the advance, and high prices are promised for some time. We quote:

Good Cocutas	0 10	0 10½
Choice "	0 11½	0 12½
Jamaica coffee	0 10½	0 11
Java	0 18	0 22
Mocha	0 16	0 19
Rio	0 08	0 09

SPICES.

Spices are firm. White and black peppers have sold at good prices, and with a tendency to advance. Sago is selling slowly. Washed rough Cochin ginger has declined and holders have been inclined to meet the proposition of the buyers, without inducing a good demand. Zanzibar cloves are much easier on the spot; forward deliveries, however, show signs of firmness. A decided shortness has been noticed in Penang cloves, and higher prices are expected. New crop will be available in February. Nutmegs and mace are about the same, but plenty of business is being done. Now would be a good time to buy stocks, as for some sizes the prices are the lowest ever recorded. Prices for canary seed are on the down grade. This is occasioned by the near approach of the South American seed at a low rate. Some interesting movements may be expected in the near future in regard to canary seed. We quote:

	Per lb.	
Peppers, black	0 18	0 22
" white	0 25	0 30
Ginger	0 15	0 24
Cloves, whole	0 22	0 35
Cream of tartar	0 25	0 30
Allspice	0 16	0 19

TEA.

The tea market is dead. Locally jobbers are simply walking around waiting for something to turn up. Now that Port Arthur has fallen into the hands of the Japs, some stimulus may be anticipated in the tea market in Japan. Indian teas show little change in prices; whatever weakness has been reported was mainly confined to the lower and inferior medium descriptions. Ceylon teas are generally easier and the market is well supplied. Business is expected to improve very shortly in all kinds of tea.

Japans—Fine	0 26	0 28
Medium	0 20	0 24
Good common		0 18
Common	0 12½	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders	0 12	0 12
Congous—Kaisows		0 12
Pakling boxes	0 12	0 14

CANNED GOODS.

Improvement has been noticed in the demand for canned salmon. In regard to salmon, it has been emphasized in the trade generally that prices have been extreme for some time, owing partly to the small pack of Fraser salmon last season, coupled with the shortness of supplies on spot. However, the improvement in prices has set in and it is not improbable that it may continue. Sardines are in good demand, with a tendency towards scarcity for fine Summer packed goods. Some California sardines have been reported on the market as novelties and have attracted some attention. Lobsters are somewhat easier and the three-quarter pound tall tins are meeting with much favor, owing to the absence of the one pound tins.

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Fruits are by no means as strong as they have been, and the expected improvement in California stock has not taken place. We quote:

Salmon, pink	0 90	1 00
" spring	....	1 55
" Rivers Inlet red sockeye	....	1 65
" Fraser River red sockeye	1 50	1 75
Lobsters, talls	....	3 45
" 1-lb. flats	3 50	4 00
" ½-lb. flats	....	2 25
Canadian Sardines, ¼s	3 65	4 00
California asparagus	4 50	5 00
Asparagus tips	3 50	3 75

VEGETABLES.	Per doz.
Corn, 2-lb. tins	$1 20
" 2-lb. sucotash	1 25
Gallon corn	5 00
Tomatoes, 3-lb. tins	1 30
Gallon tins	3 60
Sugar beets	$0 85 0 95
2's Asparagus Tips	2 50
2's Beans, Golden Wax	0 80
2's " Refugee or Valentine	0 82½
2's " Crystal Wax	0 92½
2's Peas, No. 4 "Standards"	0 82½
2's " No. 3 "Early Junes"	0 85
2's " No. 2 "Sweet Wrinkled"	0 95
2's " No. 1 "Extra Fine Sifted"	1 30
2's Table Spinach	1 40

FRUITS.		
Pears—Flemish Beauty Bartletts and pie in 2, 2½ and 3's	$1 15	$2 20
Peaches—White yellow and pie, 1½'s, 2's, 2½'s		
3's	1 25	2 82½
Gallon pears	3 15	3 67½
" peaches	3 55	4 50
Pumpkins, 3-lb. tins	....	0 72½
" Gal	....	2 50
3-lb. squash	....	1 00
2's Cherries, red, pitted	....	2 20
2's " " not pitted	....	1 75
2's " black, pitted	....	2 20
2's " black, not pitted	....	1 75
2's " white, pitted	....	2 40
2's " white, not pitted	....	2 00
2's Currants, red, heavy syrup	....	1 57½
2's " red, preserved	....	1 77½
Gals. " red, standard	....	4 75
Gals. " red, solid pack	....	7 00
2's " black, heavy syrup	....	1 75
2's " black, preserved	....	2 05
Gals. " black, standard	....	5 00
Gals. " black, solid pack	....	8 00
2's Gooseberries, heavy syrup	....	1 62½
2's " preserved	....	1 85
Gals. " standard	....	7 25
2's Lawtonberries, heavy syrup	....	1 57½
2's " preserved	....	1 85
Gals. standard	....	4 97½
2's Pineapple, sliced	....	2 25
2's " grated	....	2 35
3's " whole	....	2 50
2's Plums, Damson, light syrup	....	1 00
2's " " heavy syrup	....	1 30
2½'s " " " "	....	1 57½
3's " " " "	....	1 85
Gals. " " standard	....	2 95
2's " Lombard, light syrup	....	1 05
2's " " heavy syrup	....	1 35
2½'s " " " "	....	1 62½
3's " " " "	....	1 90
Gals. " " standard	....	3 15
2's " Green Gage, light syrup	....	1 15
2's " " heavy syrup	....	1 47½
2½'s " " " "	....	1 72½
3's " " " "	....	2 00
Gals. " " standard	....	3 45
2's " Egg, heavy syrup	....	1 52½
2½'s " " "	....	1 80
3's " " "	....	2 10
2's Raspberries, red, heavy syrup	....	1 40
2's " " preserved	....	1 60
Gals. " " standard	....	5 00
Gals. " " solid pack	....	8 00
2's " black, heavy syrup	....	1 35
2's " " preserved	....	1 50
Gals. " " standard	....	4 75
2's Rhubarb, preserved	....	1 15
3's " "	....	1 90
Gals. " standard	....	2 62½
2's Strawberries, heavy syrup, 1903 pack	....	1 47½
2's " " " 1904 pack	....	1 60
2's " preserved	....	1 75
Gals. " standard	....	5 50
Gals. " solid pack	....	8 50

Foreign Dried Fruits.

Preparations are now being made for the policy of the Spring trade, rather than paying attention to immediate requirements. This applies both locally, as well as to the countries of production. Large quantities of last year stock have been cleared for the holiday trade. This is a custom which has been found to pay the large handlers of foreign fruit. However, this year there have been small crops and declining markets, so that such a policy may not prove so successful as formerly. Currants are still in firm demand and it would appear that buyers would do well to keep their stocks well up. Valencias have every hope of selling well. The position of sultanas seems secure. In muscatels stocks seem to be short, as grocers have not handled these goods in immense quantities, seemingly gauging their supplies to the last pound for the holiday trade. The fig trade has been a large one and promises to continue to some dimensions. This is explained by the cheapness, as well as the excellent quality of figs. We quote:

VALENCIA RAISINS,		
Fine off-stalk, per lb	0 05	0 06
Selected, per lb.	....	0 06½
Layers "	0 07	0 07½

DATES.		
Dates, Hallowees, per lb	0 04	0 04½

CALIFORNIAN EVAPORATED FRUITS.		
Apricots, per b	....	0 13½
Peaches "	....	0 10½
Pears "	....	0 15

MALAGA RAISINS.		
London Layers	....	2 00
"Connoisseur Clusters"	....	2 50
" " Quarter boxes	....	0 80
"Royal Buckingham Clusters," ½-boxes	....	1 10
" " " Boxes	....	3 50
"Excelsior Windsor Clusters	....	4 50
" " ¼s	....	1 35

CALIFORNIAN RAISINS.		
Loose muscatels, per lb.	....	0 07½ 0 08
" " seeded, in 1-lb. packages	....	0 08 0 09
" " 2 crown	....	0 06
" " 3 "	....	0 06½
" " 4 "	....	0 08

PRUNES.	Per lb.	Per lb.
30-40s.	....	0 08½
40-50s.	....	0 08
50-60s.	....	0 07
60-70s.	....	0 06
70-80s.	....	0 06
80-90s.	....	0 05
90-100s.	....	0 05
Oregon Prunes (Italian style) 40-50s.	....	0 08
" " 50-60s.	....	0 07
Oregon prunes (Frenoh style), 60-70s.	....	0 06
" " 90-100s.	....	0 04
" " 100-120s.	....	0 04

CURRANTS.		
Filiatras, uncleaned	....	0 04½
Fine Filiatras, per lb. in cases	0 04½	0 05
" " cleaned	0 04½	0 05½
" " in 1-lb. cartons	00 5½	0 06
Finest Vostizzas "	0 06½	0 07½
Amalias "	....	0 06

SULTANA RAISINS.		
Sultana raisins, per lb.	0 06½	0 08
" " 1-lb. carton	....	0 09

ELEME TABLE FIGS.		
Six crown, extra fancy, 40-lb. boxes	....	0 13
Five crown, fancy, 10-lb. boxes	....	....
Four crown, fancy, 10-lb. boxes	....	0 09
Three crown	0 07	0 07½
Glove boxes, fine quality, per box	....	0 11
Fancy washed figs, in baskets, per basket	....	0 20
" pulled figs, in boxes, per box	....	0 22
" stuffed figs, " "	....	0 28
12-oz. boxes	0 06½	0 07

NUTS.		
Grenoble walnuts	0 12½	0 14
Tarragona almonds	....	0 13
Sicily filberts	....	0 11
Shelled walnuts	....	0 20
Marbot Walnuts	0 10	0 11
New Brazils	0 15	0 16
Jumbo pecans	....	0 14
Large "	....	0 12½
Shelled almonds	0 24	0 26
Peanuts, Spanish shelled	....	0 13
" Virginian brand, shelled	....	0 12
New chestnuts, per lb	....	0 11
Peanuts, Bon Tons	....	0 11½
" Sun brand	....	0 10
" Diamond G brand	....	0 08
" Coon brand	....	0 07½
Italian chestnuts, per lb	....	0 07

Green Fruits.

Marked dullness has been noted all over the trade. No change in prices has been recorded, and the demand is very slight, with the probability of no better condition for some weeks to come. We quote:

Cocoanuts, per bag of 100	....	4 50
Pineapples, 24 to case	4 50	5 00
" 30 to case	....	3 50
Cranberries, finest dark	....	8 50
" dark	....	7 50
" 25 quart boxes	....	2 25

California Winter Nellis pears		3 50
Jamaica oranges, per bbl	4 50	5 00
" " per box	2 50	2 75
" grape fruit, per box	3 50	4 00
Florida oranges, per box	3 50	4 00
Florida grape fruit, per box	4 25	4 50
Mexican oranges, per box	2 00	2 25
California naval oranges, per box	3 25	3 50
New Messina lemons 300's		2 75
" " " 360's		2 25
Bananas, large bunches, crated	1 25	1 50
Bananas, 8s, per bunch, crated		1 00
Apples Winter varieties	2 00	3 50
Sweet potatoes, per bbl		4 75
Almeria grapes, per bbl	5 50	7 00
Celery, California golden heart, per case		5 50

Vegetables.

The chief change in the vegetable market has been an advance in Spanish onions to $3.75 a case. Red onions have also advanced from $2 to $2.50 a bag of 75 lbs. Outside of this the market is very tame and featureless. We quote:

Bunch lettuce, per doz. bunches		0 75
Radishes, per doz. bunches		0 25
Mushrooms, per lb		1 70
Mint, per doz. bunches		0 20
Parsley, " "		0 20
Sage, per doz		1 00
Savory, per doz		1 00
Beets, new, per doz		0 25
Egg plant, per basket		0 75
Rhubarb, outdoor, per doz		0 35
Green onions, per doz		0 15
Spanish onions, large cases, per case		3 75
" " crates, per case		1 50
Red onions, in 75-lb. bags, per bag		2 50
Yellow onions, in 80-lb. bags, per bag		1 75
Green house water cress, per doz		0 45
Green cucumbers, per bush. hamper		1 25
" per half bushel hamper	0 60	0 75
" per bbl		3 50
" per doz	0 40	0 50
Green cabbage, per doz		0 60
" beans, per bush	1 00	1 25
Waxed beans, per bush		1 00
Cauliflowers, home grown, per doz		1 50
Green peppers, per basket		0 45
California celery, per case		5 50
Canadian celery, per doz		0 75

Fish.

Without a single fast day during the week, the fish market is declared very dull, and the fish merchants report that considerable quantities are being sold at good prices for dinners and other forms of entertainment during the holidays. Oysters are selling freely and strong prices are maintained. We quote:

Standard bulk oysters, per gal		1 40
Selects		1 60
Shell oysters, bbl	5 00	8 00
Fancy Malpecques	9 00	10 00
Caraquet	4 00	5 00
Dressed bullheads		0 09
Dressed perch		0 09
Haddies		0 06½
Bloaters in boxes, 100 fish		1 00
Kippered herring in half boxes		1 00
Smoked herring, per box, new		0 13
Fresh haddock, per lb		0 04½
Pike, " round and dressed		0 05½
Halibut, per lb	0 08½	0 09
Gaspe salmon, fresh frozen		0 15
B. C. Salmon, frozen	0 08½	0 09
Fresh steak cod	0 05	0 05½
Market cod		0 04
Whitefish		0 08
Dore	0 06	0 06½
Fresh frozen Smelts	0 09	0 12
Fresh frozen Herring, 100	2 00	2 10
New frozen Tom Cods		2 00
No. 1 Labrador herring in 20-lb pails		0 80
No. 1 Herring, Labrador, per bbl		5 00
" " half bbl		3 00
No. 1 Holland herring, per half bbl		6 50
No. 1 Scotch herring, " "		6 50
" " per keg		1 00
Holland herring, per keg	0 65	0 75
No. 1 Salt mackerel, pail of 20 lbs		2 00
Boneless cod, 1 and 2-lb. blocks, per lb		0 06
" fish, " "		0 06½
" " loose, in 25 lb. boxes		0 04½
Pure Georges cod, 40 lbs		0 07½
Skinless cod, cases 100 lb. (new)		5 00
Green Codfish, (200-lbs.) No. 2		5 75
" " No. 1	6 75	7 00
Large "		7 00
Labrador Salmon, half bbl		9 00
" " (200 lbs.) bbls		17 00
" " Large (300 lbs.)		24 00
B. C. salt salmon, bbl		14 00
" " ½ bbl		7 50
Lake trout, salt, 100 lbs		5 00
Sea Trout in bbls. 200 lbs		9 50
" half bbls		5 50
Marshall's kippered herring, per doz		1 40
Canadian kippered, per doz		1 00
Canadian ¼ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz		1 30
Canned cove oysters, No. 2 size, per doz		2 25

Country Produce.

BEANS.

No change has taken place in the price of beans, although considerable increase has been noticed in the demand. We quote:

Choice primes	1 35	1 40
Less than car lots	1 40	1 50
Primes		1 40

POTATOES.

A steady market has been observed for potatoes and 65c on track was obtained for several carloads. Standard price is at 75c per bag.

HONEY.

The demand has improved for comb honey. There is not so much white clover on the market as is usual at this time of year. Little business is doing. We quote:

White clover, extracted, tins	0 08	0 08½
" " kegs	0 07½	0 08
" " comb	0 12½	0 13
Buckwheat	0 06	0 06½

MAPLE PRODUCTS.

Very little is doing in maple goods, but dealers expect considerable activity to set in about the middle of January. We quote:

Maple syrup, in wood, per lb	0 05½	0 05½
Maple syrup, in large tins	0 50	0 60
Pure sugar, per lb	0 07½	0 08
Pure Beauce, county, per lb	0 08½	0 09

HOPS.

The hop market remains steady with small demand. We quote:

Choice	0 33	0 35
Fair to good	0 25	0 28

POULTRY.

The excitement of the poultry market has abated considerably, although it is by no means over. The soft weather just before New Year's occasioned a general sacrifice at low prices. A fair trade is being done at the following quotations: Chickens, 10 to 12c; ducks, 11 to 12 1-2c; geese, 9 to 10 1-2c; fowl, generally, 7 to 9c. Turkeys sold as high as from 15 to 18c.

Flour and Feed.

FLOUR.

The price of flour remains unchanged and a considerable business is being done for export, as well as for local account. We quote:

Manitoba spring wheat patents	5 50	5 80
" strong bakers'	5 20	5 50
Winter wheat patents	5 60	5 70
Straight rollers	5 20	5 30
Extra	4 55	4 60
Straight rollers, bags, 90 per cent	2 55	2 65

FEED.

Improvement in demand for bran and shorts has been maintained and high prices have been paid for high-class Ontario stock. We quote:

Mouillie	25 00	28 00
Ontario bran, in bulk	16 00	17 00
" shorts		20 00
Manitoba bran, in bags	17 00	18 00
" shorts		20 00

ROLLED OATS.

Little has been doing in rolled oats, and there is a tendency towards weakness in the market. We quote:

Fine oatmeal, bags		2 60
Standard oatmeal, bags		2 60
Granulated " "		2 50
Rolled oats, "		2 55
" bbls		5 00

HAY.

The advance which took place in No. 1 timothy last week, has been maintained, and large quantities have been shipped to Nova Scotia. This is occasioned by the rebate of freight rates ending on January 1st on the I.C.R. Prices have been considerably easier for spot sales on this account. We quote:

No. 1 timothy	9 50	10 00
" 2 " choice	8 50	9 00
" 2 " ordinary	7 25	7 50
Clover	7 00	7 25
Clover mixed	7 50	8 00

ONTARIO MARKETS.

Toronto, Jan. 5, 1905.

Groceries.

THE usual quietness of New Year's week has ruled throughout the wholesale grocery trade. The various markets are practically featureless with the possible exception of sugar, in which there has been a further advance of 5c all round, effective on Jan. 3. The travelers resumes their rounds on Tuesday, Jan. 3, and a general livening up of the retail trade may be expected during the present month. Stock-taking is the order of the day: at the close of the market nothing but an approximate idea of the past year's trade is available, as the work of stock-taking will not be completed in most cases for a fortnight or three weeks. Wholesalers express themselves on the whole as satisfied with the volume of trade for the year, it being slightly ahead of 1903. A healthier feeling in grocery circles is characteristic of the past year than for some time; business failures were comparatively few and only of minor importance. Collections have averaged well.

Canned goods and sugar are perhaps the most interesting items at the present time. A comparatively free movement of tomatoes and corn continues, notwithstanding the lateness of the season. The retail trade is exercising itself to no small extent as to the probability of the present high price of sugar advancing still further within the next few months. The future of sugar is hard to prognosticate; at the same time the feeling is widespread that although much further advances are not expected, the market will continue high for some months. It is interesting to follow the different arguments that have been advanced for the present firm statistical position of sugar. Certain authorities say the abolition of the bounties has contributed largely to bring about this result, others attribute it to the scarcity of beet, and still others to the manipulations of speculators. Whichever it be the fact remains that, while the decrease in supplies of beet is estimated roughly at 20 per cent., the price of refined at the present is over 60 per cent. more than it was a year ago.

SUGAR.

The position of sugar is stronger than last week, an advance of 5c all round in Canadian refined having taken place on Tuesday, Jan. 3.

January beet is now quoted at 14s 9d f.o.b. Hamburg, while raw cane is firm at last quotations. The advance in January beet has been 3½d per cwt from 14s 5½d.

Since last report there has been an advance of 10c in New York refined, while on Tuesday, Jan. 3, there was a further advance of 10c, making the net basis of New York granulated $5.70 in

creasing the margin between raw and refined 87c per cwt. During the week there were sales of a small parcel Cuban centrifugals, consisting of 2,000 bags at 1-32 decline from prices ruling a week ago, the basis now being 4.83 as against 4.87½. This sale, however, must not be regarded as showing increased strength in the market.

Receipts at U.S. 4 ports for the week ending Dec. 28 were light, namely, 17,420 tons, with meltings 27,000 tons, thus reducing stocks by 10,000 tons. Combined stocks in U.S. and Cuba were 109,185 tons as against 168,835 tons at the same time last year. Total stocks of Europe and America at latest uneven dates were 2,613,185 tons against 3,301,360 tons last year at the same uneven dates, a decrease of 688,175 tons. We quote the following prices:

Paris lumps, in 50-lb. boxes	6 18
" in 100-lb. "	6 08
St. Lawrence granulated	5 53
Redpath's granulated	5 53
Acadia granulated	5 53
Berlin granulated	5 48
Phoenix	5 38
Bright coffee	5 38
Bright yellow	5 33
No. 3 yellow	5 28
No. 2 "	5 08
No. 1 "	4 98

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

CANNED GOODS.

One of the features of an otherwise very quiet week is canned goods, particularly corn and tomatoes, considerable quantities of which are passing into retailers' hands. Tomatoes are still quoted at $1.25, although some brands are being sold at $1.30. Our quotations are as follows:

Tomatoes, 3's		1 30
Corn, 2's	1 15	1 20
Peas, 2's	0 82½	1 30
Sliced beets, 2's		0 85
" " 3's		0 95
" " whole		0 95
Pumpkin, 3's		0 75
" gal		2 50
Squash		1 00
Asparagus tips, 2's		2 50
Golden waxed beans, 2's		0 80
Refugee or Valentine beans, 2's		0 85
Crystal waxed beans, 2's		0 92½
Spinach, 2's		1 40
" 3's		1 80
Baked beans, plain, 1's		0 45
" " 2's		0 72
" " 3's		0 90
Tomato sauce, 1's		0 50
" " 2's		0 78
" " 3's		1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's		0 78
" " gal		4 50
" jugs		7 70
Apples, standard, 3's	0 80	0 85
" preserved, 3's		1 47½
" standard, gal	1 70	2 00
Pears, Flemish Beauty, 2's		1 52½
" " " 3's		2 00
" Bartlett, 2's		1 87½
" " 3's		2 82½
" whites, 2's		1 72½
" " 3's		2 67½
Peaches, pie, 3's		1 25
Cherries, red, pitted, 2's		2 20
" " not pitted, 2's		1 75
" English black, pitted, 2's		2 20
" " " not pitted, 2's		1 75
" white wax, pitted, 2's		2 42
" " " not pitted, 2's		2 00
Lawtonberries, heavy syrup, 2's		1 57½
" preserved, 2's		1 75
" standard gal		4 97½
Plums, Damson, light syrup, 2's		1 00
" " heavy syrup, 2's		1 30
" " " 3's		1 85
" Lombards, light syrup, 2's		1 05
" " heavy syrup, 2's		1 35
" " " 3's		1 90
" green gage, light syrup, 2's		1 15
" " heavy syrup, 2's		1 47½
" " " 3's		2 00
" egg, heavy syrup, 2's		1 52½
" " " 3's		2 10
Pineapple, sliced, standard, 2's		2 35
" extra " 2's		2 47½
" grated, " 2's		2 62½
Raspberries, red, heavy syrup, 2's		1 40
" " preserved, 2's		1 60
" black, heavy syrup, 2's		1 35
" " preserved, 2's		1 50
Rhubarb, preserved, 2's		1 15
" " 3's		1 90
" " gal		2 62½
Strawberries heavy, syrup, 2s		1 60
" preserved, 2's		1 75
Lobster, talls		3 50
" 1-lb. flats		3 75
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Fraser River, "Horseshoe" and "Maple Leaf."		
1-lb. talls, 5 cases and over		1 77½
1-lb. talls, less than 5 cases		1 80
1-lb. flats, 5 cases and over		1 90
1-lb. flats, less than 5 cases		1 92
½-lb. flats, 5 cases and over		1 17
½-lb. flats, less than 5 cases		1 20
Salmon, "Clover Leaf."		
1-lb. talls, 1 to 4 cases		1 80
1-lb. flats, 1 to 4 cases		1 87½
1-lb. talls, 5 to 9 cases and over		1 77½
Chums	0 95	1 00½
Sardines, Sportsman ¼'s		0 14
" ½'s		0 23
" Portuguese ¼'s	0 08	0 10
" P. & C. ½'s	0 25	0 27
" P. & C. ¼'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04½
" " ½'s	0 09	0 11½
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies, per doz		1 00
Haddies, per case		4 00
Kippered herrings, domestic		1 00
" imported	1 40	1 45
Herrings in tomato sauce, domestic		1 00
" " " imported	1 40	1 45
California ripe olives, tins, per doz		4 75
Corned beef, 1s, per doz		1 50
" 2s, "		2 70
" 6s, "	8 00	10 00
" 14s, "		18 00
Lunch tongues, per doz		3 00
Potted meats, ½s, "		0 50
" ¼s, "		1 00

SYRUPS AND MOLASSES.

The firmness of the molasses market continues. New crop New Orleans arrived some weeks ago, and the requirements of the trade are now pretty well filled for the next few months. The impression is gaining ground that West Indian molasses will ultimately take the place of New Orleans on this market. We quote the following prices:

Syrups—		
Dark		
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb.		0 02½
" ½-bbls "		0 02½
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. " "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 25	0 30
" " ½ bbls	0 27	0 32
" open kettle	0 45	0 50
Barbadoes	0 35	0 40
Porto Rico	0 35	0 40
West Indian	0 32	0 35
Maple syrup—		
Imperial qts		0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

COFFEES.

The coffee trade has been at a standstill owing to the interruption of the holidays. Prices are unchanged, while the firmness of the Rio market continues. We quote the following prices:

	Per lb.	
Green Rios, No. 7	0 10	0 10½
" " No. 6		0 11
" " No. 5		0 11½
" " No. 4		0 12
" " No. 3		0 12½
" Mocha	0 21	0 23
" Java	0 22	0 35
" Santos	0 11	0 13
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
Green, Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracaibo	0 16	0 23

TEAS.

Colombo tea sales prior to the holidays were on quite a large scale, about one and a half million pounds being marketed on each sale, which occurred weekly. Teas sold usually at easier prices, showing a decline of about ½d per lb. from prices ruling in November.

It is the opinion of well-informed shippers that the present presents an excellent opportunity to secure good tea at moderate prices because January and February are the two months of least production in Ceylon and sales cannot continue on nearly as large a basis, whereas the Indian market is practically closed except for some red-leafed tea.

Ceylon on the spot continues to move in only a moderate way, and the same may be said of Japans. In both lines excellent values are showing. The markets abroad may be said to be closed, the season being over in Japan, while Ceylon makers have ceased turning out green tea.

Locally tea is quiet, although an improvement in business is expected during January. Our quotations are as follows:

Congou—half-chests, Kalsow, Moning	0 12	0 35
caddies, Pakling	0 19	0 40
Indian—Darjeelings, Pekoe souchongs	0 20	0 22
" Pekoes	0 25	0 30
" Orange Pekoes	0 35	0 45
Indian—Darjeelings	0 35	0 45
Assam Pekoes	0 18	0 22
Assam Pekoe Souchongs	0 16	0 18
Ceylon—Broken Orange Pekoes	0 23	0 25
Orange Pekoes	0 23	0 30
Pekoes	0 19	0 25
Pekoe Souchong	0 15	0 17
China Greens—Gunpowder, cases, extra firsts	0 35	0 42½
" half-chests, ordinary firsts	0 22	0 25½
Young Hyson, cases, sifted, extra firsts	0 37½	0 47
" cases, small leaf, firsts	0 30	0 37½
" half-chests, ordinary firsts	0 22½	0 32
" " seconds	0 22	0 24½
" " thirds	0 15	0 17
" " common		0 14
Pingsueys—Young Hyson, ½-chests, firsts	0 25	0 30
" " seconds	0 16	0 18
" half-boxes, firsts	0 25	0 30
Japan—½ chests, finests May pickings	0 35	0 39
Choice	0 32	0 35
Finest	0 28	0 30
Fine	0 25	0 28
Good medium	0 20	0 22
Medium	0 18	0 20
Good common	0 19	0 20
Common	0 14	0 15

SPICES.

A seasonable trade in spices is reported, although business is quiet as usual at this season. Our quotations are as follows:

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 25	0 35
" white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 14	0 17
Cassia	0 21	0 25	Mace	0 80	0 90
Nutmeg	0 45	0 75			

RICE AND TAPIOCA.

Rice and tapioca are sharing in the quietness that pervades the grocery trade this week. We quote the following prices:

Flour.

	Per lb.			Per lb.	
Rice, stand. B		0 03½	Tapioca, staple	0 03½	0 03½
Patna	0 05	0 05½	" double goat		0 04½
Japan	0 06	0 07	Carolina rice		0 08
Sago	0 03½	0 04			

Trade in Mediterranean dried fruits at best cannot be of more than passing interest during the next few months business from now on being largely of a sorting up nature. There will still be shipments of foreign dried fruits, although these will be only as required by the trade from time to time. Further arrivals of Valencia raisins are expected in four or six weeks, by which time it is thought there will be a considerable reduction in present quotations. On the other hand cable advices from Denia state that the crop of Valencia raisins is nearly exhausted.

Figs and Malaga raisins are being featured by one or two houses to clear at prices favorable to buyers. The currant market has every appearance of firmness. Our quotations are as follows:

Foreign Dried Fruits.

PRUNES.

	Per lb.			Per lb.	
100-110s		0 04	60-70s	0 06	0 06½
90-100s	0 04	0 04½	50-60s	0 06½	0 06½
80-90s		0 05	40-50s		0 07½
70-80s	0 05½	0 05½	30-40s	0 08½	0 08½

Commencing 1905 aright—

A good many grocers start off at the beginning of the new year with the determination to pay more attention to the profitable lines of the trade, having been disappointed with the profits of the past year's business. What can be made the most profitable and satisfactory line in your business is your **COFFEE** trade.

FOR PROFIT and SATISFACTION—take our advice and SELL ONLY

"EMPRESS" BULK —— "GOLD MEDAL" 1 and 2-lb. TINS.

—COFFEES—

NOT EQUALLED BY ANY IN THE TRADE.

WE GUARANTEE ABSOLUTELY,—Satisfaction in handling these two lines.

We solicit your first order only—The repeat orders are sure to follow.

THE EBY, BLAIN CO., LIMITED, Coffee Importers, Roasters and Grinders. TORONTO.

CANDIED PEELS.

	Per lb.		Per lb.
Lemon	0 09 0 10	Citron	0 15 0 17
Orange	0 10 0 11		

FIGS

	Per lb.		Per lb.
Tapnets	0 03½ 0 04	Elemes	0 08 0 13
Naturals	0 06½ 0 07½		

APRICOTS.

	Per lb.
Californian evaporated	0 12½ 0 14

PEACHES.

	Per lb.
Californian evaporated	0 11 0 14

PEARS.

California evaporated, per lb	0 14

CURRANTS.

	Per lb.		Per lb.
Fine Filiatras	0 04½ np	Vostizzas	0 07 0 08
Patras	0 06 0 06½		

RAISINS.

	Per lb.
New selects	0 06
Off stalk	0 05½
Sultana	0 06½ 0 10
Californian seeded, 12-oz. Muscatels	0 06½ 0 07
" 1-lb. boxes "	0 07 0 08½
" unseeded, 2-crown. "	0 07½
" " 3-crown "	0 06½ 0 07
" " 4-crown "	0 07 0 08

DATES.

	Per lb.		Per lb.
Hallowees	0 04½ 0 05	Fards new choicest	0 09 0 13½
Sairs	0 04½ 0 04½	" new choice	0 09½

FOREIGN NUTS.

Jamaica cocoanuts are reported scarce at shipping points and prices have, accordingly advanced. Tarragona almonds are also scarce and high. Business in general is quiet, but a brisk trade in peanuts is expected shortly. Our quotations are as follows:

Peanuts, green, Virginia, per lb	0 08 0 10
" roasted "	0 10 0 11
" Spanish, green, per lb	0 09
" " roasted, "	0 10
" Japanese, green, per lb	0 09
" " roasted "	0 11
Almonds, Tarragona, per lb	0 12 0 12½
Walnuts, Grenoble, "	0 12½
" Bordeaux, "	0 09 0 10
" Marbote	0 09 0 10
Filberts, per lb	0 10½ 0 11
Pecans, per lb	0 13 0 15
Brazils "	0 16 0 16½
Cocoanuts, Jamaica, per sack	4 50
Italian Chestnuts, per lb	0 10

DRIED FISH.

The dried fish trade is beginning to show some signs of improvement since the advent of colder weather. Prices continue unchanged from last week. We quote the following prices:

Boneless fish, per lb	0 04
Cod fish, 1-lb. bricks	0 06
Pure cod, per lb	0 10
Quail-on-toast, per lb	0 05½ 0 06
Flitched cod fish, in cases of 100 lbs., per lb	0 06 0 06
Labrador herring, per bbl	6 00 6 50
" per ½ bbl	3 25 3 40
Scaled herring	0 14½
Salmon trout, per keg	6 00

BIRD SEED.

On account of the firm price of seeds Brock's bird seed has advanced 1-2c per pound. Other prices continue unchanged. Trade will be quiet until the arrival of the new seed in May. We quote the following:

Canary seed, per lb	0 06½
Hemp	0 05
Cottam's	0 08
Brock's	0 07½

EVAPORATED APPLES.

Evaporated apples continue dull and featureless, last week's quotations of 5 1-2c still ruling. There is little export demand for dried apples as yet and 3c is considered merely a nominal price.

Country Produce.

EGGS.

Some local merchants report receiving fair supplies of new laid eggs, while others claim these is nothing on the market except pickled or stale stock. The general impression is that a few new laid are arriving, but that private buyers are grabbing the arrivals and paying such fabulous prices that the general trade are not interested in their sky-high quotations. Prices continue unchanged. We quote the following:

Eggs, held fresh	0 21 0 22
Cold storage fresh	0 20 0 21
" pickled	0 19 0 20

HONEY.

Conditions of trade in this article remain the same and will in all probability continue so for some time. Our quotations are as follows:

Honey, extracted clover, per lb	0 08 0 09
" sections, No 1, per doz	1 90 2 25
" " No. 2, "	1 35

BEANS.

Prices have advanced owing to the increase in the export demand. Latest reports state that this year's crop is smaller than was at first anticipated, and the dealers are afraid that the prices will advance further. We quote the following:

Beans, handpicked, per bush	1 65 1 70
" prime, No. 1	1 50½
" prime, No. 2	1 40
" Lima, per lb	0 07 0 07½

SEEDS.

Business in seeds is quiet, with foreign demand nominal. Present conditions are not expected to continue long, a general brightening up of the trade being expected about January 15, when there will probably be a better inquiry from the local jobbing trade, and the foreign demand will improve. Prices continue unchanged. We quote the following:

Alsike clover, per bush	3 50	6 00
Red clover	5 00	6 75
Mammoth clover, per bush	5 00	6 75
Timothy	1 00	1 35

Green Fruits.

Some houses report free arrivals of assortment orders, while others report trade very dull. The chief demand at present is for navel oranges which are arriving in good quality and free from frost. The season for Florida oranges is practically over. Those arriving show an advance of from 50c to 75c per box.

An advance in Florida grapefruit is expected. The recent slump was caused by a report circulated among the growers to the effect that extremely cold weather would shortly set in, thereby causing growers to market all their stock which leaves the market bare at the present moment.

Supplies of Almeria grapes are limited. The outlook is for an advance in the price of first-class stock. Mexican oranges are slow in arriving, no anxiety, however, is caused as the demand is weak. Bananas, owing to the strong demand in the United States, are not arriving freely, those that have arrived, however, are of excellent quality and free from frost.

The cranberry market is strong, stocks are in a few hands, and holders are inclined to keep their stock in storage, waiting an advance in prices. An increase in the supply of new Messina lemons has caused the outside price to decline 25c per box. Some dealers have large consignments of figs in stock and the prospects are for a decline in price. In addition to our list we have kiln dried sweet potatoes quoted at from $1.90 to $2 per bushel crate. Our quotations are:

Florida oranges, per box	3 50	4 00
Florida grape fruit, per box	4 00	4 50
Florida tangerines (half straps)	2 75	3 00
Florida pineapple, per case	4 50	5 00
Mexican oranges, per box	1 75	2 15
California navel oranges, per box	2 75	3 25
Valencias ordinary, 420's		3 75
" large, 420's		5 00
" 714's		5 00
New messina lemons, 300's, per box	2 50	3 00
" " 360's, per box	2 00	2 50
Bananas, large bunches, crated	1 25	1 75
Bananas, 8's, per bunch, crated	0 75	1 00
Apples, Winter varieties	2 00	3 00
Sweet potatoes, kiln dried, per bbl		5 50
" " kiln dried per bushel crated	1 90	2 00
Almeria grapes, per bbl. extra fancy	5 50	6 50
Cranberries, Budd's long keepers		10 00
Smyrna figs, Elcme, four crowns		0 08
" " five "		0 09
" " six "		0 10
" " seven "		0 14
" " glove boxes, 1-lb	0 08	0 09
" " Protoben, four crowns	0 10	0 11
" " " five "	0 13½	0 14
Comadre figs	0 03½	0 03½

Vegetables.

Trade in vegetables is quiet. An active demand has been created recently for Spanish onions and dealers are sending orders forward for large quantities. During the week the price of California celery and hothouse cucumbers have advanced, owing to increased demand. Other prices continue unchanged. We quote the following:

Greenhouse lettuce		0 35
Greenhouse radishes, per doz. bunches		0 50
Mushrooms, per lb.		1 00
Dry Mint, per doz bunches		0 20
Parsley, " "		0 20
Sage, per doz.		0 15
Savoury, per doz		0 15
Carrots, per bag		0 60
Beets, per bu		0 50
Beets, per bag	0 60	0 75
Dry Onions, per bag	1 90	2 00
Dry Onions, per basket		0 50
Spanish onions, per case		3 50
Green house water cress, per doz.		0 25
Cauliflowers, per doz	0 75	1 50
Michigan celery, per doz		0 50
Canadian celery, per doz	0 35	0 75
Vegetable marrow, per doz	0 50	0 75
Potatoes, per bag		0 90
Butter squash, per doz	1 00	2 00
Parsnips, per bu		0 50
Red cabbage, per doz	0 50	1 00
" per head	0 10	0 15
Cabbage, per head		0 05
" per doz	0 40	0 65
Turnips, per bag	0 30	0 35
Spinach, per bu		0 50
California celery, per case		5 50
Hothouse cucumbers, per doz		1 50
Mushroons	0 80	0 90
Artichokes, per bu		0 75

Fish and Oysters.

The cold weather has greatly stimulated trade in fish as well as oysters. Throughout the country there is a good demand for trout and frozen whitefish.

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, Jan. 5, 12.30 p.m.

PROVISIONS—No change in prices. Volume of business small

EGGS—Tendency to advance, supplies coming in limited quantity; 29c. paid for very select stock to-day.

CHEESE—Big shipment of 30,000 boxes to Liverpool yesterday. Big hole in stocks held locally. Holders are now very firm; 10¾ to 11c. held for westerns to-day. Not much doing.

BUTTER—Steady market; unchanged prices. Finest bringing 21½c.

BUTTER AND CHEESE EXPORTS.

These figures include shipments via Portland West, St John, Boston and New York.

	Cheese. Boxes.	Butter.
To Liverpool	18,288	20
To London	6,557	114
Total	24,865	134

Smelts continue scarce what few arrivals there are being quickly bought by the wholesale dealers. Oysters have advanced in price on account of improved demand and the large amount of ice at the beds. Frozen sea herring are expected to arrive in a week. Everything on the market is firm owing to the fact that stocks are scarce on the United States market. Our quotations are:

Frozen hallbut	0 10	0 11
Sea salmon	0 09	0 11
British Columbia salmon	0 10	0 11
Whitefish, frozen, per lb		0 07½
Haddock " per lb	0 06	0 07
Cod, steak " "		0 07
Trout, lake, per lb		0 07½
Pike, per lb	0 05	0 06
Finnan haddie, per lb	0 07	0 07½
Oysters, Long Island natives, per imp. gal		1 70
" Baltimores, per wine gal		1 40
" "Selected," " "		4 80
Ciscoes, ncr basket		1 25
Bloaters, per box of 100	1 00	1 25
Labrador herring, ½ bbl		3 25
" large bbl		6 00
Shrimps, per gal		1 25
Sea herring	2 00	2 25
Smelts, No. 1		0 10
" No. 2		0 08
" extras		0 15
Frozen fresh water herring		0 04

Grain, Flour and Breakfast Foods.

GRAIN.

At present the supply of Manitoba wheat is scarce and the strong demand has forced prices to advance 1c per bushel on No. 1, 1 1-2c on No. 2, and 1-2c per bushel on No. 3. The outlook is vague. If farmers should overstock the market as has occurred before prices may take a slump. Should they continue to hold their grain as they have done during the last ten days, prices may advance further. Red and white wheat continues scarce and prices have advanced 2c per bushel. Oats have advanced 1-2c per bushel, while buckwheat has declined from 1c to 1 1-2c per bushel. Other prices continue unchanged. We quote the following:

All on track Toronto.		
Manitoba wheat, Northern No. 1 new	1 10	1 10½
" " " No. 2 "	1 06½	1 07
" " No. 3 "	0 99½	1 00
Red, per bushel, new	1 06	1 06½
White " "	1 06	1 06½
Barley " "	0 48	0 52
Oats, " "	0 34	0 36½
Peas "	0 74	0 75
Buckwheat "	0 58	0 58½
Rye, per bushel, "	0 81	0 82

FLOUR.

Changes in prices, as quoted below, have been made owing to the fact that the small mills cannot claim as large a price for their products as the larger and older mills. A strong export demand continues. Our quotations are as follows:

Manitoba wheat patents, per bbl. in bags	5 30	5 50
Strong bakers " "	5 00	5 20
Ontario wheat patents " "	4 80	5 00
Straight roller " "	4 85	4 95

BREAKFAST FOODS.

Trade, which was so quiet last week on account of the holiday season, is rallying once more. Rolled wheat, rolled oats, and oatmeal are causing the best inquiry; other lines are comparatively quiet. Prices continue unchanged. Our quotations are:

Oatmeal, standard and granulated, carlots, on track, per bbl	4 55
Rolled wheat in boxes, 100 lbs	2 90
" " 50 lbs	1 50
Rolled oats, standard, carlots, per bbl., in bags	4 00
" " " " " in wood	4 25
" " " " for broken lots	4 40
Rolled wheat, per 100-lb. bbl	3 00
Cornmeal	3 35
Split peas	5 00
Pot barley, in bags	4 00
" in wood	4 25

Hides, Tallow, Skins and Wool.

The Chicago hide market has become firmer since Christmas, this advance, however, is only temporary and has not warranted an advance on the local market. Hides are causing the best inquiry. Tallow is firm. Wool will be stationary until the arrival of new clip next Spring. Prices continue unchanged. We quote the following:

HIDES.

No. 1 green steers, per lb	0 09½
" 2 " " "	0 08½
No. 1 green, per lb	0 09
" 2 " "	0 08

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive	0 10
" " " 2 " "	0 08
" " " 1 15 to 20 lb "	0 09
" " " 2 " "	0 07
Sheep skins	1 10 1 25

TALLOW.

Rendered tallow, per lb	0 04½ 0 04½

WOOL.

Unwashed wool, per lb	0 13 0 14
Fleece wool, new clip, per lb	0 21 0 22
"Rejections"	0 16 0 17
Pulled wools, super, per lb	0 23 0 25
" " extra "	0 24 0 26

The estate of the late R. Jackson, general merchant, Port Coldwell, Ont., is being offered for sale.

THE GROCERY STORE INTERIOR.

WHILE much attention is paid to artistic window dressing by the up-to-date grocer and while there are perhaps few more important features that characterize modern live business methods, it is too common a fault that the same practical interest is not shown in the matter of equally artistic interior displays.

It is true that the proper display of such goods as are easily affected by dust, dirt and insects, has always presented difficulties to the merchant alive to the importance of cleanliness in every department of his store, any attempt at such display invariably resulting in accumulations of dust and dirt with the accompanying loss of profits from waste and from the petty peculations of the ever-present taster.

Neatness and cleanness in interior display are magnets which often attract and hold the customer quite as effectually as good goods and low prices.

Economy of store space while displaying goods effectively and yet in such a way as to admit of quick handling is another problem with which the merchant has to deal and in the solution of which much time and money are often fruitlessly expended.

Recent invention, however, has gone a long way towards the removal of these difficulties, if, indeed, it has not altogether removed them.

In the United States during the past few years progressive merchants have eagerly welcomed the Walker Patent Pivoted Bin and to-day many of the largest stores in the country are equipped throughout with these fixtures.

The accompanying cut gives an idea of a few of the ways in which Walker Bins may be utilized.

The bin itself is so constructed that it is equally counterbalanced, the weight of the goods keeping it closed and air-tight and when swung open it remains in a stationary position, making the goods easy of access. The display in the front is kept in place by two metal slides which hold the goods displayed in a permanent position and give the bin the appearance of being full at all times no matter how little it may contain. They are manufactured to accommodate every class of bulk goods and of any capacity that may be required and with the facility they afford for attractive display they combine the other all important feature cleanliness.

These modern fixtures are adapted for use in every department of the grocery store and are manufactured as counters in any desired length with or without front display, containing in the rear shelves or wood paneled bins as required. A commendable feature of these bin-equipped counters is that they may be obtained on the sectional bookcase plan, thus meeting the requirements of the smaller merchant who may make such additions as may be found necessary from time to time.

In the design of these fixtures, the importance of utilizing every available inch of floor space has not been overlooked. This space-saving feature is particularly noted in a wall case—a combination of bins and shelves—which is designed to replace the old style cumbersome back counter combinations.

That such practical devices should meet with ready approval of the progressive merchant is not surprising and it would seem that, with their advent, many, if not all, of the difficulties which attend the perfecting of grocery store interiors would disappear.

Brampton, Not Brantford.

In the advertisement of the Walker Pivoted Bin and Store Fixture Co., in last week's Grocer, the factory was stated to be at Brantford. This was an error—Brampton, Ont., being the place of manufacture.



Grocery Store Interior Filled with Walker Bins and Shelving.

MEAT AND BUTTER PRESERVATIVES.

Mr. Shepperdson, one of the principals of Keeps, Limited, manufacturers of "Diamond Brand Preservatives and Coloring," London, England, has just visited this country, and appointed W. H. Millman & Sons, Toronto, their sole wholesale agents for Western Ontario. This firm will be in a position in the course of a few weeks to supply meat and butter preservatives to the wholesale trade.

The reputation of this firm's goods, together with the fact that at the recent Dairy Show in England prizes for butter in the three commercial classes were secured by butter in which Keeps' Preservative had been used, will be sufficient justification to warrant large packers and creameries in giving it a fair trial. Over 90 per cent. of the creameries in Ireland are using this product in large quantities.

DEATH OF MR. C. A. CORRIGAN.

Mr. Charles Albert Corrigan, son of the late Mr. Joseph Corrigan, died at his residence, 103 Durocher street, Montreal, on Sunday afternoon, January 1, after an illness of four months. He was one of the best known travelers in the grocery trade in Montreal. He was city traveler for D. R. Rennoldson's wholesale grocery house, with which he had been connected for seventeen years. He was a member of the Thistle Curling Club, and a past master of Antiquity Lodge A. F. & A. M. He leaves a wife and two children to mourn his loss. The funeral took place Wednesday, January 4, at 2.30 from 103 Durocher street, and at 3 o'clock from the Church of St. John the Evangelist, and was largely attended. There was a special delegation from the D.C.T.A.

LAST MINUTE MANITOBA MARKETS.

Winnipeg, Jan. 5, 12 p.m.

Just as we go to press, refined sugars have advanced 5c over the entire list.

FOR SALE.

A THOROUGHLY established grocery business, in a thriving manufacturing town of 7,000 population. Stock all new. Other business interests will take our time after Feb. 1st, 1905. Address—Box 208 THE CANADIAN GROCER, Toronto, Ont. (3)

WITH THE TRAVELERS

ASSOCIATION MEETINGS.

DURING the month of December all the commercial travelers associations in Canada held their annual meetings for the election of officers and discussion of the standing of the associations. The results were as follows:

Dominion C. T. A.

The 30th annual meeting showed 762 new members added during the year, making a total of 4,815. The principal officers elected were: President, Jas. S. N. Dougall; Vice-President, W. J. Egan; Treasurer, F. L. Cains.

Western Ontario C. T. A.

Nearly 200 new members were added during the year, the total being close to 2,000. The officers for 1905 are: President, W. R. Grant; 1st Vice-Pres., C. V. Nicholls, 2nd Vice-Pres., J. T. Green; 3rd Vice-Pres., John Lennox; Treasurer, W L. Underwood; Directors, W. Smithson, L. C. Johnston, E. R. C. Struthers, R. E. Davis, W. F. Hungerford, S. M. Screaton, D. Ferguson.

The new quarters for the travelers were opened recently and one of the handsomest club buildings in Canada is now open to the travelers of Western Ontario.

Northwest C. T. A.

The total membership is now 1,550, there having joined during the year 309 new members. The British Columbia branch shows an increase of 76 members. The officers for 1905 are: President, John Horne; Vice-president, W. J. Dyson; Treasurer, L. C. McIntyre; Secretary, F. J. C. Cox; Directors, F. H. Agnew, J. E. McRobie, A. Congdon, W. W. Bole, F. W. Drewry, E. F. Bryan, F. M. Morgan, R. Neve, J. H. J. Murphy; Vice-President for Vancouver, E. S. Gerster; Vice-President for Victoria, F. H. Welsh; Directors for Vancouver, Thos. Parkinson, E. A. Richardson; Director for Victoria, F. J. Hall; Junior Director for New Westminster, J. A. Cunningham, and for the Kootenay, G. Nunn.



W. R. Grant, President, Western Ontario C.T.A.



C. W. Nicholls, 1st Vice-President.



J. T. Green, 2nd Vice-President.



John Lennox, 3rd Vice-President.



Alf. Robinson, Secretary.



W. L. Underwood, Treasurer.

Quebec C. T. A.

The following officers were elected: President, V. E. Beauvais; 1st Vice-President, J. B. Poirier; 2nd Vice-President, Ovide Hamel; Secretary, J. Lavergne; Assistant Secretary, J. B. Lemieux; Treasurer, J. T. Lachance; Directors, L. Letellier, C. J. Lockwell, A. A. Almeras, R. U. Godin, C. Garant.

Maritime C. T. A.

The membership is 644, although only 20 years ago it started with 105. The officers are: President, Jos. L. Hetherington: Vice-Presidents for Nova Scotia, G. E. Davison, L. Clyde Davidson, Charles Blackie, J. B. Douglas; Vice-Presidents for New Brunswick, R. A. March, Henry Thomas, D. M. Doherty, A. Binning; Treasurer, Wm. Robertson: Directors, H. E. Pyke, A. Milne Fraser, James C. Jones, W. B. Arthur, W. M. Stevens, F. P. Haydon; General Secretary, Geo. E. Falkner; Secretary for New Brunswick, James Jack.

The annual dinner was held December 22 and a most enjoyable time was spent. The menu, speeches and programme of songs, etc., were of a high class order.

C. T. Mutual Benefit Association.

At the annual meeting of this association which is a branch of the C. T. A. of Canada, the following officers were elected: President, Jos. Taylor; Vice-President, R. Maxwell; Treasurer, G. Anderson; Trustees, C. E. Kyle, R. Forbes, J. A. Ross, W. J. Hopwood; Outside Trustees, John Hooper and E. A. Valley, Hamilton; C. L. Shorey, W. E. Ramsay, Montreal; M. E. Sutherland, John S. Baker, Kingston; John M. Dillon, W. H. Escott, London; E. H. Miller, C. C. McGlashan, Winnipeg; C. Huehn, J. Knauff, Berlin; A. Crosbie, Guelph; J. W. Harris, J. P. Morrison, Brantford; C. Wilson, Galt; R. M. Butler, Barrie; A. G. Dixon, Peterborough; G. C. Stegman, Chatham; Thos. Shore, Ottawa. The general meeting will take place on January 28, at Association Hall.



R. E. Davis, Director.



S. M. Screaton, Director.



E. R. C. Struthers, Director.

A NEW FLOUR MADE IN A NEW WAY

Milled with care and cleanliness

OGILVIE'S ROYAL HOUSEHOLD

BY ROYAL WARRANT FLOUR MILLERS TO

ICH DIEN

H.R.H. THE PRINCE OF WALES.

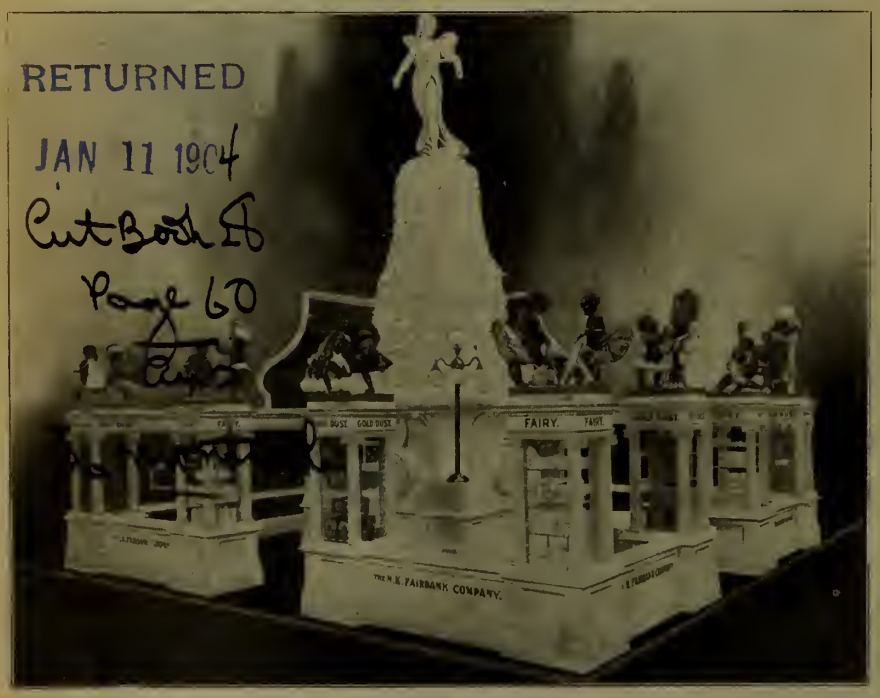
Purified by electricity

NOVEL SOAP FOUNTAIN.

ONE of the most novel attractions at the St. Louis Exposition, just brought to a successful close, was that of the N. K. Fairbank Co., in the from of a soap fountain.

The fountain itself, a picture of which is reproduced in this week's issue of The Canadian Grocer, was about twenty-five feet high, surmounted by a statue of a fairy. Millions of soap bubbles poured out from the top basin, over the sides and into a large and lower basin which in turn filled and overflowed, the bubbles being carried off at the bottom.

The effect was much more brilliant than a water fountain, as each of the tiny bubbles reflected all colors of the rainbow. To add to the brilliancy, electric lights were concealed in the lower parts of the two basins, and these threw beams of light of all colors up through the bubbles, producing an electric fountain, the effect of which was magnified by every one of the globes of water. A combination of mirrors was set in the skylight to reflect light upon the fountain.



Soap Fountain of the N. K. Fairbanks Co., in Palace of Liberal Arts, St. Louis Exposition.

The bubbles were produced by specially built machines which agitated the soap in clear water and under pressure forced it up to the top of the fountain and out into the highest basin. The bubbles were so mixed that they had considerable stability, and as they overflowed the basins large particles of suds broke off and fell like snow to the receptacle beneath.

The N. K. Fairbank Co. were awarded the grand prize for their Gold Dust Washing Powder, Fairy Soap, Glycerine-tar Soap, Scouring Soap, Santa Claus and Clairette Laundry Soaps, for their cottolene exhibit in the Palace of Agriculture and their Boar's Head brand of lard compound cottolene was also honored with a grand prize for the cakes, delicacies, etc., prepared with it and served in the model kitchen.

SUGAR REFINERY LIST PRICES, 1900—1904.

The following comparative statement of Canadian refinery list prices of extra granulated sugar ruling in Montreal on the first of each month from January 1, 1900, to December 1, 1904, has been issued by the Dominion Wholesale Grocers' Guild:

Year.	Jan. 1st	Feb. 1st	Mch. 1st	Apr. 1st	May 1st	June 1st	July 1st	Aug. 1st	Sept. 1st	Oct. 1st	Nov. 1st	Dec. 1st
1900	4.35	4.50	4 45	4.45	4 50	4.70	4.85	5.20	5.20	5.10	5.00	4.75
1901	4.75	4.65	4.65	4 45	4.55	4.60	4.60	4.50	4 40	4 40	4.30	4.10
1902	4.00	4.00	3 85	3.90	3.80	3.70	3.65	3.65	3.65	3.70	3.80	3.90
1903	3 80	3 80	3.80	3.90	3.95	4.05	4.05	4.15	4.20	4.20	4.10	4.05
1904	3.95	3.95	4.05	4.15	4.25	4.45	4.40	4.50	4.65	4.65	4.75	5.15

THE LATE THOMAS LAMB.

LAST week occurred in Montreal the death of the well known grocer, Thomas Lamb. Mr. Lamb, who was in his seventy-first year, was a son of the late Mr. James Lamb, who, with his wife emigrated to Canada from the north of Ireland, in the early twenties. In 1883 the late Mr. James Lamb established the present bakery and grocery firm at the corner of Panet and Notre Dame streets, which has been carried on uninterruptedly ever since, first by the father and then by the late Thomas Lamb, his son.

The late Mr. Lamb is survived by his wife and two sons, as well as two brothers, George and Benjamin Lamb, and two sisters, Mrs. Jas. F. Candlish and Mrs. McLea.

The funeral took place Friday afternoon, December 30, from St. Luke's Church. The service was conducted by Bishop Carmichael, assisted by the Rev. Dr. Rexford and the Rev. W. W. Craig, pastor of the church.

The chief mourners were Messrs. T. E. Lamb, and H. B. Lamb, sons; George Lamb and Benjamin Lamb, brothers; B. Shortley, Peterborough, nephew; O. B. Shortley, of Ottawa, and John Shortley, of St. Luke's, brothers-in-law of the deceased.

Among those present were Messrs. J. Johnson, Francis Mitchell, William Hooper, Thomas Richardson, John Neil, Stanley Stone, Joseph Eaveley, William Gallagher, I. G. Ogden, Edward Nash, C. H. Wrav. E. G. Wray, Albert Lenny, C. Millar, B. A. York, C. Culley, Albert Shortley, P. J. Beard, Robert F. Candlish, Harry Candlish, J. T. Candlish, William Candlish.

PERSONAL MENTION.

Mr. H. A. Hodgson has been nominated for the presidency of the Montreal Produce Merchants' Association by R. M. Ballantyne.

Mr. D. W. Douglas, who for years represented E. W. Gillett & Co., of Toronto in the Eastern Townships, Que., has joined the staff of S. H. Ewing & Sons, Montreal, and will continue to cover the same ground. Mr. Douglas needs no introduction to the trade. He intends calling upon his new customers during first week of January.

Mr. W. C. Shaw of the firm of Arthur May & Co., has been proposed for membership on the Montreal Board of Trade by Norman Wight; W. H. Schmidt, with E. A. Schmidt, has been proposed by H. D. Metcalfe; and F. H. Carlin, of the Montreal Stock Yards Co., by Donald Munro.

Mr. G. H. Johnston, general merchant, Sutton West, was a caller at the Toronto offices of The Canadian Grocer during the week.

Mr. W. H. Millman left yesterday for Winnipeg and will be at the Clarendon Hotel there for a week. Any commissions for him in Winnipeg will be promptly attended to.

HINTS TO BUYERS.

The well-known "Bee" brand of starch, soda, borax, etc., are being handled in Ontario by The Eby, Blain Co., Toronto.

Chaput, Fils & Cie, Montreal, have an announcement this week regarding some excellent teas which they have been able to bu- at the lowest possible price, and they are anxious to give their customers the benefit of this opportunity. This applies to all kinds of teas, and they will be pleased to send samples.

Dawson Bros. Commission Co., Toronto, are expecting two cars of navel oranges.

McWilliam & Everist, Toronto, have received two cars of navel oranges and are expecting one each of bananas and new Messina lemons.

TRADE CONDITIONS IN BRITISH COLUMBIA.

Vancouver, Dec. 29, 1904.

CHRISTMAS holiday trade being over has left matters rather quiet in retail as well as wholesale grocery lines. All in all, the season's trade averages up with past years, but does not show the increase which might reasonably have been expected. Very unfavorable weather has, perhaps, been one of the greatest drawbacks to the brisk buying which the retail grocer has a right to look for in the last fortnight previous to Christmas. As it was, the last three or four days were alternately stormy and fair, and previous to that very dull and rainy.

Many of the jobbers are utilizing the week between Christmas and the New Year to get stock taking well along, so as to start fair in the beginning of the year.

Markets show quiet conditions in nearly all lines. The produce market has been rather bare of good butter, as this is the season of smallest production of local fresh. A car of choice eastern creamery is being distributed this week at 25cts to the trade.

Fresh local eggs which have ruled so high that the consumer was lucky to get them at 5c each, are down at least 15c per doz., some having been secured at 35c this week.

In potatoes it is remarkable how few of the famous Ashcrofts are offering. In fact it is a seeking market rather than offering, and as high as $30 wholesale has been offered. The range of prices may be said to run from $20 to $30 per ton.

Fresh receipts of southern pines are in stock ex Aorangi, the Canadian-Australian steamer. They are jobbing at $4.50. The little Japanese oranges have been cleaned up on the market temporarily by the heavy Christmas demand. Hundreds of boxes are bought and sent east by express to friends who have not made the acquaintance of the little orange. The next Empress is not due for several days yet, so the market will remain bare until then. It is not often that more than one or two shipments arrive after the New Year, the season for this fruit being very short. While the Jap is in the market the California orange is in very poor demand. The fact that the Japs are packed in small boxes of convenient size and cheap enough to buy without breaking bulk gives them a very heavy sale.

In groceries the market is almost entirely devoid of features this week. The movement of canned goods is light at this season, and other staples have shown no changes. The B.C. Sugar Refinery has closed down for six weeks for the annual overhauling.

Some slight changes in cured meats are noted this week, choice brands of imported bacon being quoted down a half cent per lb.

PERSONAL MENTION.

Mr. A. H. Brittain, of A. H. Brittain & Co., Montreal, representing Black Bros. & Co., Halifax, is spending the holiday week in Halifax.

Prof. J. A. Ruddick, of the Dominion Agricultural Department, was a visitor to Montreal this week.

You get two profits on

CLARK'S MEATS

the money and the satisfaction, and the last named is not to be despised.

A SATISFIED CUSTOMER IS YOUR BEST ADVERTISEMENT.

Just Arrived, Seasonable Sellers

Very handsome **Crystallized Cherries** (small and large), **Plums, Apricots,** and **Rose Leaves, Violets** and **Buds.** Choicest on the market.

CHUTNEYS Genuine East Indian Products. Pts. and Qts.

GUAVA JELLY

W. P. DOWNEY, 26 St. Peter St., MONTREAL

EPPS'S GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS. COCOA

"ACME" TABLE SALT

Ask your wholesale grocer for it. Put up in 24 2-lb. cartoons in a case, and in 56-lb. box.

TORONTO SALT WORKS, Toronto, Ont

THE PEOPLE OF JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

MANITOBA MARKETS.

Special Report from the Winnipeg Office of THE CANADIAN GROCER.

Quotations corrected by telegraph up to 12 a.m. Thursday, January 5th, 1905.

WHOLESALE trade has been very quiet during the last week and it will be some days before trade emerges from the usual stagnation of the holiday season. Retailers never had a better Christmas trade, and the effect is already being seen in the improvement in collections which are still, however, not quite so prompt as might be wished. As before, interest centres on the sugar market, which continues to advance higner every week. Competition is keener west of Portage la Prairie than it is in Winnipeg, for it is in that part of the country that the Montreal sugars and those of the B. C. Refinery meet on disputed territory. The advances in Winnipeg have not always been followed promptly by advances in this territory, but prices are now pretty much on an equality. The situation has been particularly interesting since the Canada Sugar Refinery commenced carrying a stock in Brandon.

Sugar.

Prices continue to soar, and apparently the end is not yet. We quote:—

Montreal granulated, in bbls	6 05
" " in sacks	6 00
" yellow, in bbls	5 50
" " in sacks	5 45
Wallaceburg, in bbls	5 95
" in sacks	5 90
Icing sugar, in bbls	6 65
" " in boxes	6 85
" " in small quantities	7 10
Powdered sugar, in bbls	6 45
" " in boxes	6 65
" " in small quantities	6 90
Lump, hard, in bbls	6 75
" " in ½ bbls	6 85
" " in 100-lb cases	6 75

Canned Goods.

The canned goods market shows seasonable activity, but there is nothing new in the situation. Tomatoes are still sold at $3.00, although an advance to $3.25 is predicted in some quarters. We quote:—

Apples, 3's, 2 doz, cases, per case	2 45
Cherries, red pitted, 2's, 2 doz	4 40
Currants, red, 2 doz. cases, per case	3 35
" black, " "	3 75
Gooseberries, " "	3 50
Lawtonberries, 2's, "	3 35
Pears, (Bartletts) " "	3 60
Peaches, 2's, " "	3 85
" 3's, " "	5 85
Raspberries, red, " "	3 00
" black, " "	3 00
Strawberries, " "	3 50
Plums, Lombard, heavy syrup, 2 doz. per case	2 90
" green gages, 2 doz. case, per case	3 20
Tomatoes, 3's, per 2 doz., cases	3 00
Corn, 2's, " "	2 60
Peas, 2's " "	1 90
Beans, 2's, " "	1 90 1 95
Salmon, finest sockeye, per case	7 00
" humpback, "	3 75
" cohoes "	5 25

Spices.

Prices are steady, and there is nothing new in the situation. We quote:—

Pepper, black, per lb	0 18
" white, "	0 25
Cayenne, "	0 21
Cloves, ground "	0 25
Cassia, "	0 16
Allspice, "	0 14
Ginger, "	0 15

Rice, Tapioca, Etc.

Prices as quoted last week continue unchanged. There is only a moderate demand. We quote:—

Rangoon rice, per lb	0 04
Patna "	0 04½
Taploca, per lb	0 03½
Sago, "	0 03½

Syrups and Molasses.

Business continues of seasonable proportions, and the situation is much as before. Barbadoes molasses is firmer in the East, but no change has been made locally. We quote:—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 40
" " 5-lb tins, per 1 "	2 70
" " 10-lb tins, per ½ "	2 50
" " 20-lb tins, per ¼ "	2 40
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Barbadoes molasses in ½-bbls per lb	0 04
New Orleans molasses in ½-bbls, per lb	0 02½
" " in barrels	0 02½

Coffee.

The coffee market continues very strong and advances would not be surprising. We quote:—

Green Rio, per lb	0 10½ 0 11
Roasted, per lb	0 14

Nuts.

There is little activity now that the holiday trade is over. We quote:—

Almonds, per lb	0 12½
" (shelled), per lb	0 28
Filberts	0 11
Peants, extra choice	0 11½
Jumbos	0 14
Walnut, per lb	0 12
" (shelled) "	0 25
Pecans, per lb	0 15 0 16
Brazils, per lb	0 16

Foreign Dried Fruits.

To our large resume of the situation, which appeared in last issue, there is nothing of importance to add. Californian dried fruits undoubtedly occupy a strong statistical position, and advances seem inevitable before the Winter is over. We quote:—

Valencia raisins, Trenor's, per case f.o.s	2 00
" selects	2 20
" layers	2 25
California raisins, muscatels, 3 crown, per lb	0 06½
" " " 4 "	0 07½
" " choice seeded in ¾-lb packages per package	0 06½
" " choice seeded in 1-lb packages per package	0 08
Prunes, 90-100 per lb	0 04½
" 80-90 "	0 04½
" 70-80 "	0 05½
" 60-70 "	0 05½
" 50-60 "	0 06½
" 40-50 "	0 07½
" silver "	0 09½
Currants, uncleaned, loose pack, per lb	0 05½
" dry cleaned, Filiatras, per lb	0 05½
" wet cleaned, per lb	0 06½
" Filiatras in 1-lb pkg, dry cleaned, per lb	0 06½
" Vostizzas, uncleaned	0 06½
Dates, old, per lb	0 05
" new, (present delivery) per lb	0 05½
" new, (delivery January) per lb	0 05
Figs, cooking in bags, per lb	0 04½ 0 04½
Apricots, choice, in 25-lb, boxes, per lb	0 13½
" standard, " "	0 12½
Peaches, choice, " "	0 12½
" standard " "	0 12
Pears, (choice halves) " "	0 13½
Nectarines, choice " "	0 11
Plums, choice (dark pitted) per lb	0 10½
Candied Peel—Lemon peel, per lb	0 09
Orange "	0 09½
Citron "	0 14

Evaporated Apples.

Evaporated apples are in very abundant supply, and there is a big range of prices varying according to quality. Prices quoted below are for first quality fruit. We quote:—

Evaporated apples (new), 50-lb, cases	0 06½ 0 06¾
" " 25-lb. cases	0 06¾

Green Fruits.

With the wind up of the holiday trade, business is now very quiet. Mexican oranges are scarce and probably can not be obtained on the local market. Lemons are cheaper. We quote:—

ORANGES.

Washington navels, 126's	4 25
" 150's	4 50
Extra fancy navels, 170's to 250's	4 75
Fancy navels, 25c per box less.	
Mexicans, 126's	2 25
" 150's to 250's	2 50

LEMONS.

California lemons, 300's to 360's	5 00
(10c. off 5 case lots of oranges and lemons).	

PEARS.

California pears, per case	4 00

CRANBERRIES.

Jersey cranberries (long keeping stock), per bbl.	11 00

APPLES.

Fancy XXX Winter apples (spies) per bbl	4 50
Fancy XXX Winter apples, red varieties, per bbl	3 25
Greenings and other green varieties, per bbl	3 00

GRAPES.

Malaga keg grapes, per keg	8 00

Fish and Oysters.

Trade is brisk in all seasonable lines of fish. We quote:—

Lake Winnipeg whitefish, per lb	0 06
Yellow pike (pickerel) "	0 05
Grass pike (tackfish) "	0 03
Lake Superior trout "	0 08½
Lake Superior loose frozen herring "	0 03
Tubbees "	0 04
Gold eyes "	0 03
Blue fish "	0 18
Mackerel "	0 15
Red snapper "	0 15
B.C. salmon (case lots 9c.) "	0 16
Halibut "	0 08½
"Halifax" brand salt cod, fish cakes 24-1's "	0 11
"Acadia" " " " 20-1's "	0 09
"Bluenose " " " " 20-1's "	0 07
"Acadia" " " 2-lb. boxes "	0 09
" " " 4-lb. " "	0 09
" " shredded, 24 cartons, per box	2 00
" " " bulk, in 15-lb. boxs.	0 08
Large Labrador and Nfld. salt herrings per 100 lb.	5 00
" " " " per 20-lb. pail	1 20
Salt mackerel, in 20 or 30-lb. pails	0 12½
Finnanhaddie, in 15 or 30-lb. boxes	0 08½
Smoked halibut strips	0 11
Kippered gold eyes, per doz	0 50
Standard, per gallon	2 00
Select, "	2 15 2 25

Green Vegetables.

There is still a steady demand, although the holiday rush is over. We quote:—

Native onions, per lb	0 03
Spanish onions, per case	1 75
Carrots, per bush	0 45
Beets, "	0 75
Turnips "	0 40
Potatoes "	0 65 0 75

Breakfast Cereals.

Prices continue as before. We quote:—

Rolled Oats, 80-lb. sacks, per cwt	2 10
40-lb. " "	2 15
20-lb. " "	2 20
8-lb. " "	2 50
Cornmeal, in sacks, per cwt	1 60
" in ½ sacks, "	1 65

Honey.

We quote again as follows:—

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin	4 50
" " 10-lb tins, ¾ in case, per tin	1 00
Fancy comb honey, per doz	2 40

Eggs.

The egg market continues steady at figures quoted in last issue. Supplies are growing scant and little fresh stock is coming in. We quote:—

Eggs, fresh	0 26
" finest glycerine pickled	0 24
(Packed in 25c. cases) which are not returnable.	

A GROWING FIRM.

Lind, Kerrigan & Co., wholesale grocers, London, are to be congratulated on the success they have achieved during the comparatively short period they have been in the wholesale grocery trade. So rapid has been the growth of their business that their present premises are quite inadequate to the demands that are being made on the firm, and they will shortly begin the erection of a fine new warehouse that will enable them to practically double their turn-over.



For either new or old Buildings
OUR
Metallic Cornices
can't be equalled for practical service and artistic beauty.

They are light in weight, easily handled and economical in cost—giving fire-proof protection as well as a handsome effect.

Almost countless stock designs—or any particular size, shape or pattern to order. Write for full details.

METALLIC ROOFING CO., LIMITED
Wholesale Mfrs.
TORONTO, CANADA.

Butchers, Merchants and Hide Buyers Should write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freights. He pays full market values. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.

Orlan Clyde Cullen, C.E.L.L.M.

Counseller at Law U.S. Supreme Court.
Registered Attorney U.S. Patent Office.

U S. and Foreign Patents, Caveats, Copy rights and Trade Marks. Military and Naval Inventions a specialty. Address,

Box 264, Station G., Washington, D. C.

GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,
Totten P. O. Virginia.

BROCK'S BIRD SEED

KNOWN, SAFE, AND SELLS.

NICHOLSON & BROCK, TORONTO

HAPPY DINNER PARTY.

THE annual dinner by T. H. Estabrooks, St. John, N.B., to his traveling, office and warehouse staff on Dec. 28, will go on record as one of the most enjoyable functions of the kind ever held in St. John.

The travelers for Mr. Estabrooks present at the dinner, were S. Hustwitt, of Winnipeg; H. R. Arnold, Winnipeg; R. W. Vout, Renfrew, Ont.; B. R. J. Norris, Kingston, Ont.; B. A. Fisher, Brockville, Ont.; E. Q. Cook, R. Prat, Toronto, H. A. Howey, Stratford, Ont.; G. H. Campbell, London, Ont.; W. C. Gaden, Montreal; V. d'Olloqui, Montreal; N. D. LeBlanc, Shediac; Lewis Armstrong, M. A. Armstrong, St. John.

The toast of the King was proposed by Mr. Estabrooks, who presided. The next toast was to "Our Travelers," and S. Hustwitt, L. Armstrong and R. Prat responded. The toast to the office staff was responded to by H. Sullivan and W. R. Miles.

The health of the warehouse staff brought responses from H. McCavour, John McAfee and W. Seeley. The health of the host was enthusiastically honored and brought an excellent speech from Mr. Estabrooks. The toast to the ladies was responded to by W. C. Gaden, W. H. Harrison and H. R. Arnold.

Songs were sung by W. C. Gaden, E. Q. Cooke, S. Hustwitt, L. Armstrong. A musical duet was sung by L. Armstrong and V. d'Olloqui, George Ramsay gave a clog dance, and selections were given by a quartette composed of W. C. Gaden, E. Q. Cooke, Louis Armstrong and V. d'Olloqui. A pleasant feature of the entertainment was the presentation of a handsome smokers' set to W. R. Miles by the travelers

The event also marked Mr. Estabrooks' birthday, and in honor of the occasion Mr. White presented to the host, on behalf of the staff, a large and beautiful birthday cake.

The staff employed by Mr. Estabrooks presented him with an excellent Christmas present, in the form of a French china dinner set.

GENUINE

PRATTS ASTRAL LAMP OIL

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY.

THE QUEEN CITY OIL COMPANY, Limited
TORONTO, ONT.

COMMON SENSE

KILLS {Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W
TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

FOR SALE.

A THOROUGHLY established grocery business, in a thriving manufacturing town of 7,000 population. Stock all new. Other business interests will take our time after Feb. 1st, 1905. Address—Box 210, THE CANADIAN GROCER, Toronto, Ont. (4)

SITUATIONS VACANT.

ASSISTANT EDITOR WANTED—Some one well acquainted with the grocery and provision business as assistant editor for THE CANADIAN GROCER at Montreal. State fully experience and salary wanted. Address, Managing Editor, THE CANADIAN GROCER, Montreal (2)

WANTED—A travelling salesman to represent a widely known specialty firm whose goods are sold by every grocer in Canada. Must be resident of Montreal or Toronto. Write giving full particulars of present and past experience in confidence. Tea, care of CANADIAN GROCER, 346 Broadway, New York City. (1)

AD. WRITERS.

AD. WRITER—Smart, capable, practical, open to engagement. Williams, 189 Jarvis street, Toronto. (1)

I WRITE ADS—Send quarter, and few details, for sample ad. Williams the Advertect, 189 Jarvis street, Toronto. (1)

BUSINESS CHANCES.

THE LOCATORS—W. B. Herbert, General Manager. The largest and oldest exclusive business brokers in the West. Address The Locators, 63 Merchants' Bank Building, Winnipeg.

GROCERY—Stock $25,000; business established over 20 years; owner wants to retire having made enough money; splendid chance for energetic young man; does $100,000 yearly. The Locators.

GROCERY and confectionery in Winnipeg—Clean stock with fixtures, will total about $1,000, hall cash; doing nice little business; net profit about 30 per cent. The Locators.

OPPORTUNITY—Do not neglect your opportunity; in the West are many opportunities for a business man with a little ready money to do good for himself; to such we would say, write us and we will show you how to make money for yourself. The Locators.

CITY GROCERY—Established 20 years; $4,000 buys; annual business $30,000; this is one of the best buys in the city. The Locators.

FOR any further particulars about these or any other line of business. Address The Locators, 63 Merchants Bank Building, Winnipeg.

Successful Advertising—How to Accomplish It

By J. ANGUS MACDONALD—a volume of 400 pages packed full of good stuff for advertisers. Price **$2.00.**

Sent postpaid upon receipt of price.
TECHNICAL BOOK DEPARTMENT,
MACLEAN PUBLISHING CO., LIMITED, TORONTO.

1842 WE ARE HEADQUARTERS FOR ALL KINDS OF 1905

TEAS

Japans - 1904 - Crop.

The market for Japan Teas, last season, was very favorable for importers We have bought quantities at the lowest point. We want you to benefit.

WE OFFER

1,000 Half Chests **"Owl" Chop Japan Teas**

No. 100—No. 200

The best winner this year. Cannot take a back seat.

ASK FOR SAMPLES AND YOU WILL BE SURPRISED AT THE PRICE.

IN OTHER TEAS

Our assortment is now complete, although it is only a few months since our store and warehouse were destroyed by fire.

WE HAVE WORKED HARD. WE OFFER

CEYLON and INDIAN BLACK, CEYLON and INDIAN GREEN,
CEYLON ORANGE PEKOE,
GUNPOWDER PEA LEAF and MOYUNE, GREEN HYSON, YOUNG HYSON,
PING SUEY, DUST, FANNINGS and NIBBS.

"OWL" CEYLON, in packages. "BEE" CEYLON, in packages.

BEST AND PURE.

PRICES ARE ATTRACTIVE. COMPARE OUR SAMPLES WITH OTHERS. WE ARE SELLERS.

L. CHAPUT, FILS & CIE.

WHOLESALE GROCERS and IMPORTERS OF TEAS, COFFEES, WINES and LIQUORS,

MONTREAL.

Try BOULESTIN BRANDIES in case of sickness. SOLE AGENTS.

SURRENDERED

Although Port Arthur has surrendered, we will not. Notwithstanding the great number of stove polishes that are on the market to-day

JAMES DOME BLACK LEAD

because of its superiority, has never had to back down or take second place, and is now shining ahead of all other polishes.

W. G. A. LAMBE & CO., Canadian Agents.



Paid For Itself.

C. WILSON & SON, Limited, Scale Manufacturers,
TORONTO. HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

I have used your **BALL-BEARING COMPUTING SCALE** for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

Yours truly, ———

One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

C. WILSON & SON, Limited, **TORONTO.**



I APPEAL to the readers of THE CANADIAN GROCER, who I know are the best buyers of High-Grade Goods in the country. I want to say that my Old English Candy,

MACKINTOSH'S TOFFEE

is the most delicious and best Candy made, pure as the crystal springs.

This Old English Candy has made me famous the world over. I am called **THE TOFFEE KING OF ENGLAND** because I am by far the largest manufacturer of Toffee over there. Handle this line and you have a trade winner. Write for prices, etc., at once.

CHARLES GYDE, 20-22 ST. FRANCOIS-XAVIER STREET **MONTREAL.**

A Small Biscuit

may be worth more than one twice its size. A grocer who does not know a good biscuit when he tastes it has himself to blame. Our biscuits are made from nothing but the purest materials that money can buy. That's why you can bank on good biscuits day in, day out and every day in the year.

SEND US YOUR NEXT ORDER AND SATISFACTION WILL BE YOURS.

Imperial Biscuit Co., Limited.
GUELPH, ONT.

TEAS As Trade Winners

For January and February we have some very special offerings in **low-priced** Ceylons and Indians—Exceptional cup quality and extra fine style.

Samples on application.

WARREN BROS. & CO., - TORONTO

(Continued from page 21).

districts corn is used to a considerable extent. The use of corn, however, is looked upon with disfavor by the packer, and I understand that less corn is fed at the present time than was fed a few years ago. It is quite probable that the breeding of the hogs has something to do with the amount of lean meat, and the breeding combined with the feeding of skim-milk probably constitute the answer to the second question. It is a noticeable fact, however, that the market hogs are allowed very little exercise. In fact, about the only hogs that are allowed any exercise worth speaking of are the breeding sows, which are given the run of small lots. Land is too valuable to allow of pasturing, and a hurried trip through the country might give one the impression that there was not a hog in it.

The question regarding the possible increase in the output of Danish bacon is one of which does not admit of a definite answer. One can judge merely by what he sees, and by certain indications in connection with this industry in Denmark. One thing which is very suggestive is the fact that there are a number of factories in Denmark at the present time which have been forced to close their doors, and others are running at a loss, not being able to obtain enough hogs to make their operations profitable. At the time of my visit, the farmers were receiving about six and a half cents per pound live weight for their hogs, and they were complaining very bitterly that the price was too low to admit of profit to the feeder. When the price declines to the neighborhood of six cents, the tendency is for the farmers to curtail their operations in feeding hogs, and the best authorities I could find, estimated the cost of producing bacon in Denmark to be six cents per pound live weight. Taking this fact in connection with the insufficiency of hogs to support all the factories, we would naturally infer that it is not likely that the Danes will expand their output to any great extent. As stated before, there is a relation between the amount of skim-milk produced upon a farm and the number of hogs fattened. This fact tends to act as a check upon the expansion of the business of producing bacon hogs; and, as soon as the price declines, feeding operations are naturally curtailed, as previously stated. If it were not for the fact that



RETURNED
JAN 9 1905

Expenses vs. Investments.

Some lines are in the way of a continual expense. You probably have in your store at the present time a dozen or more lines that have never been a success; to be short, they are "stickers." You have from time to time pushed sales of these goods. The customer takes the purchase home; sometimes keeps it; often returns it, asking for some other brand of the line that is well known to them. It stays on the shelves, decreasing in value steadily and taking up valuable room, a continual expense; while were it an article that was a product of a firm whose goods are generally known and liked, a "repeater," selling readily at a good profit, it would be a gilt-edge investment giving a big interest.

We show two lines that are satisfactory investments, they move easily and show a good margin of profit.

The York Malt Vinegar is a genuine malted grain Vinegar, of extra strength and perfect color. Comes (tissue-wrapped) 2 doz. to case, $1.60 per doz.

The White Wine is a super-distilled Vinegar, crystal clear and of extra strength. (Tissue-wrapped) 2 doz. to case, $1.30 per doz.

THE "OZO" CO., Limited,
MONTREAL.

N.B.—We have an illustrated Price Current of our products that is certainly worth the postcard that will bring it.



Once upon a time Blue Ribbon Tea was on trial with a score of others. It had not then established its pre-eminent merit. But time has done its sifting. To-day the best known, best liked tea in Canada is

Blue Ribbon *Ceylon* Tea

Push the Red Label, forty cents, worth fifty cents.

THE JOHN L. CASSIDY CO. LIMITED

MONTREAL.

Back to Staples again

Dinner Sets	Bar Goods
Toilet Sets	Lamp Goods
Tea Sets	Hotel Ware

If you want a good thing, we have it.

EVERYTHING IN

CROCKERY

RESPECTED AND WELL-TRIED

B. H. M.

REPRESENTATIVES

WITH NEW CROCKERY AND ATTRACTIVE GOODS

Is our First Announcement for . . . 1905

WAIT FOR THEM!

BARNARD & HOLLAND CO.

MONTREAL

A TRADE WINNER FOR GROCERS.



The full flavor, the delicious quality, and the absolute **purity of Lowney's Cocoa** distinguish it from all others. It is a **natural** product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the nutritive and digestible product of the **choicest** Cocoa Beans. A quick seller and a **profit** maker for dealers.

THE WALTER M. LOWNEY COMPANY,

o. 447 Commercial Street, BOSTON, MASS.

CANADIAN BRANCH: 530 St. Paul St, Montreal

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

EQUAL to the BEST

and quite a little better than the

REST.

ELITE

¼-lb. blocks.
6-lb. boxes, 30c. per lb.

DIAMOND

(SWEET)—8s, 6s, ¼s
In 12 lb. boxes, at 25c. per lb.

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO JOS. E. HUXLEY WINNIPEG.

On the 31st day of December, 1905, we want to be able to say the following goods have by far the largest sale in Canada. We cannot do this without your help. Tell us how to get that. We will appreciate your advice.

JERSEY CREAM YEAST CAKES
JERSEY CREAM BAKING POWDER
SOCIAL ENGLISH BREAKFAST TEA*—*THE TEA OF QUALITY
OLD CHURCH PORK AND BEANS
OLD CHURCH KETCHUP

We want to give you the best goods. We want to give you good profits. We want to study your interests. Try us with a sample order by mail, as per memo. You will be pleased

1 Box J. C. Yeast Cakes		*$1 00*
1 " ¼ J. C. Baking Powder	*4 at 75c.*	*3 00*
1 " 1 J. C. " "	*2 at $2 25*	*4 50*
1 " 30 English Breakfast, ½ lbs.	*30c.*	*9 00*
1 Case 12-oz. Ketchup, Old Church	*2 at $1 00*	*2 00*
1 " 16-oz. " " "	*1 doz.*	*1 50*
1 " 1-lb, Pork and Beans, Old Church, assorted	*4 at 50c.*	*2 00*
1 " 3-lb. " " " assorted	*2 at 95c.*	*1 90—$24 90*

We will prepay freight on this lot, and allow you a handsome cash discount. Try it.

Manufacturers and Canners **LUMSDEN BROS.** *HAMILTON ONT.*

They are Advertised

We have been co operating with the grocery trade through advertising in the daily and weekly newspapers of Canada,

Perfection Cream Sodas

Are you awake to the fact that we are doing our best to help you sell our goods? You should encourage every manufacturer who shares the burden of sale with you. So many manufacturers leave it all to you.

Order this week.

3-lb. Cards or Tins.
Equalized freight rates.

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

Danish bacon sells for a higher price on the English market than our product, we would certainly be able to drive them out of the field. As it is, we have a very great advantage in being able to feed hogs very much cheaper than they can and, therefore, we can undersell them on the British market and make a very fair profit. At the same time, there is great need of our watching very carefully the quality of our bacon, because it is much easier to lose a reputation than to gain one.

From what has been said in the previous paragraph, it will be seen that we have a good fighting chance on the British market, provided we do not lose sight of the question of quality. Though it is true that the British commission merchants entertain a friendly sentiment towards Canadians, yet sentiment will not serve as a substitute for quality in the goods we send forward. When it comes to a matter of catering to the tastes of the public, sentiment is a very small factor in the enterprise. If the goods are not right, the consumer will look elsewhere, and, though he is ever so willing to purchase Canadian goods, he will not do so unless they are what he requires. We can undersell the Danes on the British market; but, at the same time, if we would only produce an article of equal merit, we would be able to obtain as high a price as they obtain at the present time, and this would mean a very large additional profit to us. Those who wilfully close their eyes to the importance of producing hogs of the right type and quality, are acting as a severe handicap upon our trade in Great Britain. They fail to see that, in the long run, they are the losers. There has been, it is true, a marked improvement in the quality of our bacon during the last few years; but much remains to be done before our product, on the whole, equals that of Denmark, and whether we hold our own in the British market depends for the greater part upon the farmers of this country. I believe that if we make up our minds to produce bacon equal to that of any other country, we can do so, and it remains to be seen whether the farmers of this country will rise equal to the occasion or not. An increase in the value of our bacon of 3 to 4 shillings per hundred weight would mean a very substantial profit to our farmers. It is quite possible for us to secure this additional price if we make up our minds to that effect, and it seems strange that so many farmers cannot look at this side of the question.



IT DOES NOT COST US SO MUCH

to pack our high grade of

E. D. S.

JAMS
JELLIES
and
SEALED
FRUITS
(IN GLASS)

as it would others.

We have 630 acres of our own land at our command, a goodly part of which is in fruits.

Much of our equipment is productive in other directions, so that we do not have to charge the full cost of manufacture to these goods.

An advantage that expresses itself in our Price List.

E. D. SMITH'S
FRUIT FARMS
WINONA, - - ONT.

We beg to advise the Grocers of the Dominion that we are making the finest **MILK CHOCOLATE** produced in the world, and are using pure Canadian Milk.

COWAN'S COCOA (Maple Leaf Label) Absolutely Pure.

THE COWAN CO., LIMITED, TORONTO

McWILLIAM
Mc. AND E.
EVERIST

TORONTO, - - ONTARIO

Car each of

" Rose,"
" Anita,"
and
" Don," BRAND

California Navels

We have also in stock.

Florida, Mexican, Valencias, and Jamaica Oranges.

Send in your orders ; they will have our best attention.

The
DAWSON Commission Co., Limited
FRUIT, PRODUCE AND COMMISSION MERCHANTS.
Oor. Market and Colborne Streets. TORONTO

WE BUY
BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.
The W. A. GIBB CO.
5 and 7 Market St., HAMILTON

IN STOCK
New Figs Spanish Onions
Celebrated Camel Brand.
Jamaica Oranges Malaga Grapes
Bbls. or boxes.
If our travellers do not call on you, write, wire or phone your orders which receive prompt attention.
HUSBAND Bros. & Co.
Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO.

GREEN FRUITS

A Prosperous Fruit Business.

IN the course of an interview this week with H. W. Thorpe, manager of McWilliam & Everist, wholesale fruit and commission merchants, Toronto, a representative of The Canadian Grocer learns that the holiday fruit trade this year has been nothing short of phenomenal. City trade was never better, while judging from the very large volume of country business transacted one is forced to the conclusion that the farming community of Ontario is enjoying better times. The percentage of fancy trade in fruit is growing every year; on the other hand the aggregate of commoner grade fruit (particularly foreign fruit) is steadily decreasing. In no line perhaps is this more accentuated than in oranges, fancy California navels having become the most striking feature of the fruit market.

McWilliam & Everist enjoy the distinction of being in the very front rank of wholesale domestic fruit and commission firms in Canada. The business dates back to 1876, when the late G. McWilliam started in the wholesale fruit business on Francis street, Toronto, opposite the present market. In 1878 Mr. McWilliam admitted to partnership F. Everist, and in 1883, owing to the increased demands of business, the firm moved to 25 Church street, further enlarging their premises in 1888 to include 27 Church street.

The history of McWilliam & Everist business has been one of steady development until at the present time this firm is known far and wide throughout the Dominion. Its export trade in apples which has become an important item in Canadian trade, is a matter of 50,000 to 100,000 barrels yearly. In connection with the export apple trade Mr. Thorpe says the tendency at the present time is to divert trade to various centres of population in the United Kingdom from the seaport towns.

McWilliam & Everist have also a very large trade in foreign fruits, incidentally they have adopted the plan of having private brands of fruits, their "Rose Brand" California navel orange being well known as a leader throughout the fruit trade.

The domestic trade of McWilliam & Everist is confined principally to Ontario, although they regularly ship large quantities of apples, onions, etc., to distant points in Western and Eastern Canada. Their warehouses are commodious and up-to-date in every respect and compare favorably with anything of the kind in the Dominion. They have an office staff of seven, their warehousemen, etc., numbering thirty-one.

Notwithstanding the death of Mr. McWilliam, which occurred about five weeks ago, the business of McWilliam & Everist will be carried on under the old firm name.

Apples Classified According to Utility.

THE following classified list of the common varieties of apples will be useful to the retail grocer, fruit dealer and general merchant, desirous of placing his fruit trade on a scientific basis. In the schedule A1 stands for excellent, A for good and B for fair.

Variety.	Season for use.	Sauce.	Jelly.	Baking.	Pies, etc.	Dessert.
Alexander	Sept.—Oct.	a	....	b	a	b
Astrachan	August.	a1	....	....	a	a
Baldwin	Jan.—Mar.	b	....	b	b	b
Bellefleur	Jan.-Mar.	a	....	a	a	a
Ben Davis	Mar.—May.	b	....	....	b	....
Blenheim	Nov.—Jan.	a to b	....	b	a to b	a
Duchess	Aug.—Sept.	a1	....	a	a	b
Early Harvest	July—Aug.	a	....	....	a	a1
Fameuse	Sept.—Dec.	....	a	a	....	a1
Fall Pippin	Oct.—Dec.	a1	....	a1	a1	a
Gravenstein	Aug—Sept.	a1	....	a1	a1	a1
Greening	Jan.—Mar.	a1	....	a1	a1	a
King	Dec.—Feb.	a1	....	a1	a1	a1
McIntosh	Nov.—Jan.	a1	a	a1	a1	a1
Ontario	Jan.—Mar.	a1	....	a	a	a1
Russet	Jan.—May.	b	....	....	b	a
Spy	Jan.—Mar.	a1	....	a	a1	a1
Seek-No-Further	Dec.—Feb.	a	....	b	....	a
Tolman	Dec.—April.	....	....	a1	....	a
Wealthy	Sept.—Nov.	a	b	b	b	a
Wagener	Nov.—Jan.	a	....	....	a	a

Ontario Fruit Growers Win.

The Ontario Fruit Growers' division has been awarded the Knight medal for the exhibit of Canadian apples made at the first exhibition of the Royal Horticultural Society in London, Eng., on December 14 and 15. The display was made under the auspices of the fruit division of the Department of Agriculture, who also secured six diplomas for an exhibit of 20 boxes of fruit from Windsor, N.S.

The Coreless Apple.

THIS, the greatest discovery in modern horticulture, says L. Morgan, in the current issue of the Nineteenth Century and After, bids fair to revolutionize the apple growing industries of the world.

The new apple, which is both coreless and seedless, was introduced by an old fruit-raiser. For twelve years he experimented to obtain the fruit. As the result of seeking to secure the seedless apple, a blossomless tree has been developed. It bears a stamen and a very small quantity of pollen. The importance of such developments is apparent. The cold spells do not affect the fruit.

The tree is described as blossomless, the only thing resembling a blossom being a small cluster of tiny green leaves, which grow around the newly-formed apple, and shelter it. Being devoid of blossom, it is claimed that the fruit offers no effective hiding-

place in which the codlin moth may lay its eggs, which it usually does in the open eye of the fruit. The devastations of the codlin moth are so extensive that in the aggregate they cause losses in Great Britain, the Continent and North America exceeding $25,000,000 a year.

The color of the new apple is red, dotted with yellow on the skin. As with the seedless orange, so with the seedless apple, a slightly hardened substance makes its appearance at the navel end. But this can be obliterated by culture. The originator of the coreless apple states that the further "we get away from the original five trees the larger and better the fruits become in every way." Whether the seedless apple is actually seed-proof time alone can prove. As the result of tests, it has been found absolutely impossible for the coreless apple trees to bear fruits that have seeds in them, that is, of their own accord. Still, when grown in the vicinity of the ordinary apple trees, with their branches interlocked with each other, a small percentage of the coreless trees have sometimes produced two or three seeds, though they are just as apt to be found near the skin of the fruit as in the centre of it. A seed has been found within one-eighth of an inch of the rind, right away from the core or the core lines. These fortuitous seeds owe their origin to the transference of the pollen from the blossoms of the seedy apple trees to the stigma of the coreless apple tree. Whether carried by the wind or bees, when the pollen is deposited in this way there is the possibility that a few seeds may here and there result, but it cannot be said that necessarily the seed or seeds will be about the tube or even near it.

The appearance of one single variety of seedless apple cannot seriously affect the skilled commercial apple growers of the world. If the introducers of the new fruit can develop seedless varieties of the various leading apples in commerce—and they claim that they can do so—then the coming of the coreless apple may in due course reorganize the industry.

Apple culture is more important even than orange culture. In Canada and the United States there are about 220,000,000 apple trees in bearing, from which, approximately 275,000,000 bushels of fruit are annually harvested. In ten years these trees will give a yield of 450,000,000 bushels. At the present time the apple consumption of Canada and the United States is 80 lbs. per head of the population per year. Billions of apple trees are grown in the orchards of the world, and millions of them are still being planted each year. The apple imports of Great Britain alone range between 4,500,000 cwt. and 5,000,000 cwt. There are probably as many apple trees in Great Britain as in Canada.

'Phone Main 4106.

FISH TIME

We never before were in such a good position to cater to your Fish trade.

SMELTS

B. C. SALMON AND HALIBUT,
WHITEFISH AND TROUT,
HADDIE, CODFISH, ETC.

Long Island Native Oysters are trade winners—try them.

WHITE & CO., Toronto

W. B. STRINGER
J. J. McCABE

Wholesalers

61 Front E., Toronto.

Note our lists of "TRAMP CARS" Navels, and ask us for price on car, of the GRADE and SIZES your trade wants.—Phone Main 5672.

Fruit W. B. STRINGER & CO. Brokers

DIAMOND BRAND MAPLE SYRUP

Not the lowest price, but the highest quality.

SUGARS LIMITED
MONTREAL.

THEY ARE HERE NOW AND PLENTY COMING

EXTRA FANCY

California Navels
Florida and Sweet
Sonora ORANGES

NEW LEMONS

MALAGA GRAPES

CAPE COD CRANBERRIES
BARRELS AND BOXES

ALSO

New Grenoble Walnuts, Tarragona Almonds, and all other kinds of Nuts, Dates, Figs, etc., all of very best quality. Prices the lowest. Send us your orders and get the best.

HUGH WALKER & SON, Guelph, Ont.

TRADE MARK

This design a guarantee of quality.

THIN CASE LINING PAPER

ALL SIZES FOR SHOE CASES CHEAP AND EFFICIENT

SAMPLES AND PRICES FOR THE ASKING.

CANADA PAPER CO.
Toronto LIMITED Montreal

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.
INGERSOLL
Established - - 1886

HOMER REID
MEAFORD, ONT.
Wholesale dealer in and manufacturer of
EVAPORATED APPLES
Write for prices.

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

27 St. Sacrament Street, Montreal

Tel. Main 778. Bond 28.

We don't say that you can't do business in **1905** without

BORDEN'S

"Eagle" Brand Condensed Milk

and

"Peerless" Evaporated Cream

BUT

we do know and say that you will do a profitable trade if you handle these *best of all brands* of Milks.

START THE YEAR WITH A TRIAL ORDER.

WRITE FOR PRICES, ETC.

WILLIAM H. DUNN, - MONTREAL

JOS. IRVING. 92 Wellesley St., TORONTO.
ERB & RANKIN, Halifax, N.S.
SCOTT, BATHGATE & CO., Winnipeg, Man.
W. S. CLAWSON & CO. St. John, N.B.
SHALLCROSS, MACAULAY & CO., Victoria and Vancouver, B.C.

Shredded Wheat

...AND...

TRISCUIT

NEW PRICE LIST

SHREDDED WHEAT

Per Case, Containing 50 Cartons, $5.25
" 1-2 " " 25 " 2.75

TRISCUIT

Per Case, Containing 30 Cartons, $3.00

1 per cent. 10 days, net cash 30 days.

FOR SALE BY ALL WHOLESALE GROCERS

The great thing necessary to success in business and in life is to secure a reputation, which is the world's estimate of you and your business.

Establish a reputation on Coffee of **superiority**—— the result will surprise you.

Forty years of popularity attest the worth of **CHASE & SANBORN'S** High Grade Coffee.

CHASE & SANBORN

The Importers, Montreal

FREIGHTS AND CHARTERS

FREIGHTS are much better generally speaking than they have been, and January and February bookings are better in quantity and price. Large quantities of grain are going forward and during the week considerable shipments have been noted to Cape Town including lumber in large quantities, also machinery, metal sheeting, desks, scales, peas, flour, and cattle. The rates to Cape Town remain about the same and the demand for space is improving continually. In the Port Elizabeth cargo was noticed a considerable consignment of flour both from the Lake of the Woods firm have offices, etc., in Cape Town and they buy and sell on commission. If a man wants anything in Canada or United States he simply asks Peabodys. The question has been asked why it is that Canadians do not have commission houses there. Why should the big American firms beat Canadian firms in supplying a sister colony?

Armour & Co. sell their canned meat to South Africa because they went out after the trade and got it. They sell good stuff and know how to get trade.

Immense quantities of provisions have been shipped to British ports, chiefly even though they sail from Portland they stimulate a lot of freight through Canadian railways. Things are certainly looking better all around.

BERTH QUOTATIONS--St. John, Halifax and Portland

The undernoted rates from West St. John are subjected to 5 per cent. primage additional.

Description.	Liverpool.	London.	Bristol.	Glasgow.	Manchester.	Dublin and Belfast.	Capetown and Port Elizabeth.	Leith.	Aberdeen.	Cardiff.	Hamburg.	Havre.	
Oil Cake	* 5/	‡ 5c	‡ 9c	‡ 6c	* 5/	*11/6	*12/6	.....	.....	.....	.....	.....	.....
Sack flour	* 5/	‡ 5c	‡ 9c	‡ 7c	* 5/	*12/	*12/6	.....	.....	.....	.....	.....	.....
Canned meats, fish	* 7/6	*12/6	*15/	*12/6	*10/	*15/	*15/	.....	.....	....	.....	.....	.....
Provisions	* 5/	*12/6	*15/	*12/6	* 5/	*17/6	*15/	.....	.....	.....	.....	.....	.....
Tierces lard	* 5/	*12/6	*15/	*12/6	* 5/	*17/6	*15/	.....	.....	.....	.....	.....	.....
Pail lard	* 7/6	*17/6	*20/	*17/6	* 7/6	*20/	*20/	.....	.....	.....	.....	.....	.....
Butter	*15/	*25/	*25/	*30/	*15/	.....	*80/c.s.	.....	.....	.....	.....	.....	.....
Cheese	*10/	*20/	*20/	*25/	*10/	.....	*80/c.s.	.....	.....	.....	.....	.....	.....
Eggs in c. s. (meas't)	*10/	*15/	*15/	*15/	*10/	.....	*40/c.s.mt.	.....	.....	.....	.....	.....	.....
Clover seed	*10/	*10/	.....	*15/	*10/	*15/	*15/	.....	.....	.....	.....	.....	.....
Cotton	‡15c	.....	.....	.....	‡15c	.....	.....	.....	.....	.....	.....	.....	.....
Apples, per bbl	2/	2/	2/6	2/6	2/	31/	10/c.s.	.....	.....	.....	.....	.....	.....
Meas't goods	†Fine20/ 7/6	....	†Fine20/ 12/6	†Fine2 / 12/6	†Fine2/ 10/	†12/6	†15/	.....	.....	.....	.....	.....	.....
Leather sole	*20/	*25/	*25/	*30/	*20/	*22/6	*25/	.....	.....	.....	.....	.....	.....
Leather finish	*15/	*20/	*20/	*20/	*15/	*17/6	*20/	.....	.....	.....	.....	.....	.....
Lumber, hard	* 8/	‡10½c	*12/6	*14c	* 8/	*15/	*15 m't	.....	.....	.....	.....	.....	.....
Lumber, soft	* 9/	‡12c	*15/	‡16c	* 9/	.....	*17/6 m't.	.....	.....	.....	.....	.....	.....

* Per ton 2,240 lbs. † Per ton of 40 cubic feet. ‡ Cents per 100 lbs. without primage.

The above is for general information only. These rates liable to change without notice and are therefore **Subject to Confirmation.**

When ocean charges are collectable at port of destination, rates exchange on basis of $4.80 to £1 sterling. When ocean charges are prepaid, rates exchanged on basis of $4.86 to £1 sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option prompt advice will be facilitated by informing us of the relative weight and measurement of the mdse. when applying for rate. It is also necessary to know shipping point and on whose account engagement is to be made. All contracts subject to confirmation.

Milling Co. and the Ogilvie Flour Mills Co., of Montreal. An immense shipment of canned meats was noticed from the Armour Packing Co. and the Pedlar Metal Co. shipped 61 packages of metal ceiling.

To Durban it was also noticed that the E. N. Heney Co., of Montreal, shipped two cases of carriages and accessories. The same company had a cargo of a similar nature for East London.

What is very noticeable in the shipments to Cape Town, and in fact to all the South African ports is the prominence of that well-known firm of commission agents, Peabody & Co. This Glasgow, Liverpool, London and Bristol. But three steamers sailed from Portland and one from St. John. The Parisian carried over 14,000 bushels of wheat for Liverpool; 1,066 packages of canned meats, 1,028 packages meat, 500 packages of lard, and 330 cases of bacon. Altogether freight shipments from St. John during the holidays have been quite remarkable.

SS. Etolia sailed Christmas day for South Africa and her cargo was very much better than was expected early in that month.

The Dominion Line intend putting on their extra steamers in February and

LOSS BY FIRE.

E. W. Gillett Co., Toronto, met with a misfortune in a fire on December 11. in Berlin, Ont., when in the destruction of the barns of the Central Hotel they lost two magnificent horses and their sampling and distributing wagon. The fire spread with such rapidity that it was impossible to rescue the team and wagon. Three other horses also fell a prey to the flames.

DEATH OF MR. A. D. NELSON.

Mr. A. D. Nelson, for many years a member of the firm of H. A. Nelson & Sons, importers, of Montreal, who retired from business some three years ago, died last week at East Orange, N.J. Mr. Nelson was particularly prominent in Masonic circles, being a member of the Ancient and Accepted Scottish Rite and of the Karnak Temple of the Mystic Shrine. The funeral took place from Montreal.



The Sea of Life

You know how it is—billow and calm, calm and billow,—better far than stagnation.

All success is bad.

All failure is bad.

A mixture of both is best.

Orange Meat

has had its ups and downs, its struggles and successes, but the movement through all has been a forward one,—and that is just what the grocer likes—the quality of grit. His confidence is in the thing that moves and overcomes.

We expect in 1905 to make big strides.

The Frontenac Cereal Co.
Limited.
KINGSTON, ONTARIO.

Flour and Cereal Foods

To Grind Canadian Wheat in U. S.

IT is officially announced from Washington that the decision of Attorney-General Moody to refund the duty on Canadian wheat imported into the United States for export has been confirmed by the Cabinet, and this in spite of the most vigorous protests from northwestern farmers across the border who fear that open competition with Canada will lower the price of wheat in the United States.

The demand for millable wheat across the line has become such that wheat prices there are higher than in Canada, so much so that this year saw an epidemic of wheat smuggling across the line by Canadian farmers to secure the higher prices.

Despite the heavy duty imposed on imported wheat of 25 per cent., American millers imported large consignments of wheat from the Canadian West this year, Duluth and Minneapolis taking several hundred thousand bushels, while some went to Chicago. It was pronounced of excellent quality, and greatly pleased the millers, who, fully aware of the value of continued importation pressed the drawback question. They first agitated for the drawback under a clause of the tariff allowing a rebate on imported materials, provided that the finished article for export in proportion to the imported raw material is ascertainable. This, of course, is impossible with such a commodity as flour, and was the knotty problem which has just been solved so satisfactorily to Canada.

The Grain Situation.

A FEATURE of the week in grain circles is the firm position of Manitoba wheat, due in part to the decision of the U. S. authorities to allow a rebate on dutiable wheat imported from Canada by U. S. millers for export purposes. Controlling interests have taken advantage of the new regulation to bull the market. The opinion of the trade generally is that prices in Canada will be higher, at least for a time. It remains to be seen, however, whether the higher level will be other than temporary. Meanwhile, manipulators are using the cry of a "new market for Canadian wheat" for what it is worth. Stronger markets in Liverpool and Chicago are also responsible for the advance in Canadian wheat. The market generally is not at all active, and the movement outside is light.

Statistician Jones estimated the amount of wheat left in farmers' hands in the Canadian Northwest at 35 per cent., a sensationally small estimate. This sentiment is offset by a prospective large increase in the visible supply at Port Arthur and Fort William.

The visible supply of grain in Canada and the United States on Jan. 3, 1905, was distributed as follows: wheat, 40,619,000 bush., an increase of 901,000 bush. for the week; corn, 9,507,000 bush., an increase for the week of 2,369,000 bush.; oats, 23,032,000 bush., a falling off for the week of 840,000 bush.

The total amount of wheat in sight on the above date, consisting of the visible supply and the quantity on passage, was 72,299,000 bushels, against 72,998,000 last week, 59,725,000 last year, and 71,821,000 in 1903. The total amount of corn in sight was 24,457,000 bushels, against 22,088,000 last week, 16,023.000 this week last year, and 15,144,000 in 1903.

The world's wheat shipments for the week ending Jan. 2, 1905, were as follows: United States and Canada, 981,000 bush., as compared with 2,915,000 bush. for the corresponding date of 1904 and 3,336,000 bush. for 1903; Argentina, 408,000 bush., as compared with 64,000 bush. in 1904; Australia, 408,000 bush.; Danube, 240,000 bush.; India, 2,696,000 bush., as compared with 528,000 bush. in 1904; Russia, 2,224,000 bush., in comparison with 2,072,000 bush. in 1904. It is interesting to note the falling off in grain shipments from America during the last two years, as well as the marked increase in shipments from India. It looks as if the United States had fallen from a premier place as a wheat exporter, and that European shortages were supplied by India, Argentina and Russia.

The great changes of late years in the sources of supply are strikingly shown in the following record of the imports into the United Kingdom in the three months ended October 31 in the past three years:

	1904.	1903.	1902.
U. S., Atlantic, and Canada	951,900	3,117,920	4,571,240
United States, Pacific	148,540	104,230	754,310
Russia	1,547,160	1,055,540	487,740
India	1,931,180	1,618,950	707,330
Argentina	1,172,500	973,960	92,520
Roumania	67,640	391,560	245,450
Australia	1,232,830	Nil	84,310
Sundries	423,440	324,690	182,900
Total quarters of 8 bushels	7,475,190	7,586,850	7,125,800

For the first time on record the Indian empire is the leading source of the United Kingdom's wheat supply. Russia coming next, and Australasia third in the list. America and Canada, it will be seen, are responsible for only 15 per cent. of its total supply, as compared with 41 per cent. last year and 75 per cent. in 1902.

Increased Acreage in Northwest.

The open weather of the autumn has allowed farm operations to be carried on late, and it is estimated in the West that 500,000 additional acres have been brought under cultivation, bringing the total cultivated area up to five million acres.

Cereal Notes.

P. Hamm, formerly of St. John, N.B., is about to erect a large biscuit factory in Moncton.

The Union Grain Co., Winnipeg, with capital stock of $50,000, is applying for a charter to carry on a grain, produce and general mercantile business.

The estimated wheat yield in South Australia this year is 14,575,000 bush., an increase of 1,360,000 bush., as compared with last year.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

POCKET RICES

One Bale—100 lbs.
i. e. 100—1 lb pockets.
The best quality and the neatest package —you can sell it quick.



In 1-lb. and 3-lb. pockets.



In 1-lb. and 2½-lb. pockets.

DISTRIBUTORS

TORONTO
Eby Blain Co., Limited
Davidson & Hay, Limited
Warren Bros. & Co.
James Lumbers

HAMILTON
Balfour & Co.
W. H. Gillard & Co.
Lucas, Steele & Bristol

LONDON
A. M. Smith & Co.
Elliott, Marr & Co.
E. Adams & Co.
Lind, Kerrigan & Co.

ORME & SUTTON RICE CO.,
MILLS: NEW ORLEANS.

104 WALL STREET NEW YORK
BRANCH OFFICES: Philadelphia, Bourse Bldg. Toronto, J. S. Donaldson & Co., 50 Front St. E.

Write or Phone Us

For Prices on

Rolled Oats, Standard and Granulated Oatmeal, Flaked Wheat,
Granulated Wheat, Pot and Pearl Barley, Split Peas,
Gold Dust Cornmeal, All Kinds of Feed, Pea Meal,
Ground Wheat, Ground Oats, Ground Corn,
Grain of all Kinds.

We can give prompt delivery in mixed carlots or otherwise.

Letter Orders Promptly Filled.

Wm. McCann Milling Co.

Office and Mills: Foot of Jarvis Street, - TORONTO

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

How to Sell Cigars.

HARDLY had The Canadian Grocer's last issue for the year 1904 reached a sharp Montreal retailer before he remarked, "So you wish to tell people how to keep cigars. Why not tell them how to sell cigars?"

Ask yourself if you are a retailer or a wholesaler, how you manage to sell so many or so few cigars in the course of a year. A certain retailer in mind sells no less than 15,000 cigars of a particular five cent brand per month, while his average for the year is something surprising. In the first place his "fiver" is of unprecedented value. It is nicely made by hand; it is a genuine Havana cigar. It has neither pin-pricks or ribbon or any trade mark to stamp it by except its peculiar quality.

After all that is where the trick comes in. Nearly every dealer thinks his cigar is just as good as his neighbor's, and maybe it is. When a man asks for Sweet Caporals the successful tobacconist does not suggest something else just like them or just as good. He opens the packet, pulls aside the tin foil, neatly raises one from the pack and hands it to the already delighted customer. But he is not done yet. No sooner has the customer placed the cigarette in his mouth than the special lighter is handed to him or held while he lights his smoke.

The same thing holds good of a cigar. When a man asks for a "Pharoah" or a packet of "Royal Egyptians" a dealer should give them directly. He ought never to be caught out of any line, once it is asked for. If only once a year a man comes in and asks for a plug of some peculiar kind of tobacco stock it, because that man may have friends who smoke cigars and other brands of tobacco.

The peculiar faculty of making a probable customer feel at home is a most important duty. A dealer or clerk ought never to consider it a trouble to show goods. It is a good scheme to ask a customer when showing him a box of cigars whether that is the right color. If he says too light or too dark, the exact color must be looked up.

Another point for the retailer to remember is to have as little as possible loud talk about his store; high-class trade will fight shy of such a place every time. A down-town stand might have a reading room attached, well-stocked with magazines and up-to-date papers including the New York dailies.

The retailer ought always to be on the lookout for new ideas. He ought never offend anyone if he can help it. If it is a rainy day and a customer asks him if he has a spare umbrella, he should say "yes," even if he has to give him the barber's next door. He'll think more of that kindness than he would of a hundred dollar present. If a child calls for some cigars and is sent by some one whom the retailer knows has not been a customer a dealer ought always to pick out the best he has, to wrap them up carefully, and be prompt in all delivery.

Tobacco Trade in the Grocery Store.

PRACTICALLY every grocer in the country sells tobacco; few, however, give the tobacco trade the care and attention it deserves. It goes without saying that most men are as particular over tobacco as women are over tea, in view of which fact it pays the grocer to give them equal care in selection and arrangement. In most small country stores a various assortment of pipes, cigars and tobacco is kept, but in many instances this branch of trade is utterly neglected.

Is your tobacco trade flourishing? If not, take a turn around and find out the reason. A nice show may be made with a very small stock of useful shaped pipes, cut tobacco in tins, plug tobacco in jars, and cigars, cigarettes, etc. Any grocer who uses his eyes will soon learn what styles of pipes are most favored in his district, and though a big stock is not necessary, a good assortment is. In tobacco, find out what lines will suit your customers' tastes, and buy sparingly.

Plug tobacco should always be kept in jars or caddies. The promiscuous heaps amongst which assistants have to search before finding the required brand are not likely to help trade. Each brand of tobacco should have its own special receptacle and be plainly marked, and, especially during Summer, it will be found advisable to remove all tobacco stocks to a cool place every night. At all events see that it is properly covered before the shop is dusted.

The cigar trade can quickly be fostered by judicious buying. Find out a good flavored cigar, and recommend it to your customers. Stock only in small quantities, but make a point of always keeping one particular flavor. By this means you should soon find a regular demand for your own particular cigar. —Indianapolis Trade Journal

News of the Trade.

A. McQueen, of the Inland Cigar Mfg. Co., Kamloops, B.C., has purchased the business of W. H. Dowsing, retail cigar dealer, of Nelson, B.C.

H. D. Barry, cigar manufacturer, Quebec, left on January 2 for a trip to Florida and Havana

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

Pharaoh

An offer that will hold good during 1905.

We will send 1,000 cigars, assorted as desired, on usual terms. Express prepaid, to any point in Canada. We will take back at the end of three months, at invoice prices, any unsold stock

The acceptance of this offer made many a grocer richer in 1904. Won't you send us an order on these terms ?

Pebble

Our 10-cent Cigar

Our 5-cent Cigar

J. Bruce Payne, Limited

Mnfr., GRANBY, QUE.

The Old Friends

with the advent of the New Year, there is always much said about new things—hopes, aims, plans ; but it is good to lean against one's old friends—to know that these will and can accompany one through the uncertainties of the future. Such a friend is **T. & B.** Smoking Tobacco.

GEO. E. TUCKETT & SON CO., Limited

HAMILTON

HANDLE CIGARS

if you would DRAW and HOLD trade.
BUT——
get a Cigar of FIRST quality, and an ADVERTISED Cigar. Our

King Buffalo Cigar

is just such a Cigar. We provide an abundant variety of advertising matter.

CANADA CIGAR CO., MAKERS, LONDON, ONT.

¶ ON ALL SAMPLE ORDERS WHEN MONEY ACCOMPANIES SAME

We Prepay Express Charges.

$35.00 per M.

Please mention, when ordering, The Canadian Grocer.

The Chamberlain Cigar

The **best value** in Canada! Sold the **world** over! It will help your **trade tremendously!** Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,
MONTREAL.

MANUFACTURERS OF
Cigarettes and Cut Tobacco.

The Enormous Increase

in the sale of our Tobaccos has established in the most solid fashion the fact that

The Public Likes Them.

SMOKING

Tonka
Solid Comfort
Pinchin's
Hand Made

McALPIN
Consumers' Tobacco Co., Limited, Toronto

CHEWING

British Navy
King's Navy
Beaver
Apricot

Business Changes

ONTARIO.

STIRTON, DYER & WARTTIG, cigar manufacturers, London, have dissolved partnership; Stirton & Dyer continue.

The assets of I. Belanger, grocer, St Albert, have been sold.

R. G. Nichol, general merchant, Blake, has sold out to R. W. Douglas.

The business of C. E. Mitchell, tobacconist, Toronto, is advertised for sale.

N. Malcolm, general merchant, Hagerman's Corners, has sold out to O. Hagerman.

The assets of A. D. Fairfield, general merchant, Rockland, were sold by auction, Jan. 5.

Joy & Perry, grocers and provision merchants, Napanee, have dissolved partnership; T. H. Perry continues.

T. H. McNeil, general merchant, Fermoy, has assigned to S. A. Conklin; meeting of creditors held Jan. 2.

QUEBEC.

T. Lamb, grocer, flour and feed merchant, Montreal, is dead.

Royer & Daigle, grocers, Sherbrooke, have dissolved partnership.

J. U. Gagnier, general merchant, Ste Martine, has compromised.

C. Dignard & Co., biscuit manufacturers, Montreal, have assigned.

The assets of A. Lesieur, general merchant, St. Elie, have been sold.

The assets of W. J. Steele, general merchant, Calumet, are to be sold.

The assets of T. Bastien, general merchants, St. Therese, are to be sold.

Cohen & Hart, cigar manufacturers, Montreal, have dissolved partnership.

The assets of A. Tremblay, general merchant, St. Felicite, are to be sold Jan. 10.

The assets of F. N. Merchand & Co., general merchants, St. Stanislas, are to be sold.

The balance of the assets of A. Dallare, general merchant, Tremblay, have been sold.

X. E. Paradis has been appointed curator to A. J. Blais, general merchant, St. Tite.

The assets of E. Martin, general merchant, Laurier Station (St. Croix), were sold Jan. 5.

J. A. Carle, general merchant, St. Boniface De Shawenegan, is offering 25c on the dollar.

The assets of A. Bolduc, general merchant, St. Evariste De Forsyth, are to be sold Jan. 17.

The assets of J. Bolduc, general merchant, St. Evariste De Forsyth, were sold on Jan. 4.

The assets of H. E. Martinette & Co., general merchants, St. George East, are to be sold Jan. 17.

J. Cote, general merchant, Ste Flavie Station, has assigned to V. E. Paradis, provisional guardian.

P. St. Arnaud, grocer and provision merchant, Montreal, has assigned to Chartrand & Turgeon.

The assignment of E. E. Legendre, general merchant, St. Martine De Courcelles, has been demanded.

MANITOBA AND N.W.T.

J. Munro, confectioner, Boissevain, has been burnt out.

T. R. Hornor, Brandon, has started in the grocery business.

D. Morosnick, grocer, Winnipeg, has sold to J. Schmilensky.

F. L. Scott & Co., general merchants, Mather, have sold to Elliott, Argue & Co.

The premises of C. E. Wilkinson, confectioner, Regina, have been damaged by fire.

Francis & Conner, general merchants, Arcola, have been succeeded by Francis & Co.

NEW BRUNSWICK.

H. W. Burnham, confectioner, East Florenceville, is dead.

D. W. Hoegg & Co., canners, Sussex, have merged into the Sussex Packing Co.

T. P. Trueman, general merchant, Nauwigewauk, has sold out to W. H. Hill.

S. K. Scovil, baker and confectioner, St. John, has assigned; meeting of creditors Jan. 5.

BRITISH COLUMBIA.

Jno. Hartley, Victoria, has started in the confectionery business.

COMMERCIAL TRAVELER'S ADVICE.

THE following appreciation of a recent contribution by a commercial traveler entitled "Suggestions to the Trade," has been received by The Canadian Grocer:

Editor Canadian Grocer:—

In your issue of Dec. 23, you have an article written by "Commercial Traveler," which, I think, is worthy of a good deal of consideration. I am glad some one has brought this matter up, since there has been, as he says, a lot of discreditable work done in this way during the past autumn, especially in the lines he mentions, raisins, nuts and peels. It is too bad to think that any traveler has to resort to this means of getting trade (if it is the traveler, and if it is the house it does not speak well of them to say the least). If these goods were sold as new goods at attractive prices, why were not a great many more sold? or, if the traveler was aware they were old goods, I think he was taking great chances on the consequences when "his friend," the retailer should discover "his friend" the traveler had played him sharp. It is just this kind of thing that shakes a retailer's confidence in travelers who are honest, and I trust any offenders will see that they are standing in their own way in doing these things.

(Signed) "Another Traveler."

Hamilton, Ont., Dec. 30, 1904.

Should be in the mouth of every smoker. What

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow, Scotland.

SWEET CAPORAL



CIGARETTES

STANDARD OF THE WORLD

Sold by all Leading Wholesale Houses.

INDIAN AND CEYLON TEA IN AMERICA.

THE North American market has become a very important one for Indian and Ceylon tea, rather over 23,000,000 lbs. having been taken in the first nine months of 1904, an advance of nearly three millions on the corresponding period of 1903. The figures are as follows (for 1904): Indian, 8,609,491 lbs.; Ceylon, 14,660,851 lbs.; total, 23,270,342 lbs.; (for 1903), Indian, 5,236,640 lbs.; Ceylon, 15,215,860 lbs.; total, 20,452,500 lbs. The totals for 1902 and 1901 were 17,710,873 lbs. and 12,382,755 lbs. respectively. The increase was almost entirely made up of Indian teas, the falling off in Ceylon being accounted for by the smaller production of green tea, owing to the lower prices ruling.

A LEGACY FOR MONTREAL HOSPITAL.

S. H. Ewing, treasurer of the Montreal General Hospital, received from the executors of the estate of the late J. M. Douglass, the sum of $5,000 towards the fund for the hospital. The late Mr. Douglass was head of the well-known firm of J. M. Douglass & Co., Montreal.

DON'T ASK FOR "DUTCH COCOA"

—ASK FOR—

VAN HOUTEN'S COCOA

There are other Dutch Cocoas. Van Houten's "beats the Dutch."

Grocers, don't supply other Cocoas when your customer will appreciate only Van Houten's.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

"Irresistibly Delicious!"

PETER'S
THE ORIGINAL
MILK-CHOCOLATE

One taste will make a Peter eater!

MADE IN VEVEY, SWITZERLAND—FOR EATING ONLY.

A Quick, Steady and Profitable account for any dealer.

Send for a Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

MAPLE SYRUP

You are losing money if you do not carry a full line of Cabinet Maple Syrup in store.

NOTICE—Some parties claim to have Cabinet Maple Syrup put up under other brands. This is a mistake. All genuine Cabinet Maple Syrup has our name, MONTREAL MAPLE COMPANY, printed on every label.

PACKED IN TINS

6 gallons wine measure,	$4.50	per case,
12 half-gal., "	4.80	"
24 quarts, "	4.80	"
24 pints, "	2.50	"
5 gal. tin, imp. measure,	4.00	"

PACKED IN WOOD

12 gal. kegs, - -	5¾ cts. per lb.
27 " bbls., - -	5½ " "

Freight prepaid up to 40c. per 100 lbs., all freight charges over 40c. per 100 lbs. to be added to invoice, in three case lots and over.

If your jobber will not supply you with our goods, write to us and we will see that your order is filled.

Accept no substitutes. None genuine unless our name is printed on every label.

THE MONTREAL MAPLE COMPANY
MONTREAL, - - QUE.

old reputation

Attention!

old reputation

The BEST
of
Swiss Milk Chocolates

KLAUS'S
CHOCOLATES

are now introduced in the Canadian Market.

(Klaus's Chocolates were awarded the Gold Medal at the Glasgow Exhibition.)

Wholesale Depot for Canada:

Canadian Swiss Trading Co.
17 ST. JOHN ST.,
MONTREAL.

WM. BRAID & CO.
COFFEE IMPORTERS

How is your Coffee Trade?

BRAID'S BEST COFFEE is increasing in popularity every day because consumers appreciate its merit.

ARE YOU SWIMMING WITH THE TIDE?

If not, now is the time to change.
Don't let your neighbor outstrip you, as he surely will unless you carry a good stock of Braid's Best Coffees.
Bucking the current has carried down many a strong swimmer.

BRAID'S BLENDED COFFEES are the best for grocers to buy—

FIRST—Because they yield him a satisfactory profit.
SECOND—Because the quality never varies.
THIRD—Because they give the public better satisfaction than any other coffee sold.

These Coffees are a triumph of the expert coffee man's art. An order will make you a permanent customer of ours, and every sale a steady patron for you.

Write us for Samples

WM. BRAID & CO.,
Importers of Teas, Coffees, Spices, etc., VANCOUVER, B.C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

January 5, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—

	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
6-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
2 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	2 45
3 doz.	12-oz.	2 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

MAGIC BAKING POWDER.



Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 85
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case $4 85
1 "	12 "	
1 "	16 "	

JERSEY CREAM BAKING POWDER.

½ Size, 5 doz. in case		$0 40
¼ " 4 " "		0 75
½ " 2 " "		1 25
1 " 2 " "		2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ½ lb., 4 doz.	$ 45
Ocean Baking Powder, ¼ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case.	75

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 80
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 2 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 2 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz. $2 25

HOME BAKING POWDER CO., MONTREAL.

Sizes.	Per doz.
2 doz. case ½ lb.	$2 40
1 " 1 lb.	4 75

1 to 5 cases, 5 per cent.
6 to 10 cases, 10 per cent.



EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

"BEE" BRAND BAKING POWDER.

6 oz. cases, 4 doz., per case	$3 50
10 oz. " 3 doz., "	4 00
16 oz. " 4 doz., per doz.	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ½ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10



J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each ..... per lb. 16½c
"Sapphire"—14-lb. boxes, ½-lb. pkgs. per lb 12½
"Union"—14-lb. boxes, assorted, ½ & ¼-lb. pkgs. per lb. 10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.



JAMES' DOME BLACK LEAD.

	Per gross
6a size	$4 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 12 oz., cases, 48 "	2 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 40
" 5-doz. 10c. "	0 65

Boeckh's Brooms.

Bamboo Handles, A, 4 strings	$4 50
" " B, 4 "	4 20
" " C, 4 strings	3 95
" " D, 4 "	2 70
" " F, 4 "	3 40
" " G, 2 "	3 10
" " I, 2 "	2 70

Cereals.

Wheat Oil, 2-lb. pkgs., per pkg	0 05
" " 7-lb. cotton bags, per bag	0 16½
Quaker Oats, 2-lb. pkgs., per case	2 00
Tillson's Oats, 2-lb. pkgs., per case	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—

Hygienic, 1-lb. tins ..... per dos.	$6 75
" ½-lb. tins ..... "	2 50
" ¼-lb. tins ..... "	2 00
" fancy tins ..... "	6 95
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 56

IF YOU WANT A **JAM**

THAT WILL BUILD UP TRADE

AND ON WHICH YOU CAN

MAKE A NICE PROFIT

YOU CAN'T

DO BETTER THAN TO ORDER

A TRIAL CASE OF 4 DOZ.

OF **BATGER'S**

NEW STYLE JAR STRAWBERRY JAM

Agents:
ROSE & LAFLAMME,
Montreal.

"Not what is said, but what is done, is to be regarded"
Said the old sage.

PATERSON'S CAMP COFFEE ESSENCE

has made a reputation that makes constant sales—surely an achievement. The old sage knew his business.

ROSE & LAFLAMME, Agents,
MONTREAL.



Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, 1lbs	$1.75
Orange, white and almond, ½-1bs	1.00

Confections—	Per doz.
Cream bars, large boxes	$2 25
" small "	1.35
Chocolate ginger, 1bs	3.75
" " ½-1bs	2 25
" wafers, ¼-1b. boxes	2 25
" " ½-1b. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caraccas, ¼'s, 6-1b. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-1b. boxes	0 29
Pure, unsweetened, ¼'s, 6-1b. boxes	0 42
Fry's "Diamond," ¼'s, 14-1b. boxes	0 24
Fry's "Monogram," ¼'s, 14-1b boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-1bs. " "	8 25
Homœopathic, ¼'s, 14-1b. boxes	....
" ½'s, 12-1b. boxes	....
Epps's Cocoa, case of 14 1b., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb tins, 4⅛ doz. to case	per doz.,	$ .90
½ " " 4 " "	"	2.40
½ " " 2 " "	"	4.75
1 " " 1 " "	"	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.



	Per lb.
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ¼s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liquors	0 20
	0 32
	0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-1b. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-1b tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-1b. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb, tins.	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44

Sweet chocolate powder—
6-lb. boxes, 12 boxes in case, ½-lb. tins. 32c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 34c.

Premium chocolate—
6-lb bxs., 12 bxs. In case, ½-lb. pkgs. 33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 35c.

Medallion sweet chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs. 44c.
6-lb. bxs., 12 bxs. In case, ½-lb. pkgs. 44c.

Milk chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs. 35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 35c.

Vanilla sweet chocolate—
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs. 32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 32c.

Tid-Bit chocolate—
6-lb. bxs., 12 bxs. In case, ½-lb. pkgs. 30c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 30c.

Diamond sweet chocolate—
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs. 23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs 23c.

Condensed Milk.

Anchor " brand, cases 4 doz., per case	$5 00
" evap. cream, qp. 4d. "	4 65



Borden's Condensed Milk Co.

Eagle " brand	$1 50
Gold Seal " brand	1 30
Peerless " brand evaporated cream	1 20



TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream, per case (4 doz.)	$4 65
"Reindeer" braud per case (4 doz)	5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20

High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1?

JAMES TURNER & CO.

	Per lb.
Mocca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30

15-year-old Mandheling Java and hand-picked Mocha 0 50
1-lb. fancy tins choice pure coffee, 48 tins per case 0 20
Madam Huot's coffee, 1-lb. tins 0 31
" " " 2-lb. tins 0 30
100 lb. delivered in Ontario and Quebec.
Rio No. 1 0 15
Condor I. 40-lb. boxes 45c.
" II. 40-lb. boxes 42½c.
" III. 80-lb. boxes 37½c.
" IV. 80-lb. boxes 35c.

S. H. & A. S. EWINO'S.

	Per lb
Mocha and Java coffee, In 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$3 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

One of the most saleable foods at this season is Syrup.

"Crown" Brand Table Syrup

Put up in Tins—

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also In Brls., ½-Brls., **Kegs and Pails.**

Freight paid on 5 cases and over to all railway stations East of North Bay.

is at the head of all Syrups, its **Purity, Cleanliness** and **Pure Syrup Flavor** have made it sought for by consumer and dealer.

Have you handled it? If not, place your trial order with any grocery jobber.

See that you get "Crown" Brand.

MANUFACTURED BY

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT.
Works: CARDINAL, ONT.
164 St. James St., MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6 "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
doz. packages (12 to a case)	0 75
doz. packages (12 to a case)	0 95

Cleaner.



	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents.
The Davidson & Hay, Limited, Toronto

Food.

Gelatine.

	Per gross
Knox's Gelatines	$16 75
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

	Per doz.
" " 5 doz., at	$ 1 40
" " 1 doz., at	1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 85
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$0 95
2-lb. tins, 2 doz. in case "	1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 06½
7 and 14-lb. wood pails per lb.	0 06½
30-lb. wood pails "	0 06½
Pure Fruit Jellies—	
12-oz. glass jars, 2 doz. in case per doz.	0 95
2-lb. tins, 2 doz. in case "	1 60
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—	
1-lb. glass jars (16-oz. gem) 2 doz. in case per doz.	1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate per lb.	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Liocrice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper per lb.	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5-lb. boxes per lb.	0 40
"Acme" pellets, 5-lb. cans per can	2 00
" (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans per can	2 00
Licorice lozenges, 5-lb glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	9 75
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$ 3 60
3 cases "	3 50
5 cases or more	3 40

Matches.

UNITED FACTORIES, LIMITED. Per case.

Sureslight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

	1 case.	5 cases.
Parlor—		
Imperial	$3 75	$3 50
Best	3 75	3 50
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., -lb. tins per doz.	$ 1 40
" ½-lb. tins "	2 50
" 1-lb. tins "	5 00
Durham 4-lb. jar per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins per doz.	0 85
" ½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins per lb.	$ 0 35
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins per lb.	0 25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars per jar	0 70
1-lb. jars "	0 25



Orange Meat.

Cases, 36 15c. packages $4.50
5 case lots 4.40 (Freight paid.)
Cases, 20 25c. packages 4.00
5 case lots 4.00 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 60

T. UPTON & CO.

1-lb. glass jars, 2 doz. case per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints) per doz.	$ 2 30
Corked "	1 90

Soda.

COW BRAND.



Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs containing 96 pkgs., per box, $3 00.

MAG C BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1- " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND.

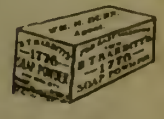
	Per case
"Bee" brand, 8 oz., cases, 120 pkgs.	$2 75
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors per gross	$10 20
" black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

BABBITT'S.



Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes on freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, bxs each doz., $2 per box.

WM. H. DUNN AGENT.



START 1905 RIGHT—by placing an order for

"PRINCE OF WALES"

Mocha and Java Coffee

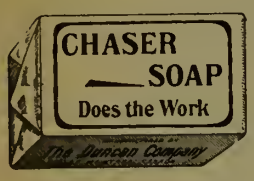
Put up in 1 and 2 lb. (air-tight) tins

S. H. & A. S. EWING,

ESTABLISHED 1845

Montreal Coffee & Spice Steam Mills, - 53 & 55 Cote St., Montreal

Cor. Lagauchetiere St.



CHASER SOAP.

1 case	$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton.	$ 0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 w blte, 1-lb. car.	0 10
Edwardsburg No. 1 w blte or blue, 4-lb. lumps	0 08½

BEE STARCH CO., MONTREAL.

"Bee" brand, cases, 64 packages	5 00

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
2-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb	0 06½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 06½
" 100-lb. kegs	0 06½
Canada Laundry, 40 to 46 lb.	0 06½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½



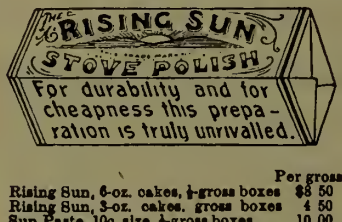
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

"BEE" BRAND CORN STARCH.

Cases 40 pkgs.	
San Toy Starch—	
10c. pkgs, cases 5 doz., per case	4 75

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



DUNN, AGENT.



	pr. dz
Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enamelline liquid, bxs, ea. 3 doz.	0 80
Blackene, 5-lb. cans, per lb.	0 10
Enameline stove dressing, per doz.	0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

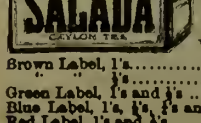
(10 and 20 lb. tins have wire handles.)

"BEAVER" BRAND. Per case.

1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 60

SMALL'S BRAND—Standard. Per case.

1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 30



Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" ½'s	0 21	0 26
Green Label, 1's and ½'s	0 23	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c.	0 22
Green Label, " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. / 30 1-lb.	0 35
" " 120 ½-lb.	0 36



LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 40
" III 80-lb. boxes	0 36½
EMD AAA Japan, 40 lb "at	0 32½
" AA " 40 "	0 30
Blue Jay, basket fired Japan, 70 lbs.	0 27½
"Condor" IV 80-lb. "	0 32½
" V 80-lb. "	0 27½
" XXXX 80-lb. boxes	0 23½
" XXXX 30-lb. "	0 24½
" XXX 80-lb. "	0 21
" XXX 30-lb. "	0 22
" XX 80-lb. "	0 19
" XX 30-lb. "	0 20
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

Black Teas—"Nectar" in lead packets	
Green Label, retails	0 26 at 0 20
Chocolate Label, "	0 35 at 0 25
Blue Label, "	0 50 at 0 36
Maroon Label, "	0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb	0 42½
" " —Maroon, 1-lb	0 50
" " —Maroon, 1-lb	1 50

"Condor" Ceylon black tea in lead packets

Green Label, ¼s, ½s and 1s, 60-lb. cases, retail	0 25 at 0 20
Grey Label, ¼s, ½s and 1s, 60-lb. cases, retail	0 30 at 0 23
Yellow Label, ¼s and 1s, 60-lb. cases, retail	0 35 at 0 26
Blue Label, ¼s, ½s and 1s, 50-lb. cases, retail	0 40 at 0 30
Red Label, ¼s, ½s and 1s, 50-lb. cases, retail	0 50 at 0 34
White Label, ¼s, ½s and 1s, 50-lb. cases, retail	0 at 0 40

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½



LIPTON'S TEA (in packages).

Color of Label.	1 lbs. & ½ lbs. per lb.	Sold ¼ lbs. for per lb.
Ceylon-India, Ex. ob'st A Yellow	45	70
" " B Red	40	60
" No. 1 C Pink	35	50
" 2 C Orange	30	45
" 3 C L. Blue	22	30
4 C L. Green	20	25

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 30
" Amber, 8s. and 3s.	0 30
Chewing—Stag, bars, 10½oz.	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s.	0 44
" Currency, 12 oz bars, 12s.	0 47
" " 6½s. and 12's.	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½s b'rs, sp'o'd 6½	0 61
" Pay Roll, 7s and 6½s.	0 62
" Fair Play, 8s. and 13s.	0 65

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals.	$5	$10	85
" casks, 50 "	10	20	40
Bottles, cases, 3 doz.	3	4	40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

1 case 50 5c. packages free with 5-case lots

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz
Washboards, Victor	$1 30
" Crown	1 35
" Improved Globe	1 50
" Standard Globe	1 80
" Original Solid Globe	1 80
" Superior Sld. Bk. Globe	1 95
" Jubilee	1 90
" Pony	0 90
Diamond King (glass)	2 90
Tubs, No. 0	11 25
" " 1	9 00
" " 2	8 00
" " 3	7 00
Pails, No. 1, 2 hoops	1 85
" No. 3, "	2 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 2 doz.	1 05
Jersey cream yeast cake, 2 doz. 5c.	1 00
Victoria " 3 doz. 5c.	1 00
" 3 doz. 10c.	1 20

Try a barrel of

WILSON'S
PURE REFINED CIDER

if you want the best.

Ask for it. Take no other.

THE
W. H. WILSON CO.,
LIMITED
TILSONBURG, CANADA

Dutch Chemical Works
AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS

Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY per doz. tins.....	2/3	4/-	7/-
PURE DUTCH COCOA per doz. tins.....	4/3	8/-	15/-

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.



Forty Years ago

we commenced making the best Baking Powder in Canada and in spite of all the competition and substitution our trade has been growing ever since. We've never got past the notion that two and two continue to make four, and every package of

Cook's Friend Baking Powder

is true to its old-time reputation. We don't try to skimp on the quality in order to make a larger profit, and grocers who want to be sure of their trade can afford to recommend "Cook's Friend." Order through your jobber or send direct to

W. D. McLaren, 583 St. Paul Street, **Montreal**

Our travellers are just starting out with our new lines and we shall be glad to have a card from you if you are at all interested. We shall send you a list of our specialties as well.

We wish you a Happy and Prosperous New Year.

GOWANS, KENT & CO.

Crockery and Glassware,

TORONTO



"Perfectly clean from our kitchen to your customer's."

You are the merchant we want to convince—you are the one we know will do better and more profitable business if you sell

Wethey's Mince Meat

The best way to get you thoroughly sure of this is to have you ask your customers. They'll tell you that Wethey's is the best, cleanest, most wholesome on the market. Ask them and see.

J. H. Wethey, Limited

ST. CATHARINES, ONT.

C. & B.

Candied Peels

CROSSE & BLACKWELL, Limited

LONDON, ENG.

C. E. COLSON & SON, MONTREAL, Agents.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Provision and Food Stuffs Trades of Canada.

VOL. XIX MONTREAL AND TORONTO, JANUARY 13, 1905. NO. 2



The Blueing of the clothes in the Laundry is always associated with the words

Keen's Oxford Blue

the selling of Blue by the grocers of the world is always profitabe.

Sold Everywhere in One Ounce Squares—FULL WEIGHT.

DON'T BE BLIND

to the fact that



Christie's Cream Sodas

outclass all other soda biscuits on the market, and merchants who wish to avoid being outclassed in this staple line by their competitors, should see that in their stock Christie's Cream Sodas are always to be found.

CHRISTIE, BROWN & CO., LIMITED, TORONTO AND MONTREAL

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 27.

OVER FIFTEEN IMITATIONS

OF

MATHIEU'S SYRUP

OF TAR AND COD LIVER OIL

have already gone the way of the great majority.

PERHAPS, READER, you carry a memento of them in the way of dead and shop worn goods. Don't be caught the same way again—Mathieu's Syrup cures—and what's more to you, perhaps, it sells—no danger of dead stock with it.

J. L. MATHIEU CO., LIMITED

PROPRIETORS

SHERBROOKE, P.Q.,

Mathieu's Nervine Powders are being called for and some dealers are ordering them by 20 gross lots—there's money in them also for you.

National Licorice Co.



Y. & S., SCUDDER and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.

Illustrated Catalogue on request.

RETURNED SEP 2 1905

DON'T BE BEHIND THE TIMES



ALL THE UP-TO-DATE TRAVELLERS HANDLE

MYERS SPICE for Horses, Cattle, Poultry, Etc.

WHY! Because they know it is pure and the best to be had. Also they want their customers to have a genuine article and a ready seller.

Write ***MYERS ROYAL SPICE CO., Niagara Falls, Ont.,*** for further particulars.

Increase Their Faith!

"Price", is an argument for trade but "quality" goes far ahead of it. *Quality holds* trade while price attracts for the moment only. Sell *standard goods* and you increase the faith your customers have in the service of your store. It pays to "increase their faith"

By Selling These Goods.

Felix & Co. Italian Macaroni

Always the same delicate, tender Macaroni that makes for ***permanent*** trade. Most attractively labelled and packed. Macaroni that will "increase their faith."

"Thistle" Brand Maple Syrup

A rich, clear, pure **Maple Syrup** that reminds you of boyhood days way up among the sugar trees. Always the same, and always choice.

A Maple Syrup that will "increase their faith."

Griffin & Skelley's Dried Fruits

"The pick of the pack" from the finest vineyards and orchards on the Pacific Coast. Peaches, Pears, Raisins, Apricots, Nectarines, Dried Plums and Prunes. "Increase their faith" by selling them.

"Shell" Brand Castile Soap

Containing 67 per cent. of pure oil, instead of the usual 60 per cent. of ordinary brands. Packed by Couret Frere of Marseilles.

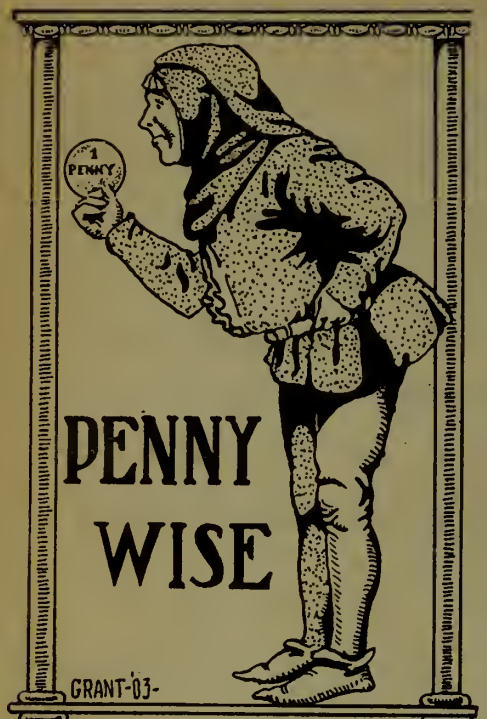
In 1 pound bars and upwards and in pressed cakes also.

SOLD BY LEADING WHOLESALERS

ARTHUR P. TIPPET & CO., Agents,

8 Place Royale, Montreal.

20½ Front Street E., Toronto.



The only real value of money lies in making use of it.

The money that lies there in your safe from day to day doesn't do you any good until you commence to use it.

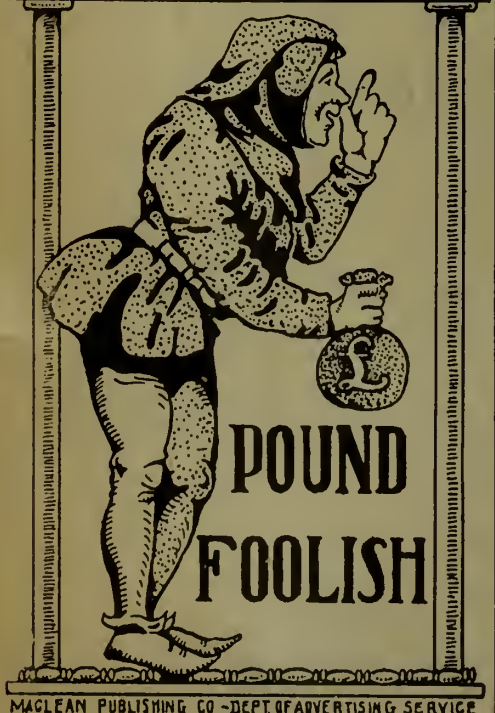
Then its value to you depends on how you use it.

Now, if you would only invest some of it in advertising space in THE GROCER and then use the space right you'd have a valuable assistant, working to increase your trade with grocers and to make yourself and your goods better known among them.

Some folks would sooner save (?) the money—but they are "penny wise and pound foolish."

But you're not.

Are you?



MACLEAN PUBLISHING CO -DEPT. OF ADVERTISING SERVICE

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. A. LAMBE & CO.
TORONTO.
Grocery Brokers and Agents.
Established 1885

W. H. Millman & Sons
Grocery Brokers
TORONTO.

CALGARY.

Start the New Year Right

Increase your business by appointing us your Western Representatives. If you have anything to sell write us.

NICHOLSON, BAIN & JOHNSTON,
Wholesale Commission Merchants and Brokers
CALGARY, ALTA.
Head Office: NICHOLSON & BAIN, WINNIPEG.

VANCOUVER

THE GROCERY BROKER
Write or Wire CHAS. MILNE
VANCOUVER, B C.

REFRIGERATORS



WE GUARANTEE THE "EUREKA"

TO DO THE WORK for you every time. PERFECT CIRCULATION, PERFECTLY DRY AIR —PURE and COLD in hottest weather.

Write us for descriptive Catalogue, list of testimonials and see our guarantee.

Eureka Refrigerator Co., Limited.
54 and 56 Noble St., Toronto, Canada.

WINNIPEG.

Dingle & Stewart
WINNIPEG, - - CANADA.
COMMISSION BROKERS.
Excellent Storage Accommodation.
Consign Your Cars to Us.

REGINALD LAWSON
MANUFACTURERS' AGENT
UNION BANK BUILDING
Correspondence Solicited
WINNIPEG, MAN.

EASTERN MANUFACTURERS
—AND—
SHIPPERS.
All EYES are turned on
MANITOBA AND THE WEST.
WE
Represent some of the leading houses in
CANADA and the U.S.
INCREASE YOUR TRADE. WRITE US.
NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.

BRANDON.

WE ARE HERE
To store, to ship, and if you wish, to sell, WE CAN DO IT. Consign your cars to us.
WILSON COMMISSION CO., Limited
Wholesale Commission Brokers,
BRANDON, MAN.



ROW'S GUM in Lumps, 5c. Pkgs. in 1c. Stick, in 5c. Bars
ROW & CO., Morristown, N.Y., and Brockville, Ont.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

Our Customers in Province of Quebec

will kindly note that **Mr. D. W. Douglas,** late of E. W. Gillett Company, Limited, Toronto, will have the pleasure of calling upon them in a short time, owing to the continued indisposition of our Mr. N. H. Geary.

S. H. EWING & SONS, Toronto Branch, 29 Church Street.

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TELEPHONE MAIN 3171
Telephone orders receive prompt attention.

CAPSTAN BRAND MINCE MEAT

Package Mince Meat

Put up in ¼ gross cases

2-lb. Pails, 2 doz. in Crate.
¼ " ½ " " "
25-lb. Pails. 75-lb. Tubs.
½-Barrels and Barrels.

The Capstan Mfg. Company, Toronto, Ont., Can.





"STERLING" BRAND Pickles and Relishes

Every grocer likes to handle a high-class article. By handling "Sterling" brand pickles and relishes he has an article of the highest grade—something he is never afraid to recommend to his customers. "Sterling" brand goods are always in demand.

The T. A. LYTLE COMPANY, Limited

Manufacturers of High-Grade Pickles
124-128 Richmond Street West, TORONTO.

Two Lines That Lead.

A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng.), produce **the** one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.

Port Arthur has fallen!

So will all the enemies of

JAPAN TEAS

Bombarded though they are on every side the qualities of the **delicious, pure** and **healthy** teas of Japan have made them so loved and desired by the lovers of genuinely pure teas that they stand **impregnably** on the Canadian market.

Canadian Merchants are wise in adhering to

JAPAN TEAS

They pay

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND"

MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.



ROSE & LAFLAMME.

AGENTS, MONTREAL.

ONE GLANCE

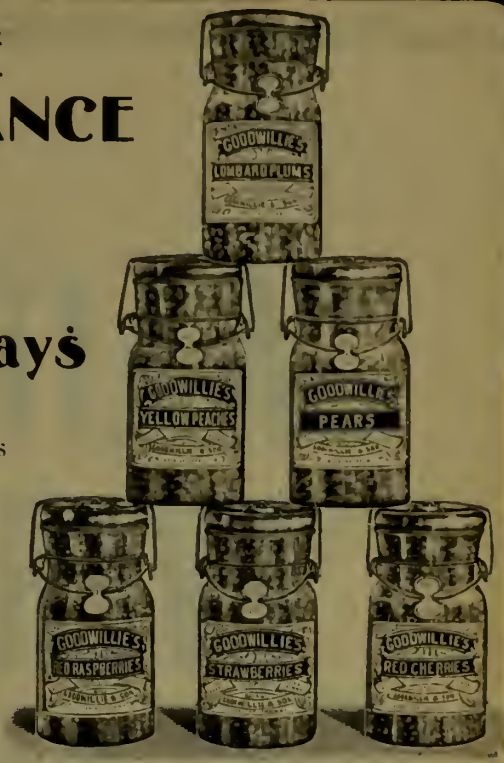
AT THESE BOTTLES OF DELICIOUS FRUITS

Always

MAKES YOUR CUSTOMERS

"Try Them"

AND THEY DON'T STOP THERE EITHER.



ROSE & LAFLAMME, MONTREAL.

Be a Quality Grocer

Once a grocer has established himself as a quality man he has an asest which will pay him rich and lasting returns.

Customers who want cheap things regardless of quality are swept away from him by every bargain-sale wind that blows.

You don't want that kind of trade. You can't bank on it. It will never make you independent.

A HEINZ DEPARTMENT

is a Gibraltar.
Build one up.
Build upon it.

H. J. HEINZ Company

HEINZ

Pittsburgh, U. S. A

57 VARIETIES.

CANE SUGAR SYRUP

We have a very fine lot of Choice Pure Cane Sugar Syrup, bright, sweet and heavy.

In Barrels, Half-Barrels, 2-lb., 3-lb., 5-lb., 10-lb. Tins.

For prices and samples write to

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

Agents

GEO. MUSSON & CO.,	TORONTO
JOHN W. BICKLE & GREENING,	HAMILTON
GEO. H. GILLESPIE,	LONDON
JOSEPH CARMAN,	WINNIPEG

A LITTLE EVERY DAY

It is wonderful what can be accomplished by doing a little every day. It was by this method that the Japs finally captured Port Arthur.
Similarly, if the grocer will push daily——

Ceylon Teas

he will at the end of a year so improve the conditions of his tea trade that he will have reason to be grateful for the remainder of his days.

IMPERIAL
BEST
CROWN

STAR
CLUB
ROYAL

"HONEST WORTH"

PARLOR AND SULPHUR

ROUND AND SQUARE

STICK

MATCHES

FULL ASSORTMENT

MADE AND SOLD

INDEPENDENT

OF ANY TRUST OR COMBINATION

MANUFACTURED BY

THE WALKERVILLE MATCH CO. LIMITED

WALKERVILLE, ONT.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for Ceylon Black and Green Teas on commission. Apply,

"COMMISSIONER,"

CANADIAN GROCER,

88 Fleet Street E.C. London, Eng.

Modern Merchandising



demands modern methods. The ALLISON COUPON BOOK is a strictly modern CONVENIENCE and SAFEGUARD against mistakes and consequent loss of money. It is better than any pass-book, punch or check system ever invented, and its absolute accuracy makes it the CHEAPEST SYSTEM on this big earth—excepting, of course, the cash system. See here:

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

STOCK NOW.



Sutton's Worcestershire Sauce cannot be beaten for quality and price

G. F. Sutton, Sons & Co.

King's Cross

London, Eng.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1.000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

Our Grocery Cabinet

with 30 drawers, holding 10 pounds each, as shown at the Exhibition, is in great demand. Mouse, damp and dust proof. Price in oak, **$27.00**; in ash, **$24.00**, less 5 per cent. for cash. Cabinets made any size to suit your present shelving. Send us a trial order.

THE BENNETT MFG. CO.,

PICKERING. ONT,

WANTED

The name and address of every grocer who does not sell

Chaser Soap

The Duncan Company of Montreal

P. O. Box 292.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying, and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

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HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man, Western Canada Toronto.



THE MOP THAT THE SUN NEVER SETS ON

Women Won't Do It

—and you can't blame them. To put their hands in water saturated with lye would be worse than foolish. With a

TARBOX SELF WRINGING MOP

lye water, boiling hot, can be used. Such a mop is a good thing. It will sell.

ORDER THEM FROM YOUR JOBBER.

TARBOX BROS., = Toronto, Canada

Wee McGregor Breakfast Food

"Gran for the Morn's Mornin"

All men and women of intelligence eat it.

Send for Sample Bale.

Contains Sixteen Six-pound Bags.
Retails at 25c. per Bag.

THE F. J. CASTLE COMPANY LIMITED

OTTAWA, Canada

Wholesale Grocers Sole Proprietors



FINEST GROWN IN GREECE.
Approved by the Greek Government as being of superior quality and handsome appearance.



Packed solely for
W.H. GILLARD & CO., Wholesale Grocers, HAMILTON.



WE SAY, "THE NEW YEAR."

Now, what does that signify to you?
Does it mean more trade—greater prosperity?
Do you say, "I will put my shoulder to the wheel and do better than ever?"
If so, your course is plain; you are the man we are looking for.
You will find the combination of shoulder and wheel in **WOOD'S COFFEES.**
While they push for you, trade rolls in.

CANADIAN FACTORY AND SALESROOM,
No. 428 St. Paul St., - - MONTREAL.

It's the goods one sells that makes a man's business reputation.

First-class goods at fair prices—quality and value—are two things to keep constantly in mind. As you know much depends upon your Coffees. You can absolutely depend upon those that bear the name of **CHASE & SANBORN.**

CHASE & SANBORN

The Importers, Montreal

The Birmingham Chamber of Commerce and the Anti-Dumping Regulations

Specially written for The Canadian Grocer

LOOKING at the matter, as one of their number said, as far as possible from a Canadian point of view, the Birmingham Chamber of Commerce have approved unanimously the report of their Tariff Committee upon the new Canadian Customs regulations Recognizing that the object of the new regulations was to preserve Canadian industries from the dumping of foreign produce, and was mainly directed against the United States, which, with its high protective tariffs and enormous home consumption, could often afford to sell its surplus at prices below the cost of production, the Tariff Committee were of opinion that the new Customs regulations would present many obstacles to trade between Canada and Great Britain which would seriously affect the Canadian importer on one hand, and the British exporter on the other.

The Customs Department at Ottawa, it was observed, had already endeavored to meet some of the difficulties, and it was evident that the Canadian Government desired that the dumping clause should operate with as little inconvenience as possible. But allowing for what they had done, it would by no means prevent the grave difficulties which were to be foreseen in the administration of the law. The amount of duty would depend on the decision of an appraiser in each case, and it would, therefore, be practically impossible in many instances for a purchaser in Canada to know what the laid-down cost of the goods would be to him until that decision of the appraiser had been given. The uncertainty involved by this regulation, it was thought by the committee, would seriously hamper trade. And it would be hardly possible to avoid discrepancies in the appraisement by various officers, and at various ports, so that the dumping clause might be put into operation in one case, whilst in another goods might escape the special duty to be imposed by the Customs to equalize the difference between what was considered fair market value, and the selling price. This would operate as an unintentional discrimination in favor of one importer, or exporter, against another, and introduce a further and most regrettable complication into business relations. It might be supposed, for example, that a consignment were sold to a Canadian purchaser f.o.b Liverpool for £94, but were on appraisement valued at £100. If the duty were 30 per cent. ad valorem, £30 would have to be paid instead of £28 5s 0d, the duty on £94, making total cost to the purchaser £121, instead of £122 5s 0d. Under the dumping clause, however, the difference between the selling price and the fair market value according to the appraisement would also be added, and the purchaser would, therefore, find the landed cost of his goods increased to £130, instead of £122 5s 0d. The administration of the regulations might, therefore, have serious consequences, and particularly with regard to articles manufactured in the Birmingham district to which no ordinary market price was assignable. The Act provided that in such cases the Canadian Minister of Customs "may" determine the value for duty of such goods; but the Tariff Committee failed to see that the necessity of referring to such adjudication could act otherwise than as a grave hindrance to business transactions. The home consumption of two manufacturers of an article might easily vary by more than 5 per cent., as they were determined by several considerations, such for instance, as the brand or trade mark, design, output, extent of sales in the home market, etc. Unless the Canadian Customs officials were more completely informed of conditions in the country of production than could reasonably be expected, the manufacturer of the lower-priced article might at any moment find in Canada his market value increased for duty purposes to the level of that of the higher-priced article made by his competitor, and that increase might be sufficient to bring him within the operation of the dumping clause. Probably on appeal some remedy might be possible for mistakes of that kind, but the risk and delay would tend very seriously to impede commercial intercourse.

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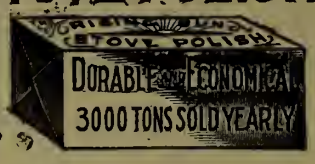
One of the strongest objections to the new regulations was considered to be that merchants had too often no knowledge of home consumption values, and would find it exceedingly difficult, if not impossible, to certify the fair market values of the goods they shipped, without qualification That would be particularly the case with large mixed consignments of goods which might have been purchased in large or small quantities from so many as forty or fifty, or even more manufacturers. It was probable, too, that any qualification of the certificate of value might be the direct cause of an appraisement, which would increase the price by more than 5 per cent. The amount of the special duty under the dumping clause would be very serious, as it would run from 5 per cent. to at least 15 per cent. on the value of the goods, which might so increase the landed cost as to cause the importer to refuse to clear them. The dumping clause, it is further pointed out, would seriously affect Great Britain in competition with the United States in the Canadian markets. Contiguity and greater facilities of transportation gave the American shipper considerable advantage, and it was often absolutely necessary for British exporters to sacrifice some portion of their profits in order to sell their goods in the Dominion.

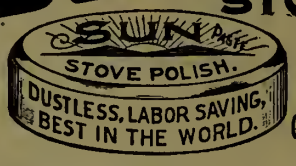
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In order to secure amendments to meet these and other objections, it was suggested that the Colonial Secretary should be asked to communicate with the Canadian Government with a view to securing such facilities as would encourage legitimate trade between Canada and the United Kingdom. To some extent this might be done, it was thought, by increasing the permissible margin between the selling price and the fair "market value" to at least 10 per cent., and by requiring the production of certificates of value only in cases where the Customs authorities had reason to believe that goods were being dumped in the ordinary acceptance of the term

• • •

Commenting upon certain points in the Tariff Committee's report, the Birmingham Daily Post—the great commercial paper of the Midlands—says, in regard to the question of the amount of duty to be paid being dependent upon the decision of the appraiser, the Canadian buyer would never know the "land down cost" of an article. "Most people would probably say unhesitatingly, that the obvious remedy lies in painstaking and literal accuracy in making declarations, and that laxity in that direction deserves the penalty it will meet According to the Chamber of Commerce, however, that is not nearly so simple" And it will come as a surprise, says the

RISING SUN STOVE POLISH and SUN PASTE STOVE POLISH
IN CAKES
WELL KNOWN AND RELIABLE




IN TINS
GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

Post, to all not actually engaged in business to learn that the export merchant often has no knowledge of the home consumption values, and would "find it exceedingly difficult, if not impossible, to certify the fair market value" of goods shipped. It seems somewhat of a strain upon credulity to be asked to believe that the British export merchant is so absorbed in other affairs as to be ignorant on such a point.

* * *

With regard to the question of transportation, the Post upholds the view of the Tariff Committee. It is a well-known fact, it continues, that in comprehensive dealings the cost of transport plays an important part, and not only in Canada, but in other markets where home exporters are in close competition with those of other nations enjoying the advantage of contiguity, it is often necessary for them to sacrifice profit to which they are legitimately entitled in order to be able to place their goods in foreign markets on equal terms. In other words, the cost of transit swallows up some part of the profit, and to make that a reason for bringing the dumping clause into operation would be to impose distinct hardship on the British merchants. "Obviously," is the conclusion, "the Canadian experiment is of absorbing interest to this country. Our manufacturers, during the last few years, have complained, as they never did before, of the disastrous effects of 'dumping,' and it may be assumed that the official policy of retaliation would include some attempt to cope with it. When and how retaliation could be most effectively used without causing injury to ourselves are the questions which have been advanced as objections by those who do not see their way to any departure from our existing fiscal system, and, that being so, it is exceptionally valuable to us to have the matter tackled and worked out experimentally. The experience of Canada ought to help us to solve some of our doubts."

TO TOUR THE WEST.

Hardware and Metal has pleasure in reproducing in this week's issue a portrait of Mr. J. S. McGuirl, of the Briggs Ledger System Co., Toronto. Mr. McGuirl, although hardly 21 years of age is successfully established in business, thanks to a liberal inheritance of Canadian enterprise, which has brought "name and fame" to so many sons of Canada in the trade and commerce of the world.



Mr. J. S. McGuirl.

He was born in Kingston, removing when quite a boy to Ottawa, where he entered the employ of the Briggs Ledger System Co., and was soon promoted to the position of traveling salesman. In June, 1903, the business offices of the firm were moved to Toronto and Mr. McGuirl became office manager.

He expects to start on an extended business trip to Manitoba and the Canadian Northwest early in the new year, calling upon the trade with a complete line of Briggs' office labor saving devices. He will make Winnipeg his headquarters, and according to his present plans, will cover his territory as far west as Calgary, Alta., in the course of eight or nine months. The Briggs Ledger System is already favorably known among business men in the west. At the same time, however, this firm is in the van with many other Canadian manufacturers in their search for some of the fruits of the growing time in that great country.

NEW BRAND WORCESTERSHIRE SAUCE.

Holbrooks Limited, London, Eng., proprietors and sole manufacturers of Holbrook's Worcestershire Sauce, have decided to introduce their brand on the Canadian market. Their representative, H. Hilbert Nobbs, left England for Toronto, Jan. 5, and will open up business immediately on his arrival.

IMPORTANT BUSINESS CHANGE.

An important business change has taken place in Portage la Prairie, whereby J. & E. Brown, general merchants, have re-organized as a joint stock company to be known as the Brown Co., Limited. James, Edward and Adam Brown will still have a controlling interest, but a number of present employes will be directors, among them D. Turner, W. S. Marshall, J. McKechnie, W. Purvis and Mr. Patterson. D. K. Moore will be secretary-treasurer. E. Brown will be president of the new company and J. Brown, managing director. The change has been made in order to secure the heartiest co-operation of employes whose interests will now be identical with the heads of the company.

To the Trade

We would ask you to keep an eye open for our travellers' advice cards. Don't destroy the first, there will be others, lots of them and worth saving.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

The Finest of all Imported

CASTILE SOAPS is the

"SHELL" BRAND every time

Get our prices before ordering elsewhere. Every box paper-lined

Soap turns out white and in perfect condition.

JAMES TURNER & CO., Wholesale Grocers. **Hamilton.**

OUR travellers are with you once more with their annual bargains in all grades of

TEAS

See their samples before purchasing.

BALFOUR & CO., Wholesale Grocers ***HAMILTON***

NEW ORLEANS

MOLASSES

In Brls., Half Brls., and Tins to retail at 10c, 15c.

THOS. KINNEAR & CO.

Wholesale Grocers, = 49 Front St. E., Toronto, Canada



MACLAREN'S *IMPERIAL* CHEESE and crackers—a morsel to tempt even the pampered palate of an epicure

And this is only one of a hundred ways to serve the Imperial Cheese. Delightful in whatever form it comes to the table. Refreshingly different from ordinary cheese. MacLaren's Imperial Cheese is sold in opal jars at all grocers; prices from 10 cents up. It never becomes hard or dry.

A F MACLAREN IMPERIAL CHEESE CO., Ltd
Detroit, Mich., and Toronto, Can



The Most Popular Table Delicacy With Rich and Poor is

MacLaren's Imperial Cheese

"Nothing Better"

A. F. MACLAREN IMPERIAL CHEESE CO., LIMITED.
Manufacturers and Agents.
51 COLBORNE ST. TORONTO.

Business Changes

ONTARIO.

W. Wade, fruit dealer, Brighton, has been burnt out.

A. H. O'Brien, grocer, Toronto, has sold to T. J. Reaburn.

J. Drury, baker and grocer, Springfield, has sold to S. Lamb.

W. J. McClintock, grocer, Toronto, held a meeting of creditors Jan. 11.

The Dominion Poultry & Produce Co., Toronto, have assigned to E. C. Clarkson.

R. Brown, grocer, Floradale, has assigned to W. Ross; meeting of creditors called for Jan. 14.

W. A. Hill, grocer and baker, Newmarket, has sold to C. Simpson, who takes possession Feb. 1.

QUEBEC.

The assets of L. Gingras, grocer, Quebec, have been sold.

Mrs. T. Blouin has registered as M. A. Leclerc, grocer, Quebec.

J. Simard, general merchant, Causapscal, is offering to compromise.

N. St. Hilaire, of St. Hilaire & Frere, grocers and bakers, D'Israeli, is dead.

C. Dignard & Co., biscuit manufacturers, Montreal, held a meeting of creditors Jan. 5.

N. Martel & Cie, grocers, Montreal, have received a demand of assignment from their creditors.

The stock of A. B. Rattray & Co., wholesale produce merchants, Montreal, has been damaged by fire.

Kent and Turcotte have been appointed curators to Dionne, Cyprien & Co., general merchants, Fraserville.

P. Bernard and P. Ruel have registered under the style of Bernard & Ruel, general merchants, Notre Dame Des Anges.

MANITOBA AND N.W.T.

F. Harris, general merchant, Carman, has been succeeded by J. L. Saunders.

TABLE AND MAPLE

SYRUPS

We Want Your Order

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

Parrish Bros., general merchants, Mountain View have been incorporated

Beamolt & Ryan; general merchants, Carman, are offering 60c on the dollar

Tassell Bros., grocers, Winnipeg, have suffered a slight damage to stock by fire.

The stock of the estate of A. Leger, general merchant, Alamont, is advertised for sale by auction.

NEW BRUNSWICK.

The general store owned by the Sayre & Holly Lumber Co., Chipman, has been burned.

PRINCE EDWARD ISLAND.

The Dominion Packing Co., Charlottetown, have been granted a winding-up order. H. R. Longueil has been appointed liquidator.

COMPANIES INCORPORATED.

ACKER, MERRALL & CONDIT Co., Montreal, have been incorporated with capital stock of $5,000, to import and deal in liquors, wines, mineral waters, cigars, cigarettes, etc. Directors: D. Cameron, W. P. Sharp, R. C. McMichael, F. C. Bush, and J. C. O'Brien, all of Montreal.

The Severn River Ranching Co., Orillia, have been incorporated with share capital of $75,000, to carry on a general ranching, butchering and dairying business. Directors: J. P. T. Secord and S. J. Secord, both of Orillia; F. Browne, Barrie; W. H. Manning, Coldwater, and C. F. F. Secord, of St. Louis, Missouri

The Union Grain Co., Winnipeg, have been incorporated with capital stock of $50,000, to carry on a general and brokerage business in grains, produce and merchandise. Directors: A. Cavanagh, A. D. Chisholm and W. Chambers, all of Winnipeg; J. T. Reid, of Treherne, and A. Thompson, of Oak Lake.

The Market Gardeners' Exchange Limited, Winnipeg, has been incorporated with capital stock of $20,000, to deal in vegetables fruit, meats, butter, eggs, cheese, grain, hides, wool and furs. Directors: J. Riddle and J. Barrett, both of Winnipeg; W. A. Farmer, W. H. Tomlin and S. R. Mighton, all of Kildonan; and J. C. Wilson, of St. Charles.

The Canadian Shredded Wheat Co., Niagara Falls, Ont., have been incorporated with share capital of $100,000 to manufacture and deal in food products. Directors: J. Henderson, J. Hewitt, and D. Fasken, all of Toronto.

J. W. Scales, Limited, Toronto, have been incorporated with share capital of $40,000 to take over the business lately carried on by J. W. Scales, also to manufacture and deal in cigars, cigarettes, tobaccos, etc. Directors: G. Milligan, A. Milligan, and C. H. Scales, all of Toronto.

U. S. WHOLESALE GROCERS' DIRECTORY.

Among the first publications of the new year is the Official Wholesale Grocers' Directory, U.S., for 1905. It is a complete and correct list to date with 726 changes in the 1905 edition as compared with that of 1901. For particulars write The Canadian Grocer.

SEMI-CENTENNIAL CALENDAR.

Carroll S. Page, dealer in hides, tallow and calf-skins, Hyde Park, Vermont, U.S.A., is sending out to the trade a souvenir of his business semi-centennial in the form of a calendar. Its most attractive feature is a half-tone photograph of Mr. Carroll with appropriate background of old gold. The calendar will be mailed to applicants who mention The Canadian Grocer.

CATALOGUES, BOOKLETS, ETC.

The Canadian Grocer wishes to compliment C. T. Rogers, retail grocer, Cranbrook, B.C., on the artistic get up of a souvenir holiday folder or New Year's card which he is issuing to patrons and customers of the trade.



Upton's

2-lb.

TIN

A HANDY PACKAGE AND BIG VALUE

Charles Dickens could write about edibles in a way to make the reader hungry. But nothing he ever wrote could stir the appetite like the recollection of a breakfast

HALIFAX SHREDDED CODFISH

of fish patties made from Halifax Shredded Codfish. And if you just remind your customers that you have it, you can keep their purses stirred to buy it.

It is important to remember that in handling Halifax Shredded Codfish you are not handling an article that is a mere fad, but something people are commencing to regard as a necessity in proportion as they realize the value of a fish diet. You have two strong claims on your customer in selling it, viz: (1) Its Tastiness; (2) Its Healthfulness.

BLACK BROS. & CO., LIMITED
HALIFAX and LAHAVE, N.S.

A. H. BRITTAIN & CO., Agents, Board of Trade Building, MONTREAL
REGINALD LAWSON, Agent, - - WINNIPEG, Man.
CHARLES MILNE, Agent, - - - VANCOUVER, B.C.

FREIGHTS AND CHARTERS

NEW YEAR freights are encouraging. Business booked from St John, Halifax and Portland is reported in excess of that in sight during Jan., 1904. Large quantities of through grain have passed through Montreal and Toronto, and the likelihood of an advance in rates has been announced. Charters are more numerous at St. John than they have yet been this season. An immense shipment of cheese was noted last week from St. John, the total reaching 30,000 boxes. This stock came from Montreal, and the markets and has been strengthened by the improvement in freights. On Saturday, Jan. 7, the Allan Liner "Pretorian" sailed from St. John, and on Monday, Jan. 9, left Halifax, carrying a very good general cargo for the time of the year.

The "Corinthian" is the boat loading this week at St. John, and the bookings ahead are said to be fair.

South African steamers are taking first-rate cargoes, and it is expected that the subsidies so generously given by the Government may result in the

BERTH QUOTATIONS--St. John, Halifax and Portland

The undernoted rates from West St. John are subjected to 5 per cent. primage additional.

Description.	Liverpool.	London.	Bristol.	Glasgow.	Manchester.	Dublin and Belfast.	Capetown and Port Elizabeth.	Leith.	Aberdeen.	Cardiff.	Hamburg.	Havre.
Oil Cake	* 5/	‡ 5c	‡ 9c	‡ 6c	* 5/	*11/6	*12/6					
Sack flour	* 5/	‡ 5c	‡ 9c	‡ 7c	* 5/	*12/	*12/6					
Canned meats, fish	* 7/6	*12/6	*15/	*12/6	*10/	*15/	*15/					
Provisions	* 5/	*12/6	*15/	*12/6	* 5/	*17/6	*15/					
Tierces lard	* 5/	*12/6	*15/	*12/6	* 5/	*17/6	*15/					
Pail lard	* 7/6	*17/6	*20/	*17/6	* 7/6	*20/	*20/					
Butter	*15/	*25/	*25/	*30/	*15/		*80/c.s.					
Cheese	*10/	*20/	*20/	*25/	*10/		*80/c.s.					
Eggs in c. s. (meas't)	*10/	*15/	*15/	*15/	*10/		*40/c.s.mt.					
Clover seed	*10/	*10/		*15/	*10/	*15/	*15/					
Cotton	‡15c				‡15c							
Apples, per bbl	2/	2/	2/6	2/6	2/	31/	10/c.s.					
Meas't goods	†Fine20/ 7/6		†Fine20/ 12/6	†Fine2/ 12/6	†Fine2/ 10/	†12/6	†15/					
Leather sole	*20/	*25/	*25/	*30/	*20/	*22/6	*25/					
Leather finish	*15/	*20/	*20/	*20/	*15/	*17/6	*20/					
Lumber, hard	* 8/	‡10½c	*12/6	*14c	* 8/	*15/	*15 m't					
Lumber, soft	* 9/	‡12c	*15/	‡16c	* 9/		*17/6 m't.					

* Per ton 2,240 lbs. † Per ton of 40 cubic feet. ‡ Cents per 100 lbs. without primage.

The above is for general information only. These rates liable to change without noticc and are therefore **Subject to Confirmation.**

When ocean charges are collectable at port of destination, rates exchange on basis of $4.80 to £1 sterling. When ocean charges are prepaid, rates exchanged on basis of $4.86 to £1 sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option prompt advice will be facilitated by informing us of the relative weight and measurement of the mdse. when applying for rate. It is also necessary to know shipping point and on whose account engagement is to be made. All contracts subject to confirmation.

show that as a result Western Ontario cheese has advanced.

Clamoring has been heard in Ottawa regarding a retention of the old freight rates on hay to the Maritime Provinces. A delegation from Prince Edward Island has made overtures to the Ottawa authorities re the I.C.R. resuming the rates in vogue up to Dec. 31 for hay. There is every probability of the courtesy being extended.

The Dominion Line has announced the intention of putting on extra steamers from Portland early in February. This promise was made early in November, widespread development and improvement of trade between Canada and South Africa.

NEW TEA BUSINESS.

Owing to the phenomenal growth of their tea business in the Maritime Provinces, Quebec, Newfoundland, and the New England States, Baird & Peters, wholesale grocers, tea importers, etc., St. John, N.B., have found it necessary to institute a separate tea department. Accordingly, since Jan. 1, 1905, their tea business has been conducted under the name of The Vim Tea Co. All correspondence relating to teas exclusively should be addressed to The Vim Tea Co., St. John, N.B. Baird & Peters will continue to handle "Vim" and other teas along with their staple lines of groceries.

FOR THE LOYAL GROCER.

One of the most elaborate of this season's calendars is that issued by The Bruce Payne Co., of Granby, Que. It has a large and richly-colored panel lithograph of Her Most Gracious Majesty Queen Alexandra, and ought to be in the possession of every loyal British grocer. In addition to its decorative value, it serves as a very effective advertisement for "Pharaoh" and "Pebble" cigars. Members of the trade may secure this calendar provided they mention The Canadian Grocer in application.

H. D. Barry, cigar manufacturer, Quebec, has gone on a trip to Florida and Havana.

Herring Industry in Holland.

Its herring fisheries are at the present time one of the chief sources of Dutch wealth, says the London Globe. Holland possesses 600 keel bottomed and 300 flat bottomed boats occupied annually in the herring industry. The last returns give the number of barrels of herrings taken by the Dutch fishermen as 585,335, and valued them at an average price of 10 florins a barrel.

Enthusiasts declare Dutch herrings to be equally delicious, however they are cooked, preserved, or dressed. It was a Dutchman, Benkelzoon of Beirvliet, who first discovered the art of salting the fish. Tradition and history are silent as to the names of the geniuses who first hit upon the way to smoke it, or to manufacture red herrings. "Hareng braille" is made by the fishermen of Kalwyck and Woordwick, who preserve their herrings with red sand.

To Protect Pacific Fisheries.

It has been practically settled that the Canadian Government will join with the Washington authorities in an International Commission to devise measures for the protection of fisheries on the Pacific coast, in which both countries will co-operate.

As a result of State regulation the fisheries industry on the Columbia River, which twelve years ago was practically dead, has now been restored, indicating the possibilities of the extension of the Canadian industry under judicious regulations. One step towards assisting the industry has been the establishment of hatcheries, but it has now been found impossible even to get ova for these artificial propagating stations. The three hatcheries on the Fraser River have a capacity of 60,000,000 ova and less than 16,000,000 have been collected this year. For the other hatcheries only the same proportion has been secured. One of the chief causes of the decline in the industry has been the wanton destruction of the fish by Indians.

Australia a Market for Fish Oils.

The Commonwealth imported in 1903 over 500,000 gallons of fish, seal, whale and unrefined cod oils of an approximate value of £37,000. More than half of the total importations came from Japan in the form of common fish oil, which is required principally by rope manufacturers. A small quantity came from Newfoundland, and it is safe to assume that some Canadian oil was shipped at New York to Australia, and in this way not credited correctly in the customs returns. Samples of salmon oil have recently arrived in Melbourne from Vancouver, and a small trial order has gone forward which will be largely increased if the analysis proves that it contains nothing injurious to rope fibre. There is no customs duty on unrefined fish oils.

New Salmon Canneries.

Two big salmon canneries will be reected in Esquimalt, B.C., during the coming season, and three extra fish traps, making the total number of traps in operation in the Straits for 1905 seven. It is thought that the new industries will have a most stimulating effect on the commercial life of Esquimalt.

American Halibut Pirates Busy.

The piratical tendencies of a number of fishery concerns engaged in supplying northern halibut to the United States markets at Seattle have been checked for the time being through the vigilance of the Dominion Government fisheries cruiser Kestrel, and unless the raids on the Canadian halibut banks cease, a number of seizures may be looked for.

More Capital for Canners.

It is reported that the British Columbia Packers' Association has been authorized by its shareholders to increase its working capital by $500,000 to provide for the pack of 1905. The present capital of the British Columbia Packers' Association is $2,762,700.

Fish Notes.

Information has been laid against Okeda & Co., a Japanese firm of fish contractors, who are supplying the Guano factory on the Fraser River with herring taken from Nanaimo harbor. B.C. fishermen fear the depletion of the herring fisheries.

SOCKEYE SALMON







"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

1904 NEW PACK



"Horse Shoe"

SALMON

NOW IN STORE

SUPPLIES ARE LIMITED OWING TO SHORT CATCH

ORDERS SHOULD BE PLACED EARLY TO AVOID DISAPPOINTMENT.

1-LB. FLAT TINS ARE PERFECTION AND CAN BE CONFIDENTLY RECOMMENDED.

THE STANDARD OF QUALITY FOR BRITISH AND CANADIAN TRADE.

New Large Frozen Herring

Direct From Newfoundland.

All kinds of Frozen, Salted, Dried, Pickled and Prepared Fish. Write for Price Lists and Show Cards.

MONTREAL, P.Q.,
ST. JOHN, N.B.,
WESTPORT, N.S.,
GRAND RIVER, P.Q.,
GASPE, P.Q.

LEONARD BROS.

20, 22, 24 and 26 Youville Square,
Montreal.

P.O. Box 639.
LONG DISTANCE TELEPHONES.



INCERSOLL, CANADA—FACTORY.

AN EASY ONE.

Added to our splendid assortment of GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St. Louis, Mo., 1904.** Proven the **purest and best,** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St Charles Condensing Co.

MEDITERRANEAN FRUITS

RIERA'S "MAPLE LEAF" Selected and 4-Crown Valencias,
Zini's Fine Filiatra Currants,
Tarragona Almonds,
Filberts, Etc., Etc.

CONSIGNMENTS ARRIVED

Wholesale grocers should communicate with

D. RATTRAY & SONS

General Commission Merchants

QUEBEC **Montreal** **OTTAWA**

FRESH PORK SAUSAGE MEAT

is a good line for holiday trade. Nicely chopped, spiced or plain. Packed in 12-lb. cartons, or wooden pails. Fresh every day, at

PETERBORO, HULL and BRANTFORD.

The George Matthews Co., Limited

ESTABLISHED 1868.

Mince Meat

BETTER THAN EVER
CHEAPER THAN EVER

It is not often so, but owing to cheaper quotations for dried fruits we are able to reduce our quotations for Mince Meat, and can give you the finest Mince Meat on the market at very low prices. Try it—you will be pleased with it.

F. W. FEARMAN COMPANY, Limited.
HAMILTON, ONT.

Just the line for cool weather. Delicious and appetizing.

Our Fresh Pork Sausage

Are good sellers.
Are always in good demand.

We are now booking standing orders for daily and weekly shipments.

We solicit your order for trial basket.

Expressed to all points.

Write us for quotations.

The Park, Blackwell Co., LIMITED
PORK AND BEEF PACKERS,
TORONTO, ONT.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Cheese and Butter Situation.

ACTIVITY continues in the cheese market, and while most of the trading is confined to cable orders for average-sized quantities, some buying has been done by local exporters. While certain holders claim to have made more than 11c for white, the general basis at which finest cheese has changed hands is 11c for white and colored. Some of the merchants holding stocks are not anxious to sell, expecting a further advance in price; others are quite willing to clear out at the even figure. Trade conditions in the United Kingdom having improved, provisions have benefited, although retailers are very slow in following late advances cabled from this side.

There is a very good business being done in butter and between 21 and 22c seems to be the range at which it is put through. It is reported that fair quantities have been sold for export into the United States, which, being subject to a heavy import duty, would seem to show that butter is ruling very high with our "Usona" cousins.

Eastern Ontario Dairymen Convene.

THE retail grocer and general merchant has a vital interest in everything pertaining directly or indirectly to the development of the agricultural or allied industries in his country, for the reason that he is dependent upon the farmer for his livelihood. The amount of money the farmer has to spend will be in proportion to what he is able to make out of his bacon, cheese, butter, etc. The inference follows that the grocer should make use of every opportunity of impressing upon country customers the importance of building up and improving the dairying industry.

The twenty-eighth annual convention of the Eastern Ontario Dairymen's Association in Brockville on Jan. 4, 5, and 6, is of interest to the trade in so far as its proceedings have to do with the commercial aspect of the Canadian dairying industry. Canada is largely indebted to such associations for the establishment of dairy schools, traveling dairies, dairy bulletins, instructors, etc., and for the general improvement resulting along the line of greater uniformity of product, the lack of which has in the past been, perhaps, the greatest hinderance to Canadian products (particularly bacon and butter) in foreign markets. The assistance of the Department of Agriculture of the Dominion in this connection must not be overlooked, in so far as it is responsible for refrigerator cars for the safe transportation of dairy products to the seaboard, for cool compartments in trans-Atlantic steamers, for the safe delivery of Canadian products on the markets of Great Britain and for the establishment throughout the Dominion of illustration stations for the education of dairymen in establishing better curing rooms of their own.

In the course of his opening address, President Derbyshire gave the following interesting review of the Canadian trade in dairy products for the year 1904:

"Our make in 1904 has been about 2,700,000 boxes of cheese, worth about $20,000,000, which is about 300,000 boxes short of 1903, and about $7,000,000 short in value. Considerable of this shortage could have been avoided provided our dairymen had shown the same zeal as they did in 1903 in the production of milk, when prices were high. When prices are low every possible means should be used to increase our output, so that we might have about the same money.

"Our butter business during this year shows a good deal of improvement. We exported about 550,000 packages, worth $7,500,000, an increase of nearly $2,000,000, and owing to the fine quality about double the quantity of butter was consumed at home over that exported.

"Our bacon trade was somewhat short this year, being only $14,000,000, the total exports of our cheese, butter and bacon amount to about $41,500,000, about $6,500,000 short of last year.

"With the general improvement in trade and with higher prices now assured, we should do very much better during 1905.

"With our past experience, all our energies should be directed to improving the quality and increasing the quantity of our goods, and all should understand that only by united effort first, by every dairyman producing only the cleanest and most wholesome milk, by the factories being up to date, with the most improved curing rooms, by the makers all being graduates of our dairy school, and all concerned taking a deep interest in making the finest goods, attending to every little detail, having clean wagons with proper covers for delivering the goods to the railway stations, clean refrigerator or ventilated cars to convey the product to Montreal, and steamships properly fitted with cold air chambers conveying the same to our ultimate market, all this will assure us of higher prices and a firmer grip upon the British market than we ever before had."

Interesting and practical addresses were also delivered on the "Management of Dairy Herds," "The Organization and Education of Farmers," "Cold Curing," etc., in which attention was directed to the fact that the standard of dairy cattle in Canada was not high enough, and that better results might be obtained if more attention were to be given generally to the cost and methods of production of dairy products.

Prof. J. A. Ruddick, the new Dairy Commissioner of the Dominion, showed the decimal increase in the dairy industry of Canada during the ten years commencing 1890 to 1900. In 1890 the values of dairy products were as follows:

Ontario	$ 7,569,338
Quebec	2,918,527
Prince Edward Island	567,802
Nova Scotia	47,675
New Brunswick	245,693
Manitoba	103,387
Northwest Territories	17,322
British Columbia	3,530
Total	$10,697,879

In 1900 the values were:

Ontario	$11,968,922
Quebec	12,874,377
Prince Edward Island	567,802
Nova Scotia	127,007
New Brunswick	245,595
Manitoba	416,272
Northwest Territories	156,637
British Columbia	105,690
Total	$29,462,102

Showing an increase in Canada in ten years of $18,764,423. In 1890 there were 1,565 cheese factories and 170 creameries in Canada. In 1900 there were 2,398 cheese factories, 629 creameries, and 954 combination cheese and butter factories.

The four government cool curing rooms were established in 1902, and during the three years that have elapsed 119,832 boxes from seventy different factories have been cool cured in them. Prof. Ruddick then read out the following figures concerning the work of the four stations during the year 1904.

	Number of Cheese Received.	Pounds of Shrinkage Saved.	Value of Shrinkage Saved.
Woodstock	12,526	12,915	$1,164.55
Brockville	9,740	9,997	831.17
Cowansville	12,011	15,002	1,216.75
St. Hyacinthe	11,816	12,952	1,019.90
Total	46,096	50,866	$4,325.67

Continuing, Prof. Ruddick quoted from several letters of English wholesalers, all of whom maintained that the cool-cured cheese were the best.

The following officers for 1905 were elected by acclamation: President, D Derbyshire, M.P., Brockville; First Vice-President, John R. Dargavel, Elgin; Second Vice-President, G. G. Publow, Kingston; Third Vice-President, L. L Gallagher, Wilton, Fourth Vice-President, J. H. Singleton, Newboro, Directors, division No. 1, Edward Kidd, North Gower; division No. 2, William Eager, Morrisburg; division No. 3, Levi Patton, Brockville; division No. 4, James Whitten, Wellman's Corners, division No. 5, T. B. Carlow, Warkworth, division No. 6, Henry Glendinning, Manilla; Honorary Director, James Anderson, Mountain View.

The cargo of the steamship Tacoma which has just sailed from Seattle for Oriental and Siberian ports comprised in part 2,000 tons of salt beef.

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A profitable line for the dealer and a satisfactory article for the consumer.

THE BEST 25c. LINE ON THE MARKET.



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Magic Baking Powder.
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Royal Yeast Cakes.
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Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904.

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The best facilities for handling consignments. Up-to-date Cold Storage.

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PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—Although the market has rallied somewhat, still traders are quiet. The delay in the arrival of fresh meats, caused by the stormy weather, has advanced prices. Our quotations are as follows:

Long clear bacon, per lb	$0 08	$0 08½
Smoked breakfast bacon, per lb	0 12½	0 13
Roll bacon, per lb		0 09½
Small hams, per lb	0 12½	0 13
Medium hams, per lb	0 12	0 12½
Large hams, per lb	0 11	0 11½
Shoulder hams, per lb		0 09
Backs, per lb	0 14	0 15
Heavy mess pork, per bbl	15 00	15 50
Short cut, per bbl	17 50	18 50
Shoulder mess pork, per bbl	14 40	14 50
Lard, tierces, per lb	0 07½	0 07½
" tubs "	0 07½	0 08
" pails "	0 08	0 08½
" compounds, per lb	0 07	0 07½
Plate beef, per 200-lb. bbl	11 00	11 50
Beef, hind quarters	6 00	9 00
" front quarters	4 50	6 00
" choice carcases	7 00	7 25
" medium	5 50	6 50
" common	5 00	6 00
Mutton	5 50	7 50
Lamb, spring	9 00	11 00
Veal	8 00	9 00
Hogs, light	6 25	7 00

Cheese—Prices continue to advance. During the week large cheese advanced 1-2 to 1c. per lb. Cheese is very firm in England, bringing as high as 53 shillings. These conditions are owing to the action of the foreign buyer, who neglected buying, believing that the Canadian market was well stocked. Now, however, that a good demand has sprung up in the United States, Canadian shippers are tempted to retain supplies in the hope that prices will advance. Our quotations are:

	Per lb.
Cheese, large	0 11½
" twins	0 12

Butter—Some dealers report fair arrivals of creamery butter, while others claim that none can be bought. The impression is that there is a fair supply of creamery butter on the local market, but that in some extreme cases higher prices are being obtained than those quoted below. Dairy butter in prints, tubs, and rolls has advanced 1c. per lb. on account of the forced increase in the inquiry caused by the lack of large supplies of creamery. We quote the following:

	Per lb.	
Creamery prints	0 24	0 25
" solids, fresh	0 22½	0 23
Dairy prints	0 19	0 21
" in tubs	0 16	0 18
" large rolls	0 18	0 19

Poultry—Hens and chickens are the only fowls on the market that are bringing good prices. Owing to the fact that many farmers will not feed chickens throughout the winter months, they are scarce and prices have advanced from 2 to 3c. on chickens, and 3c. per lb. on hens. No turkeys, geese or ducks are arriving, and to meet the small demand dealers have to rely on storage stock. We quote the following prices:

Chickens, spring, dry plucked	0 12	0 13
Hens	0 09	0 10
Geese	0 11	0 12
Turkeys	0 15	0 16
Ducks	0 11	0 12

Montreal.

Provisions—Live hogs have shown up higher in price during the week. A better demand from abroad for bacon has set in since our last report, demand from packers is only fair. For rough stock, $5.00; mixed, $5.10 to $5.20; select, $5.25 to $5.50. Fine is generally firm. In jobbing way local demand is fairly good for dressed hogs, fresh abattoir selling at $7.00 to $7.50; country dressed, $6.00 to $6.75 per 100 lbs. We quote:

Canadian short cut mess pork	$17 00	$17 50
American short cut clear	17 00	17 50
American fat backs	17 00	17 50
Bacon, per lb	0 07½	0 13
Hams	0 11½	0 13
Extra plate beef, per bbl	11 50	12 00
"Boar's Head" brand, tierces, per lb		0 07½
" " ½-tierces, per lb		0 07½
" " 50-lb. fancy tubs		0 07½
Cases, 20 3-lb. tins, per lb		0 08½
" 12 5-lb. tins "		0 08
" 6 10-lb. tins "		0 07½
20-lb. wood pails, each		1 52½
20-lb. tin pails, each		1 42½

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	1 57	1 70
" tubs	0 07½	0 08½
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08½	0 09½
" cases (24 3-lb. tins)	0 08½	0 09½

Butter—The strong feeling of the past week still holds, though the demand is not so active. Receipts are light. Some inquiries from outside points tend to make for firmness. Some export orders to United States points have gone through, which indicates shortage over the line. We quote:

Finest creamery	0 21½
Fair to good creamery	0 20½ 0 21
Medium	0 19½ 0 20½
Western dairy	0 17½ 0 17½

Cheese—Prices maintain their firm position. Trade, however, is small, with stocks light, this latter feature tending to hold prices up. Cable enquiries indicate the United Kingdom market as more open for trade, and the necessity of filling up is apparent. Finest Ontario is quoted at 11c., Western, 10 3-4 to 11c., and Easterns at 10 1-2 to 10 3-4.

Eggs—Market quiet with prices steady. Stocks are fairly good. Selects quoted at 25c.; No. 2, at 17 to 18c.; cold storage selects, 21 to 22c.; straights, 18 to 20c.; Montreal limed, 19 to 20c.; western limed, 18 to 19c.

St. John.

Provisions—Business is dead. It has been very light during the season. There has not been the demand; price seemed to make no difference. This refers chiefly to barrelled pork and beef, particularly the latter. Smoked meats are quite firm with just fair business. Lard is easy. Prices have been very low all through the past year. In fresh beef there is but a fair business; prices unchanged. Lamb is plentiful, and low. Mutton is dull. Very little veal is offering. Pork is unchanged. Poultry has ruled higher here than at other Maritime points. Prices high. We quote:

Mess pork, per bbl	$15 00	$17 00
Clear pork "	17 00	20 00
Plate beef "	13 00	14 00
Mess beef "	10 50	12 00
Domestic beef, per lb	0 04	0 05
Western beef "	0 07	0 08
Mutton "	0 04	0 05
Veal "	0 06	0 07
Lamb, "	0 06	0 07
Pork "	0 05½	0 06
Hams "	0 12	0 13½
Rolls "	0 10	0 13
Lard, pure, tubs "	0 08½	0 08½
" " pails "	0 08½	0 09
Refined lard, tubs	0 08	0 08½
" " pails	0 08½	0 09

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Established 1870. 7 Gold and Silver Medals
MAPLE SYRUP
Small's Brand is Standard
Goverement certificate of analysis on very package. That's all! Product of the Canada Maple Exchange, Montreal.
For sale through the wholesale trade only
TRADE MARK. Small's

EAGLE BAKING POWDER
We do not claim it is the best Powder in the world, it is one of them.
A trial order will convince you Write for particulars to
J. H. MAIDEN
MONTREAL.


HIGH QUALITY
We have the testimony of many grocers that
PEACOCK BRAND CREAM CHEESE
is unexcelled in the matter of high quality
Tin foil packages and porcelain jars
ORDER FROM YOUR WHOLESALER
THE BATES PEACOCK CO., Hamilton Ontario

Butter Tubs
BEST WHITE SPRUCE
50—30—20 lb.
ORDER NOW
WALTER WOODS & CO.
Hamilton and Winnipeg.

FISH and OYSTERS
WHOLESALE.

The F. T. JAMES CO., Limited
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FINKLE & ACKERMAN
BOWMANVILLE, ONT.

Mfr's choice grades
Evaporated Apples

EGGS
We will buy your eggs F.O.B. all year.
CORRESPONDENCE SOLICITED.
The WM. RYAN CO., Limited
70 and 72 Front St. E., Toronto,

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
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COMMON SENSE
KILLS {Roaches and Bed-Bugs / Rats and Mice
All Dealers and 381 Queen St. W
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Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.
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GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,
Totten P. O. Virginia.

BIRD TREAT
—a cake of our Bird Treat in every package of Bird Seed.
—good for the bird.
NICHOLSON & BROCK, TORONTO

Butter—Good butter is very scarce, and prices high. There is a great loss to the country through bad butter. We quote:

Creamery butter	0 22	0 24
Best dairy butter	0 18	0 20
Good dairy tubs	0 16	0 17
Fair "	0 14	0 15

Eggs—There is but a fair demand. Quite full prices still rule. Lower prices are not expected. We quote:

Eggs, hennery	0 26	0 30
" case stock	0 23	0 25

Cheese—Local market quiet. Values, however, improve. We quote:

Cheese, per lb	0 10	0 11½

Winnipeg.

Butter—Conditions show little change. The demand is of average volume and orders are being filled mostly from stocks on hand, there being little fresh stock coming in. We quote:

Dairy, assorted pkgs., selected	0 21
" " round lots	0 17
" (separator), 1-lb. bricks	0 26
Finest fresh creamery, in 56-lb. boxes	0 25
" " in 28-lb. boxes	0 26
" " in 14-lb. boxes	0 27

Cheese—We quote:

Finest Manitoba, large	0 11
" Ontario, "	0 11½
" " twins	0 12
Square cheese	0 12½

SMOKED MEATS.

Hams, sugar cured, assorted sizes	0 13½
" " heavy, 20 to 30	0 13
Picnic, " assorted sizes	0 09
Shoulders, "	0 08½
Bacon, " breakfast bellies	0 13
" " breakfast backs	0 11
" " Wiltshire sides	0 15
" " spiced rolls, long	0 10
Manitoba butts	0 10
" " skinned	0 10½
" " boneless and rolled	0 11½
" rolls, boneless	0 11½

DRY SALT MEATS.

Bacon, dry salt long clear	0 08½
" " " smoked	0 09½
" " " boneless backs	0 10
Shoulders " "	0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl	18 00
" " " per ½ bbl	11 00
Standard mess pork, per bbl	16 00
Manitoba " "	20 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00

Sweet pickled spare ribs, not cooked, per lb	0 04
" hocks, " "	0 04

Lard—We again quote as follows:

Lard, 50-lb. pails, per pail	4 40
" 20-lb. "	1 80
" 3-lb. tins, per case 60 lbs.	6 00
" 5-lb. " " "	5 85
" 10-lb. " " "	5 70
Pure lard in bbls, per lb	0 08½

EXPORT TRADE DEPARTMENT.
FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

AGENCIES ON COMMISSION FOR BRITAIN
We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience.—R. C. HALL & CO.,
28 Martin's Lane, Cannon St., LONDON, ENG.

John Lethem & Sons, Leith, Scotland,
invite correspondence with Manufacturers and Shippers of all classes of goods, suitable for Grocers, Bakers, and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

I want to secure Sole Agency for Britain for Canadian manufacturers of Wooden Ware or similar lines. References Al. Splendid connections.
A. S. DUFFUS, Jr., 9-10 St. Mary-at-Hill, LONDON,

DAVID SCOTT & CO., Est. 1878
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Splendid connections and references. Try us with a shipment of CANNED GOODS. T.A.-Scottish, Liverpool.

Griffin & Culverwell, brokers, invite consignments of general produce, especially BUTTER, CHEESE, AND ALL FOOD PRODUCTS.
Correspondence invited. References given.
WRITE US. 139 Redcliffe St., BRISTOL, ENG.

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Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

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Canadian Produce Importers,
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Butter, Cheese, Eggs, Bacon, Apples, Poultry

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FRUIT AND PRODUCE BROKERS,
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APPLES AND ALL KINDS OF FRUIT AND PRODUCE.

STOKES BROTHERS
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DEALERS IN
Eggs, Apples, Bananas, Potatoes and Fruits of all Kinds.
Correspondence Solicited.

This space $15.00 per year.

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We handle consignments of CANADIAN MEATS, CHEESE and BUTTER.
We sell cost, freight and insurance.
Western Union Code.
LONDON, LIVERPOOL, GLASGOW

HOW IS THIS FOR HIGH?

Here is a copy of a grocer's advertisement in a copy of a Dawson paper recently received:

25c. each, fresh killed rabbits.

3 for $1.25, fat young Ptarmigan, (all cleaned.)

$1.50 each, spring broilers, (all cleaned, no feathers to pick.

6 lbs. for $1.00, sweet potatoes.

WINDING-UP WIARTON BEET SUGAR CO.

J. A. McAndrew, official referee, in charge of the Wiarton Beet Sugar Co. winding up, named Jan. 12 as the day on which he would settle the list of those liable on their unpaid shares to contribute to the assets of the insolvent company.

RETURNED To Owner
JAN 16 1905

ONE PROOF of the merit of an article is the number of its imitations



WE WERE THE FIRST

to introduce to the trade in Ontario a fast-selling line of PURE TABLE SYRUP put up in handsome tins—

OUR

"GOLD MEDAL" TABLE SYRUP

RIGHTLY HOLDS FIRST PLACE ON ACCOUNT OF ITS QUALITY.

In Purity, Flavor, Body and Appearance

it is the standard of its legions of imitators.

PUT UP IN

2-lb. tins, cases	.....	each	24 tins
5-lb. " "	.....	"	12 "
10-lb. " "	.....	"	6 "
20-lb. " "	.....	"	3 "

THE "MONEY-BACK" KIND

Every tin has our guarantee.

FREIGHT PAID
—ON—
5-CASE LOTS
Up to North Bay.
SPECIAL PRICES
F.O.B. Winnipeg, Man.

THE EBY, BLAIN CO., LIMITED, Wholesale Grocers TORONTO.

PERSONAL MENTION.

Mr. J. Rankin, confectioner, Stratford, is dead.

Mr. C. M. Hart of Hart & Tuckwell, wholesale fruit importers, Montreal, is in New York this week.

Mr. W. Hord, of the Mooney Biscuit Co., Stratford, has accepted a position with the Knox-Morgan Co., Hamilton.

Mr. D. J. Donovan, of Adam Ballantine & Bros., Hamilton, has gone to Lethbridge, Alta., where he has been appointed manager of the grocery department of Bentley & Co.

Mr. H. J Hickey, traveler for Lucas, Steele & Bristol, wholesale grocers, Hamilton, has removed from Stratford, Ont., to Winnipeg, where he will open up a wholesale grocery business.

Mr. C. Southwell, senior member and founder of the firm of Chas. Southwell & Co., London, Eng., is dead. His surviving partner, Mr. C. E. Southwell, will continue the business.

Mr. Jas Rutherford, of Jas Rutherford & Co., tea importers, Montreal, is back at his office again. Mr. Rutherford has had rather a trying time during the past few weeks, having been confined to the house with tonsilitis.

Mr. G. H. Dobson, of Sydney, for years secretary of the Halifax Board of Trade, who had attained a national reputation for his interest in transportation problems and in the proposed Canadian fast ocean service, is dead.

Mr. N. H. Geary, representing S. H. Ewing & Sons, Montreal, one of the oldest travelers on the road, and well-known throughout the Eastern part of Ontario, Quebec, Nova Scotia and New Brunswick, has been compelled through illness to retire temporarily from the road. Mr. Geary has been connected with the above firm for over twenty-five years.

Mr. Ralph W. Clark, a traveler well-known in the Maritime Provinces, has joined the selling staff of Chase & Sanborn, Montreal, and leaves this week for his new territory in the far West. Mr. Clark's headquarters will be at Calgary, N. W. T. He will cover the district as far north as Edmonton, as far east as Moosejaw, and the Kootenay District in British Columbia.

In the meantime, S. H. Ewing & Sons have engaged the services of Mr. D. W. Douglas, for many years Quebec representative for E. W. Gillett Co., Toronto. Mr. Douglas is very well-known to the trade, having covered the East for a number of years most successfully and there is no doubt that his knowledge and salesmanship will prove a valuable acquisition to S. H. Ewings & Sons traveling staff.

HINTS TO BUYERS.

Leonard Bros., Montreal, have received Halifax frozen herrings in barrels. These are direct from Newfoundland, and are the first received here this season. Interested buyers will find them worthy of attention.

"Frozen fish of all kinds are now meeting with good demand," report Leonard Bros., Montreal, and as their assortment is complete it will pay to write for prices.

White & Co., Toronto, expect a car of Bronco Brand navels Monday.

White & Co., Toronto, unloaded a car of smelts last week.

California celery is meeting ready demand. White & Co., Toronto, are handling about a car a week.

W. H. Dunn, Montreal, reports that consignments of new crop Cornes French walnuts have turned out better than anticipated. The trade report them as exceptionally fine quality.

Java, Mocha, Bogota, Mexican and Maracaibo.

In our blends we use only the best of these coffees and they are the best in the world.

Tins weigh from 25 to 125 lbs., and are carefully packed in attractively labeled air-tight tins, which give your shelves a smart, clean appearance.

Our No. 1 Blend to retail at 40c is a fast seller and holds its buyers.

If you are not handling this line you should try a sample order and test it well.

Gorman, Eckert & Co., Limited

London, Canada

Importers and Roasters of Coffee. **Manufacturers of high-class Baking Powder.**

WRITE US

for samples of New **Ceylon Greens and Blacks.** We offer special values now in Japan, Fannings and Siftings, China, Young Hysons and Gunpowders.

IT WILL PAY YOU TO SEE OUR SAMPLES AND PRICES BEFORE BUYING ELSEWHERE.

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Gillett, E. W., Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Greig, Robt., Co., Toronto.
Lumsden Bros., Hamilton.
MacLaren's, W. D., Montreal.

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Canadian Swiss Trading Co., Montreal.
Christie, Brown & Co., Toronto.
Cowan Co., Toronto.
Lamont, Corlies & Co., Montreal.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart, A. J., Toronto.

Blue and Black Lead.
Oakey, John, & Sons, London, Eng.

Brooms, Brushes, Etc.
United Factories, Toronto.

Canned Goods.
Balfour & Co., Hamilton, Ont.
Burlington Canning Co., Burlington, Ont.
Gillard, W. H., & Co., Hamilton.

Business Brokers.
The Locators, Winnipeg, Man.

Chewing Gum.
Row & Co., Brockville, Ont.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Canadian Cigar Co., London, Ont.
Empire Tobacco Co., Montreal.
Fortier, J. M., Montreal.
McAlpiu Consumers Tobacco Co., Toronto
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Cans and Canisters
Acme Can Works, Montreal.

Cocoanut.
Greig, Robt., Co., Toronto.
Lumsden Bros., Hamilton.

Cocoas and Chocolates.
Canadian Swiss Trading Co., Montreal.
Cowan Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Lamont, Corliss & Co., Montreal.
MacLaren, A. F., Imperial Cheese Co., Toronto.
Mott, John P., & Co., Halifax, N.S.
Todhunter, Mitchell & Co., Toronto.
VanHouten's—J. L. Watt & Scott, Toronto

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal and Toronto.
Colson, C. E. & Son, Montreal.
St. Charles Condensing Co., Ingersoll.

Corks.
Ewing, S. H., & Sons, Montreal.

Crockery, Glassware and Pottery.
Barnard & Holland, Montreal.
Cassidy, John L., Co., Montreal.
Gowans, Kent & Co., Toronto.
Klotz, E. W., Torouto.

Dairy Produce and Provisions
Clark, Wm., Montreal.
Fearman, F. W., Co., Hamilton.
Matthews, Geo. Co., Brantford, Hull, Peterboro'.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Ryan, Wm., & Co., Toronto.
Rutherford, Marshall & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Black Bros. & Co., Halifax.
James, F. T., Co., Toronto.
Sovereign & Lynx Brands.
Stavanger Preserving Co., Toronto and Vancouver.
Todd, J. H., & Son, Victoria, B.C.
White & Co., Toronto.

Fly Paper.
"Tanglefoot."

Foreign Importers.
Biermann, E., & Co., Cardiff, Wales.
Duffus, Alex. S., London, Eng.
Griffin & Culverwell, Bristol, Eng.
Hall, R. C., & Co., London, Eng.
Lethem, John, & Sons, Leith, Scotland.
Little, Geo., Manchester, Eng.
Scott, David, & Co., Liverpool, Eng.
Stokes Bros., Exeter, Eng.
Whiteley, Muir & Co., Liverpool, Eng.
Wickes, Hamilton, & Co., London, Eng.

Fruits—Dried, Green, and Nuts.
Adamson, J. T., & Co., Montreal.
Balfour & Co., Hamilton.
Eby, Blain Co., Toronto.
Finkle & Ackerman, Bowmanville, Ont
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton.
Goodwillie's—Rose & Laflamme, Montreal.
Husband Bros. & Co., Toronto.
Kinnear, T., & Co., Toronto.
Millman, W. H., & Sons., Toronto.
McWilliam & Everist, Toronto.
Rattray, D., & Sons, Montreal.
Reid, Homer, Meaford, Ont.
Robinson, O. E., & Co., Ingersoll.
Stringer, W. B., & Co., Toronto.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Tippet, A. P., & Co., Montreal.

Grain, Flours and Cereals.
Castle, F. J., Co., Ottawa.
Frontenac Cereal Co., Kingston.
Greig, Robt., Toronto.
Lake Huron & Manitoba Milling Co., Goderich.
McCann, Wm., & Co., Toronto.
Ogilvie Milling Co., Montreal.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Castle, F. J. Co., Ottawa.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
"Ozo" Co., Montreal.
Turner, James, & Co. Hamilton.
Sloan, John & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co., Montreal.
Colee Mfg. Co., Philadelphia, Pa

Hides.
Page, C. S., Hyde Park, Vt.

House Insect Destroyer.
Common Sense Mfg. Co., Toronto.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fixtures, Trucks, Etc
Auer Light Co., Montreal.
Walker Pivoted Bin and Store Fixture Co., Toronto.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Colson, C. E., & Son, Montreal.
Crosse & Blackwell's C. E. Colson & Son, Montreal,
"Ozo" Co., Montreal.
Smith, E. D., Winona, Ont.
Upton, Thos., & Co., Hamilton.

Macaroni
Tippet, A. P., & Co., Montreal.

Manufacturers' Agents, Brokers and Commission Merchants.
Adamson, J. T., Montreal.
Creed, J. S., Montreal.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Lambe, W. G. A., & Co., Toronto.
Lawson, Reginald, Winnipeg.
Millman, W. H., & Sons, Toronto.
Milne, Chas., Vancouver, B.C.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Rattray, D., & Sons, Montreal.
Ryan, Wm., Co., Toronto.
Tippet, A. P. & Co., Montreal.
Rutherford, Marshall & Co., Toronto.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Matches.
Walkerville Match Co., Walkerville, Ont.

Mince Meat
Bates, Peacock Co., Hamilton.
Capstan Mfg. Co., Toronto.
Fearman, F. W. Co., Hamilton, Ont.
Greig, Jas. R., Montreal.
Lytle, T. A., Co., Toronto.
Wethey J. H., St. Catharines.

Mops.
Tarbox Bros., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Medicines.
Mathieu, J. L. Co., Sherbrooke, Que.

Patent Solicitor.
Cullen, Orlan Clyde, Washington, D.C.

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Greig, Robt. Co., Toronto.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Colson, C. E., & Son, Montreal.
Flett's—Rose & Laflamme, Montreal.
Gorman, Eckert & Co., London, Ont.
Heinz, H. J., Pittsburg, Pa.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Paterson's—Rose & Laflamme, Montreal.
Sutton, G. F., Sons & Co., London, Eng.

Polishes—Metal.
Oakey, John, & Sons, Montreal.

Polishes—Stove.
Morse Bros., Canton, Mass.
Prescott's.—W. H. Dunn, Montreal

Poultry and Cattle Food.
Greig, Robert, Co., Toronto.
Myers Royal Spice Co., Niagara Falls, Ont.

Refined Cider.
Wilson, W. H. Co., Tilsonburg, Ont.

Refrigerators.
Eureka Refrigerator Co., Toronto.

Rice
Ormé & Sutton Rice Co., New York.

Salt
Canadian Salt Co., Windsor, Ont.

Shelf Boxes.
Bennett Mfg., Co., Pickering, Ont

Soap.
Duncan Company, Montreal.

Signs.
Martell Stewart & Co., Montreal.
Toronto Salt Works, Toronto.

Starch.
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Edwardsburg Starch Co., Cardinal, Ont.
Ocean Mills, Montreal.

Steel Shingles and Siding.
Metallic Roofing Co., Toronto.

Store Lighting.
Auer Light Co., Montreal.

Sugars, Syrups and Molasses.
Canada Maple Exchange, Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Grimm Mfg. Co., Montreal.
Imperial Maple Syrup—Rose & Laflamme Montreal.
Ontario Sugar Co., Berlin, Ont.
"Sugars" Limited, Montreal.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England
Dutch Chemical Works, Amsterdam, Holland.
Eby, Blain Co., Toronto.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Gorman, Eckert & Co., London, Ont.
Greig, Robert, Co., Toronto.
Japan Tea Traders' Ass'n.
Kinnear, T., & Co., Toronto.
Lumsden Bros., Hamilton.
"Ozo" Co., Montreal.
Rutherford, Jas., & Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Sloan, John, & Co., Toronto.
Todhunter, Mitchell & Co., Toronto.
Wood, Thos., & Co., Montreal.

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"Ozo" Co., Montreal.
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Staunton's Limited, Toronto.

Washing Compound.
Keen's—Frank Magor & Co., Montreal.
Winn & Holland, Montreal.

Woodenware.
United Factories, Toronto.
Woods, Walter, & Co., Hamilton.

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Salt Sense

The ordinary Salt of ordinary trade must not be confounded with Windsor Salt, which is sifted, not ground. Think of the goodness that slips away from the Salt crystal that is mangled, bruised, ground—think of the impurities that must creep in. Windsor Salt contains nothing but pure, white, dry, whole Salt crystals—no matter that they are fine and small crystals, they are whole crystals all the time.

Windsor Salt

is prepared in the only safe, sure way, by the Vacuum process. Every particle of moisture is dried out, which prevents the "caking" of the Salt. If you will stop to consider you will quickly see why Windsor Salt is best. Any man of intelligence and sense will agree to that.

The Canadian Salt Co., Limited, Windsor, Ont.

Dollars and Cents

1000 gallons

of

absolutely Pure

Maple Syrup

We have the above quantity of Eastern Township's Pure Maple Syrup to offer to the trade.

We will put this up to suit customers, in ½-gall., 1-gall., 5-gall. and 10-gallon tins.

WRITE FOR PRICES.

The Grimm Mfg. Co.

Manufacturers of Champion Maple Syrup Evaporator and Maple Sugar Makers' Supplies,

MONTREAL

You Owe Yourself

In the matter of Wrapping Paper Expense.

—If you can wrap all your year's parcels for $10, $20, $40, $80, $160 less than it costs you now, then you owe yourself $10, $20, $40, $80, $160.

A Tip How to Do It

Buy your requirements from us, for we have made a study of this part of your business. Strong, light papers are our hobby.

DOUGLAS & RATCLIFF

LIMITED

Paper Merchants, - Toronto.

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

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NEW ADVERTISEMENTS.

Griffin & Culverwell, Bristol, Eng.

RAILROAD METHODS CONTRASTED

GOOD advertising by leading United States railroads and a lot of gratuitous advertising in Canadian papers of American railway methods has made the average Canadian believe that Canadian railways are in many respects inferior to those under United States operation. A recent experience of a reader of this paper would indicate that even the New York Central—the best advertised and consequently the most popular road in the U.S.—has much to learn from the Canadian Pacific.

The gentleman referred to was traveling from Boston to Toronto last week over the Boston & Albany section of the New York Central Railway. Near Pittsfield, Mass., a collision between two freights blocked the line for several hours. Shortly after it was cleared, three fast passenger trains which had been held up, were started west. The first had not gone three miles before it crashed into and demolished a snow plow with its engine and caboose, besides doing a lot of damage and shaking up its own passengers. The next train was following it close behind, but stopped in time. The third train came within a few yards of running into this one, so close were they running and so stormy was the night, while the fourth train also running between stations, nearly ran into the third.

It was nearly 11 o'clock in the morning before the track was cleared. There was a dining car on the first train with a considerable supply of provisions, and there were farmhouses about in all directions, yet no attempt was made to supply the poor passengers with coffee or bread or anything to relieve their hunger. They were then held up just outside of Albany for nearly an hour and when they got to Albany they were told, after making anxious inquiries, that there was a restaurant and that they could get something to eat. There was no one to show them where the restaurant was and when they came out the trains had all been shifted around and it was with difficulty they found them.

The same gentleman came up from Montreal on the Canadian Pacific on Saturday morning through the severe snowstorm. He woke up in the country near a farmhouse, and on getting out of his berth found that the train hands had gone to this farmhouse to secure everything they could. They even got the farmer's wife to bake them some rolls. The train reached Peterborough about 1 o'clock and found awaiting them there an excellent meal and no charge whatever was made.

A NECESSARY DECLARATION.

A GREAT deal of inconvenience is at present being occasioned importers by the lack of knowledge on the part of shippers in the United States of the requirements of the Customs Department regarding invoices. There is a prescribed form which should accompany every invoice and which, owing to the provisions of the dumping clause, is rendered more than ever necessary. The form contains a signed declaration reading as follows:

I, the undersigned, do hereby certify as follows: (1) That I am the..... of the exporter of the goods in the within invoice mentioned or described: (2) That the said Invoice is in all respects correct and true; (3) That the said Invoice contains a true and full statement showing the price actually paid or to be paid for the said goods, the actual quantity thereof, and all charges thereon; (4) That the said Invoice also exhibits the fair market value of the said goods at the time and place of their direct exportation to Canada and as when sold at the same time and place in like quantity and condition for home consumption, in the principal markets of the country whence exported directly to Canada, without any discount or deduction for cash, or on account of any drawback or bounty, or on account of any royalty actually payable thereon or payable thereon when sold for home consumption but not payable when exported, or on account of the exportation thereof or for any special consideration whatever; (5) That no different invoice of the goods mentioned in said invoice has been or will be furnished to any one; and (6) That no arrangement or understanding affecting the purchase price of the said goods has been or will be made or entered into between the said exporter and purchaser or by any one on behalf of either of them, either by way of discount, rebate, salary, compensation, or in any manner whatsoever other than as shown in the said invoice. (7) Whereas, German Goods are subject to a Surtax in Canada, I certify that none of the articles included in this invoice are the product or manufacture of Germany, and that the chief value of none of such articles was produced in Germany, save and except all articles opposite which the word "Germany" is written on this invoice. Dated at blank, this blank day of blank, 190 . (Signature) blank.

We have printed this form once more so that the necessity for its use may be impressed on all foreign shippers to this country. When properly filled out, it will save importers here much annoyance and delay.

SUPPORT THE BEST MEN.

IN the speeches now being delivered throughout Ontario in connection with the general election campaign, progressive business men cannot but be impressed with the weakness of the appeals made by both sides for support

The Liberals, perhaps, have the better part of the argument in their talk of building up New Ontario, and Mr. Ross certainly deserves credit for an energetic policy—but this policy was forced upon him by the natural growth of the country. Outside of this neither party has made any announcement whatever that would entitle them as a party to the support of the business men of the province, and in practice 95 per cent. of the voters are interested in the business development of the country.

Unless either party comes out with a strong policy for the further development and improvement in Old Ontario, business men should support the best men regardless of party. By best men we mean those who are known to be above everything else, honest,—who have clean records, who have been successful in whatever thing they have undertaken; who have led either as farmers, merchants, manufacturers, mechanics, or in their profession,—men as far as possible whose private affairs are in such a position that they can leave them without allowing their interests to suffer and who will not depend upon their allowance in the House for their livelihood.

GOOD IMMIGRATION AGENT.

RAILWAY officials say that an unusually large number of people have taken advantage this Winter of the cheap excursion rates from the Northwest to Eastern Canada. It is far-sighted policy on the part of the C. P. R. and other roads to offer these cheap excursion rates every Winter although it is quite true that little or no direct profit can be made from carrying passengers at such low rates. But no body of men are more directly interested in the development of the Canadian West than are the management of the Canadian Pacific, and being keen business men they are fully alive to the advantages of advertising.

In no way can the opportunities of the West be more effectively advertised than by the sending East every Christmas of several thousand successful Western farmers. These men return to their old homes carrying a story of wealth and plenty awaiting the settler in the Canadian West, and every such Western visitor is a most efficient immigration agent. He is a man of practical experience, able to tell his Eastern friends just what they want to know about the possibilities of life in the West, and no Westerner ever yet returned East to decry the country west of the lakes.

Western Canada is prosperous, and every visitor to the East this Winter has good reason for the optimism which is his most prominent characteristic. The result is bound to be a continued flow of population from East to West. The Eastern Canada farmer is the best class of settler who comes to the prairies, and the railways are serving their own interests when they encourage the advertising of the West among the farmers of the East.

CO-OPERATION IN BUSINESS.

ONE of the most interesting features in connection with the development of Trade and Commerce in Canada during the last year or two is the increasing number of firms who are admitting employes into partnership. The time was when a favorite policy in Canadian business concerns was for employer to treat employes as automatons both intellectually and as far as remuneration was concerned. The character of work done had, of course, to be taken into consideration. It was, however, mostly from the standpoint of the manufacturer and his wares rather than from that of the workman; the thumb-screw of utilitarianism was habitually employed, with the result that an employe had no scruples about changing his position for one with more pay attached.

Many Canadian business men have discovered the penny wisdom and pound foolishness of such a policy and come to see that the interest and loyalty of employes is a thing not to be despised, even from a pecuniary standpoint. Accordingly they are extending the profit-sharing scheme to include valued and trustworthy servants. To those innured to the days of the Inquisition it would come as a delightful surprise were they to hear the business head of a concern addressing subordinates as "colleagues," yet such is not an unusual thing in many Canadian firms today. The necessity of eliminating as far as possible the time server and at the same time the pernicious system, which incidentally may be said to have been frequently related to the former as effect to cause, cannot be too strongly advocated. In business concerns the world over there are three classes of employes; first the ambitious man, competent to fulfill his business duties and at the same time sufficiently well established to be assured of a future; second, the conscientious clerk who for some reason or other is inclined to look upon his position as neither satisfactory nor secure; and third, the time server. In corporations whose members are far-sighted and sagacious enough the tendency latterly has been to eliminate as far as possible the third-mentioned class, to remove the reason for the existence of the second, which otherwise is in danger of degenerating into the third, and lastly to swell the numbers of the first, the underlying motive being not only to serve the right class of employes in the best and most practical way, but to cultivate an unselfish loyalty among employes for the firms with which they are identified to the end that the best possible results may be obtained for the said firms.

No sensible clerk in a grocery store is going to be content to remain behind the counter all his days as a clerk. He will not be satisfied until he has mastered the technique of the grocery business to the minutest details, and is in a position to give his employer first-class service. The grocer, however, as well as the clerk has his duty to perform, and in this connection the action of a prominent grocery and general mercantile firm in Portage la Prairie, Manitoba, since the beginning of the year is deserving of special commendation.

MUST LABEL COMPOUNDS AS SUCH.

MEMBERS of the grocery trade throughout Canada will welcome the announcement of the Inland Revenue Department, that it has decided upon a rigorous enforcement of the regulations of the Food Adulteration Act, in particular the one which requires dealers in adulterated goods to label them as such. Hereafter, the word "compound" must be printed in conspicuous characters as an inseparable portion of the general label to be used on such goods.

It is to be hoped such action may have the effect intended, since it is a well-known fact among those conversant with the manufacture and sale of food products in this country, that there is a large quantity of stuff going regularly into consumption which is positively detrimental to public health. The Canadian Grocer has for years advocated a rigorous enforcement of the regulations of the Pure Food Law, and in this particular it is particularly gratifying to see the determined stand taken by the Minister of Inland Revenue, the Hon. Mr. Broderr.

RETAIL GROCERS' MONTHLY MEETING.

THE Toronto Retail Grocers' Association held their regular monthly meeting in St. George's Hall, Toronto, on Jan. 9. Among those present were President F. W. Johnson; secretary, B. Panter, H. D. Kelly, D. Bell, T. Clark, J. T. Scholes, D. McLean, B. Snow, J. S. Bond, and James Nolan, an ex-member of the Association, now a general merchant in Granville, North Dakota, and mayor of the town.

The principal item of business was the annual election of officers, which resulted as follows: President, H. D. Kelly; vice-president, R. Van Loan; treasurer, J. S. Bond, trustees, F. W. Johnson, D. Bell and J. T. Scholes; executive committee, T. Clark, D. McLean, E. Thorn and O. Davies; inside guard, B. Snow.

At the close of the installation of new officers, Mr. Nolan gave a very interesting address on the conditions of trade in North Dakota, American business methods, and a brief history of his career since leaving Toronto.

It was decided to hold the annual At Home of the Association in the Temple Building on February 8. The executive committee was instructed to look after all detail work and from present indications the event will be a huge success.

As a result of the intimation conveyed in letters received by the Association, it was decided not to participate in the Pure Food Show to be held in Massey Hall, April 3 to 15.

H. D Kelly, the new president, has been a member of the Association for fourteen years. Fifteen years ago Mr. Kelly and his brother started in business at the corner of Mutual and Queen streets, Toronto, which is the site of his present stand. Mr. Kelly was vice-president during 1904, and has been a member of the executive of the Association for four years.

J. S. Bond, treasurer of the Association for 1905, is well known to the retail mercantile trade of Toronto, having been in business for fifteen years at the corner of Seaton and Gerrard streets. Mr. Bond has been a member of the Toronto Retail Grocers' Association for thirteen years, during which time has held every available office, being president in 1897 and vice-president in 1896.

Benjamin Panter, the present secretary, is also well known in Toronto grocery circles. Mr. Panter started in business in 1895, on Davenport road, opening up a small store opposite the Jesse Ketchum school. Thence he moved to larger premises at No. 81 Davenport road, and later to the corner of Spencer avenue and King street, where he continued in business five years. At the expiration of this time he accepted a situation as manager of a large grocery store in North Toronto. He has been a member of the Association for fifteen years, having served as president during 1901.

present were R. J. Helstrop, W. Bail, M. H. Anderson, R. H. Hudson, H. Treblecock, and W. Turpin. The annual election of the officers takes place at the next meeting of the Association, Feb. 14, when a large attendence is expected. At this meeting a concert will be tendered to the members present and in addition, a review of the past year's work will be given by the president.

In the order of business the proposal to change the quarters of the Association was discussed but it was finally decided to retain the present room for the year 1905. At the conclusion of the meeting the first and second prizes awarded in the recent carpet ball contest were presented to R. H. Hudson and M. H. Anderson, respectively.



Group picture of the staff of the MacLean Publishing Co., taken at the First Annual Banquet of the Company, Queen's Hotel, Toronto, Dec. 31, 1904

ANNUAL MEETING OF GROCERY CLERKS.

The annual meeting of the Toronto Retail Grocery Clerks Association was held in the Temple Building on Tuesday evening, January 10. Among those

FATAL ACCIDENT.

By falling down the elevator shaft in the wholesale grocery warehouse of T. Kinnear & Co., at 19 Front street east, Toronto, on Monday, Jan. 9, George Stacey, one of the employes, was so badly injured that death resulted in less than an hour. Stacey was 28 years of age, married, and lived at 752 Broadview avenue.

NEW GROCERY FIRM.

E. Hazell, brother of the late T. Hazell, Hamilton, and G. Dawson, manager of the meat department of Hazell & Son's main store in the same city, have formed a partnership and will carry on Hazell & Son's branch store at the corner of Main and Wentworth streets, Hamilton. W. Hazell, sr., has purchased Hazell & Son's east end store.

Don't "Knock"



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MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Groceries.

Montreal, Jan. 12th, 1905.

JOBBERS generally report themselves satisfied with trade, some of the larger jobbers estimating that it is even better than last year. Country roads are in good condition and although the farmers have not taken full advantage of same to market their grain and produce, it is clear by the way remittances are coming in and paper met, that money is circulating more freely outside. Travelers are sending in a fair amount of business. As hinted in our last report, the sugar market has taken another rise, and 10c. higher is announced. It is expected by the trade that another advance is almost sure to come, and many jobbers have been stocking up in a fair way. In teas business is not quite so good, and although prospects are brighter, trade locally is dull. In Japan some business has gone through, principally for medium grades. Finest Japans are scarce and in demand. Ceylon greens are in better shape than other lines. China greens and blacks are dull. Molasses is strong and stocks light and holders asking higher prices than jobbers care to pay. Corn syrups are going out better. Spices are dull, with a weakening in cloves. Camphor advanced to $1.10 per lb. and scarce coffees continue strong. Canned goods are steady with no particular demand for any lines except tomatoes and corn. Rice for Montreal district advanced 20c. per 100 lb. in B. and C.C. grades. Government reports show heavy shortage in Burmah crop. Cables from patrons under date of 9th inst., report currant market strong, with higher tendency. Fish business is showing up again after the lull of the late holidays. Frozen fish are in good demand, and weather continues favorable for buyers. Oysters are on the quiet side. In green fruits the feature of the week was the arrival in this market of the first shipment of Jamaica navel oranges ever sent to Canada. These are very fine, in beautiful condition, and very sweet. A first car of Jamaica bitter oranges was received this week. These will be strong competitors of Messina bitter oranges. Vegetables are in fair demand. Onions hold their high position, being very scarce. Flour remains unchanged, despite a strong advance in Western wheat. Demand for feed is good, while in rolled oats little is doing. Hay has dropped off from 50c. to $1.00 per ton, with plenty offering. Provision market is in good shape, live hogs firmer and cable orders for bacon the cause. Butter is maintaining its strong position, with receipts light. Cheese is also firm, and stocks light. Better demand for white clover honey ruling, and supplies light. Poultry somewhat easier in tone. Coal oil reduced 1-2 cent a gallon.

SUGAR

A further advance of 10c. in sugars went into effect this week, and the general opinion of the trade, as well as reports from refiners, would indicate a likelihood of still higher prices. The European position is very strong, and crop reports would indicate a very heavy shortage in the yield. The production of sugar last year was not equal to consumption, and heavy demands were made on reserve stock. A fair amount of business is being done locally and the strong position, and the recent steady advances have provoked good buying by the trade. We quote:

Granulated, obls.	$5 55
" ½-bbls	5 70
" bags	5 50
Paris lump, boxes and bbls.	6 10
" " ½-boxes and ½-bbls	6 20
Extra ground, bbls.	5 95
" " 50-lb. boxes	6 15
" " 25-lb. boxes	6 25
Powdered, bbls	5 75
" 50-lb. boxes	5 95
Phoenix	5 45
Bright coffee	5 35
" yellow	5 30
No. 3 yellow	5 30
No. 2 "	5 10
No. 1 " bbls.	5 00
No. 1 " bags	4 95
Raw Trinidad	3 90
Trinidad crystals	4 05

TEA.

There is no change to report this week in the condition of the tea market. Business has really not opened up yet for the year, and a hold-off feeling seems to prevail in the trade. Prospects, however, are reported as bright. Ceylon greens seem to be in better shape than most other grades, and a better demand exists at firmer prices. In China greens, there is nothing doing. Reports from the United States are that a stronger market for China teas prevails there. In Japan, the market is not very brisk, but a few transactions at fair prices have taken place, mostly for mediums. Finest grades are scarce and enquired for. Business from the country is reported to be fair and the future promises well. Very few fine Japans are on hand. We quote:

Japans—Fine	0 26	0 28
Medium	0 20	0 24
Good common		0 18
Common	0 12½	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders	0 12	0 12
Congous—Kaisows		0 12
Pakling boxes	0 12	0 14

SYRUPS AND MOLASSES.

No change to report in molasses. The market is quiet but very firm. There is little stock left in first hands, and holders are asking higher prices with buyers not inclined to purchase. Corn syrups are in very good demand and a considerably larger area is interesting itself in these goods. We quote:

Barbadoes, in puncheons		0 30
" in barrels		0 32½
" in half-barrels		0 33½
New Orleans	0 22	0 35
Antigua		0 27
Porto Rico		0 45
Corn syrups, bbls.		0 02½
" ½-bbls.		0 02½
" ¼-bbls.		0 03
" 38½-lb. pails		1 30
" 25-lb. pails		0 90
Cases, 2-lb. tins, 2 doz. per case		1 90
" 5-lb. " 1 doz. "		2 35
" 10-lb. " ½ doz. "		2 25
" 20-lb. " ¼ doz. "		2 10

SPICES.

Spices are firm in sympathy with foreign advices. Cloves are slightly cheaper. A fair demand obtains for pepper and ginger. The general tone of the market is strong. Business locally is on the quiet side.

	Per lb.	
Peppers, black	0 18	0 22
" white	0 25	0 30
Ginger	0 15	0 24
Cloves, whole	0 22	0 35
Cream of tartar	0 25	0 30
Allspice	0 16	0 19

COFFEE.

The strong feeling still obtains. Reports from New York indicate that the manipulating movement carried out there by speculators is being felt. In some quarters it is feared that the forcing of prices is bound to react. Roasters are buying these. Not much future business is being done. Locally the market remains firm and as far as momentary business is concerned, there is little to report. We quote:

Good Cocuta	0 10	0 10½
Choice "	0 11½	0 12½
Jamaica coffee	0 10½	0 11
Java	0 18	0 22
Mocha	0 16	0 19
Rio	0 08	0 09

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MacLean Publishing Co., Limited

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CANNED GOODS

Business is decidely quiet. No changes are reported and no particular lines, except tomatoes and corn, of more than usual interest. Salmon continues strong, stocks being light. Sardines are receiving fair attention and business promises well in same. Canned fruits are commencing to be enquired for as home-made goods are getting used up. We quote:

Salmon, pink	0 90	1 00
" spring	....	1 55
" Rivers Inlet red sockeye	....	1 65
" Fraser River red sockeye	1 50	1 75
Lobsters, talls	....	3 45
" 1-lb. flats	3 50	4 00
" ½-lb. flats	....	2 25
Canadian Sardines, ¼s	3 65	4 00
California asparagus	4 50	5 00
Asparagus tips	3 50	3 75

VEGETABLES.	Per doz.
Corn, 2-lb. tins	$1 20
" 2-lb. succotash	1 25
Gallon corn	5 00
Tomatoes, 3-lb. tins	1 30
Gallon tins	3 60
Sugar beets	$0 85 0 95
2's Asparagus Tips	2 50
2's Beans, Golden Wax	0 80
2's " Refugee or Valentine	0 82½
2's " Crystal Wax	0 92½
2's Peas, No. 4 "Standards"	0 82½
2's " No. 3 "Early Junes"	0 85
2's " No. 2 "Sweet Wrinkled"	0 95
2's " No. 1 "Extra Fine Sifted"	1 30
2's Table Spinach	1 40

FRUITS.

Pears—Flemish Beauty Bartletts and pie in 2, 2½ and 3's	$1 15	$2 20
Peaches—White yellow and pie, 1½'s, 2's, 2½'s		
3's	1 25	2 82½
Gallon pears	3 15	3 67½
" peaches	3 55	4 50
Pumpkins, 3-lb. tins	....	0 72½
" Gal.	....	2 50
3-lb. squash	....	1 00
2's Cherries, red, pitted	....	2 20
2's " " not pitted	....	1 75
2's " black, pitted	....	2 20
2's " black, not pitted	....	1 75
2's " white, pitted	....	2 40
2's " white, not pitted	....	2 00
2's Currants, red, heavy syrup	....	1 57½
2's " red, preserved	....	1 77½
Gals. " red, standard	....	4 75
Gals. " red, solid pack	....	7 00
2's " black, heavy syrup	....	1 75
2's " black, preserved	....	2 05
Gals. " black, standard	....	5 00
Gals. " black, solid pack	....	8 00
2's Gooseberries, heavy syrup	....	1 62½
2's " preserved	....	1 85
Gals. " standard	....	7 25
2's Lawtonberries, heavy syrup	....	1 57½
2's " preserved	....	1 85
Gals. standard	....	4 97½
2's Pineapple, sliced	....	2 25
2's " grated	....	2 35
3's " whole	....	2 50
2's Plums, Damson, light syrup	....	1 00
2's " " heavy syrup	....	1 30
2½'s " " " "	....	1 57½
3's " " " "	....	1 85
Gals. " " standard	....	2 95
2's " Lombard, light syrup	....	1 05
2's " " heavy syrup	....	1 35
2½'s " " " "	....	1 62½
3's " " " "	....	1 90
Gals. " " standard	....	3 15
2's " Green Gage, light syrup	....	1 15
2's " " heavy syrup	....	1 47½
2½'s " " " "	....	1 72½
3's " " " "	....	2 00
Gals. " " standard	....	3 45
2's " Egg, heavy syrup	....	1 52½
2½'s " " "	....	1 80
3's " " "	....	2 10
2's Raspberries, red, heavy syrup	....	1 40
2's " " preserved	....	1 60
Gals. " " standard	....	5 00
Gals. " " solid pack	....	8 00
2's " black, heavy syrup	....	1 35
2's " " preserved	....	1 50
Gals. " " standard	....	4 75
2's Rhubarb, preserved	....	1 15
3's " "	....	1 90
Gals. " standard	....	2 62½
2's Strawberries, heavy syrup, 1903 pack	....	1 47½
2's " " " 1904 pack	....	1 60
2's " preserved	....	1 75
Gals " standard	....	5 50
Gals. " solid pack	....	8 50

RICE.

Report at hand states that the Government estimate on the quantity of Burmah rice, available for export during 1905, amounts to 2,293,000 tons, or 263,000 tons less than estimated for 1904.

The crop of Siam rice will be about the same as last year; from Saigon, the advices are less favorable, whilst Japan has a large crop, but will require it all, and a large portion of the Burmah, Saigon, and Siam crops as well. Japan is at present a strong buyer of Burmah cleaned rice. The prices have run up and stock is hard to obtain in Burmah, and it is a general opinion that should the war continue we shall have a year of high prices throughout for rice. London and Liverpool are consequently firm at advanced prices, and a further advance is expected, owing to the short supplies there.

For district of Montreal, rice has been advanced 20c. per hundred lbs. and is quoted as follows:

B rice, in 10 bag lots	3 05
B rice, less than 10 bags	3 15
C rice, in 10 bag lots	2 95
C rice, in less than 10 bag lots	3 05

Foreign Dried Fruits.

News of an important character is very scarce. The trade is quite dull, among the brokers and jobbers. Cables from Patras under date of the 9th, report the currant market strong with higher tendency. Shelled walnuts hold offerings for prompt shipment here in favor of buyers. Bordeaux shippers cannot be found who will go short of the market for forward delivery at parity of to-day's figures. We quote:

VALENCIA RAISINS.

Fine off-stalk, per lb	0 05	0 06
Selected, per lb.	....	0 06½
Layers "	0 07	0 07½

DATES.

Dates, Hallowees, per lb	0 04	0 04½

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per b	....	0 13½
Peaches "	....	0 10½
Pears "	....	0 13

MALAGA RAISINS.

London Layers	....	2 00
"Connoisseur Clusters"	....	2 50
" " Quarter boxes	....	0 80
"Royal Buckingham Clusters," ½-boxes	....	1 10
" " Boxes	....	3 50
"Excelsior Windsor Clusters	....	4 50
" " ½s	....	1 35

CALIFORNIAN RAISINS.

Loose muscatels, per lb.	0 07½	0 08
" " seeded, in 1-lb. packages	0 08	0 09
" " 2 crown	....	0 06
" " 3 "	....	0 06½
" " 4 "	....	0 08

PRUNES.

	Per lb.	Per lb.
30-40s.	....	0 08½
40-50s.	....	0 08
50-60s.	....	0 07
60-70s.	....	0 06
70-80s.	....	0 06
80-90s.	....	0 05
90-100s.	....	0 05
Oregon Prunes (Italian style) 40-50s.	....	0 08
" " 50-60s.	....	0 07
Oregon prunes (French style), 60-70s.	....	0 06
" " 90-100s.	....	0 04
" " 100-120s.	....	0 04

CURRANTS.

Filiatras, uncleaned	....	0 04½
Fine Filiatras, per lb. in cases	0 04½	0 05
" " cleaned	0 04½	0 05½
" " in 1-lb. cartons	00 5½	0 06
Finest Vostizzas "	0 06½	0 07½
Amalias "	....	0 06

SULTANA RAISINS.

Sultana raisins, per lb.	0 06½	0 06
" " 1-lb. carton		0 09

ELEME TABLE FIGS.

Six crown, extra fancy, 40-lb. boxes		0 13
Five crown, fancy, 10-lb. boxes		
Four crown, fancy, 10-lb. boxes		0 09
Three crown	0 07	0 07½
Glove boxes, fine quality, per box		0 11
Fancy washed figs, in baskets, per basket		0 20
" pulled figs, in boxes, per box		0 22
" stuffed figs, " "		0 28
12-oz. boxes	0 06½	0 07

NUTS.

Grenoble walnuts	0 12½	0 14
Tarragona almonds		0 13
Sicily filberts		0 11
Shelled walnuts		0 20
Marbot Walnuts	0 10	0 11
New Brazils	0 15	0 16
Jumbo pecans		0 14
Large "		0 12½
Shelled almonds	0 24	0 26
Peanuts, Spanish shelled		0 13
" Virginian brand, shelled		0 12
New chestnuts, per lb		0 11
Peanuts, Bon Ton		0 11½
" Sun brand		0 10
" Diamond G brand		0 08
" Coon brand		0 07½
Italian chestnuts, per lb		0 07

Green Fruits.

Business has been very quiet indeed since the turn of the year. California navels are selling freely at $3.00 to $3.25. There is a good demand for celery, and prices range from $5.00 to $5.50. Florida tomatoes are receiving some attention, though in a very small way. Boston lettuce shows an advance of 25c. per doz., and is now selling at 85c. A feature this week is the arrival of the first shipment that has ever reached Montreal of Jamaica navel oranges. These are packed 75 to a box, and sell at $2.50. The quality is beautiful and the fruit very sweet. This shipment is more in the nature of an experiment and it will take some years for them to get a good hold on this market. We also note the arrival of first Jamaica bitter oranges this year. They sell at $2.75 per box. The jobbing fruit trade here are of the opinion that in time the Jamaica bitter oranges will take the place of the Messina bitters, as they are cheaper and quality just as good, in fact for marmalade preparations they are considered superior to the Messina, on account of the lighter color resulting with their use. We quote:

Cocoanuts, per bag of 100		4 50
Pineapples, 24 to case	4 50	5 00
" 30 to case		3 50
Cranberries, finest dark		8 50
" dark		7 50
" 25 quart boxes		2 25
Jamaica oranges, per bbl	4 50	5 00
" " per box	2 50	2 75
" grape fruit, per box	3 50	4 00
Florida oranges, per box	4 00	4 50
Florida grape fruit, per box		5 00
Mexican oranges, per box	2 00	2 25
California naval oranges, per box	3 00	3 25
New Messina lemons 300's		2 50
" " " 360's		2 25
Bananas, large bunches, crated	1 25	1 50
Bananas, 8s, per bunch, crated		1 00
Apples Wioter varieties	2 00	3 50
Sweet potatoes, per bbl		4 75
Almeria grapes, per bbl	5 50	7 00
Celery, California golden heart, per case		5 50
Tomatoes, Floridas, crate	4 50	5 00
Lettuce, Boston		0 85

Vegetables.

Business in vegetables is only fair. The top of the market for potatoes is gone, and in a jobbing way quite a little trade is being done. 75c. per bag for choice stock, with several cars at 65c. per bag ex track is noted. The market for onions continues strong, with small supplies, and a good demand, prices having been advanced to $3.75 per bbl., for both red and yellow. In sacks they are being sold at 2 1-2 to 3c. per lb. We quote:

Bunob lettuce, per doz. bunches		0 75
Radishes, per doz. bunches		0 25
Mushrooms, per lb		1 70
Mint, per doz. bunches		0 20
Parsley, " "		0 20
Sage, per doz		1 00
Savory, per doz		1 00
Beets, new, per doz		0 25
Egg plant, per basket		0 75
Rhubarb, outdoor, per doz		0 35
Green onions, per doz		0 15
Spanish onions, large cases, per case		3 75
" " crates, per case		1 50
Red onions, in 75-lb. bags, per bag		2 50
Yellow onions, in 80-lb. bags; per bag		1 75
Green house water cress, per doz		0 45
Green cucumbers, per bush, hamper		1 25
" per half bushel hamper	0 60	0 75
" per bbl		3 50
" per doz	0 40	0 50
Green cabbage, per doz		0 60
" beans, per bush	1 00	1 25
Waxed beans, per bush		1 00
Cauliflowers, home grown, per doz		1 50
Green peppers, per basket		0 45
California celery, per case		5 50
Canadian celery, per doz		0 75

Fish.

The demand for fish is commencing to look up after the recent lull which prevailed during the holidays, and the seasonable weather has a tendency to help sales. Merchants are now getting in stocks of frozen fish for their regular winter trade, as there is no risk now in carrying them. Bulk oysters are not in quite so good demand as before the holidays and during that period, and the trade is just settling itself into regular business. In salt fish there is very little new to note, the demand now being almost entirely for frozen fish. Kippered herrings in half boxes are off the market, also dressed perch. We quote:

Standard bulk oysters, per gal		1 40
Selects		1 60
Shell oysters, bbl	5 00	8 00
Fancy Malpecques	9 00	10 00
Caraquet	4 00	5 00
Dressed bullheads		0 09
Haddies		0 06½
Bloaters in boxes, 100 fish		1 00
Smoked herring, per box, new	0 12	0 13
Fresh haddock, per lb	0 03½	0 04
Pike, " round and dressed		0 05
Halibut, per lb	0 08	0 08½
Gaspe salmon, fresh frozen		0 15
B. C. Salmon, frozen	0 08½	0 09
Fresh steak cod		0 05½
Market cod		0 04
Whitefish		0 08
Dore	0 06	0 06½
Fresh frozen Smelts	0 09	0 12
Fresh frozen Herring, 100	2 00	2 10
New frozen Tom Cods		2 00
No. 1 Labrador herring in 20-lb pails		0 80
No. 1 Herring, Labrador, per bbl		5 00
" " half bbl	2 75	3 00
No. 1 Holland herring, per half bbl		6 50
No. 1 Scotch herring, " "		6 50
" " per keg		1 00
Holland herring, per keg	0 65	0 75
No. 1 Salt mackerel, pail of 20 lbs		2 00
Boneless cod, 1 and 2-lb. blocks, per lb		0 06
" fish, " "		0 05½
" " loose, in 25 lb. boxes		0 04½
Pure Georges cod, 40 lbs		0 07½
Skinless cod, cases 100 lb. (new)		5 00
Green Codfish, (200-lbs.) No. 2		5 75
" " No. 1	6 75	7 00
Large "		7 00
Labrador Salmon, half bbl		9 00
" " (200 lbs.) bbls		17 00
" " Large (300 lbs.)		24 00
B C. salt salmon, bbl		14 00
" " ½ bbl		7 50
Lake trout, salt, 100 lbs		5 00
Sea Trout in bbls 200 lbs		9 50
" half bbls		5 50
Marshall's kippered herring, per doz		1 40
Canadian kippered, per doz		1 00
Canadian ½ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz		1 30
Canned cove oysters, No. 2 size, per doz		2 25

Country Produce.

BEANS.

Good demand and firmness in the market. We quote:

Choice primes	1 35	1 40
" less than car lots	1 40	1 50
Primes	1 30	1 35

POTATOES.

Good demand with firm tone. Track price for choice stock 65c. per bag. Up. 75c.

HONEY.

White clover is in better demand this week, with supplies none too plentiful. We quote:

White clover, extracted, tins	0 08	0 08½
" " kegs	0 07½	0 08
" " comb	0 12½	0 13
Buckwheat	0 06	0 06½

MAPLE PRODUCTS.

Quiet and no signs of any improvement though dealers look for better demand towards end of month. We quote:

Maple syrup, in wood, per lb	0 05½	0 05½
Maple syrup, in large tins	0 50	0 60
Pure sugar, per lb	0 07½	0 08
Pure Beauce, county, per lb	0 08½	0 09

HOPS.

Steady market, prices unchanged. We quote:

Choice	0 32	0 35
Fair to good	0 28	0 31

POULTRY.

Business during the week is somewhat lighter than last report. The hard weather is holding up condition of stock and price. Turkeys 14 to 15c.; geese scarce, and prices range as high as 12c. for good stock. We quote.

Chickens 9 1-2 to 10c. Fowl is easy, down to 7c. with demand light.

Flour and Feed.

FLOUR.

Despite the strength shown by Canadian spring wheat markets last week, no change has been made by millers, and some little cutting is reported. Business during the week has been up to expectations. We quote:

Manitoba spring wheat patents	5 50	5 80
" strong bakers'	5 20	5 50
Winter wheat patents	5 50	5 70
Straight rollers	5 20	5 30
Extra	4 55	4 60
Straight rollers, bags, 90 per cent	2 55	2 65

FEED.

Demand for both bran and shorts has been good and supplies none too large. We quote:

Moullie	25 00	28 00
Ontario bran, in bulk	16 00	17 00
" shorts		20 00
Manitoba bran, in bags	17 00	18 00
" shorts		20 00

ROLLED OATS.

Demand chiefly for small lots. Market quiet, and little business turned. We quote:

Fine oatmeal, bags	2 60
Standard oatmeal, bags	2 60
Granulated "	2 50
Rolled oats, "	2 55
" bbls	5 00

HAY.

A somewhat weaker feeling prevails. Receipts have been heavy, and country roads allowing good haulage. Stocks are heavy. It is apparent that lower prices will follow this condition. We quote:

No. 1 timothy	9 00	9 50
" 2 " choice	8 00	8 50
" 2 " ordinary	7 00	7 25
Clover	7 00	7 50
Clover mixed	6 50	7 00

ONTARIO MARKETS.

Toronto, Jan. 12, 1905.

Groceries.

THERE is nothing of special interest in the grocery trade for the week under review, except a fair volume of sorting-up business, rather in excess of what is expected at this time of year. Trade will be on the quiet side from now until the middle of March when the opening of navigation and outdoor work will create a renewed demand for all grocery staples.

The wholesalers one by one are finishing their stock-taking and report the volume of business for the year as satisfactory, an improvement in some cases of 25 per cent over the previous year's business being noted. The demand for groceries shows a good healthy business feeling throughout the country. Perhaps the most striking feature of the year's trade has been the sensational leaps in sugar which has had the effect of stimulating buying to a marked extent as always happens in a rising market.

The Canadian refined sugar market has advanced 10c during the week, effective on Tuesday, Jan. 12. This makes an advance of 15c since the first of the year. The situation looks very strong both in refined and raw. Canned vegetables, especially corn and tomatoes, are firm and in short supply. Fruits are quiet as well as canned fish, although additional strength is being lent to the salmon situation by the proposal to prohibit fishing on the Pacific coast during 1906 and 1908.

A healthy market is reported for syrups and molasses. Coffees are quiet, with Rios becoming firmer. The market for Indian and Ceylon teas is lower at the present time than for years at the same season, and some great values are being picked up. Standard B rice has advanced ½c owing to the Montreal mills having put up the price 20c per 100 lbs.

Currants have advanced 3d in primary markets and the tendency is still upward. Valencia raisins are also reported to have advanced 1s in Denia. Tarragona almonds are in short supply on spot. Shelled almonds are being sold freely owing to favorable prices named from France for prompt shipment. Holders of evaporated apples have advanced the price ½c per lb.

CANNED GOODS.

The firmness of the corn and tomato market continues, with prices tending higher and stocks reported light. Tomatoes are selling at $1.25 in the absence of active demand; a brightening up in the demand would, however, have the almost immediate effect of advancing prices. Even now some houses are quoting tomatoes at $1.30. The season for canned fruits will not open in earnest until supplies of domestic fruits run lower.

Canned fish are quiet, although some additional strength is being lent to the market by the proposition now before the salmon canners on the Pacific coast to prohibit salmon fishing on the Fraser River and Puget Sound during 1906 and 1908, and to introduce a weekly closed season of 36 hours during 1907. If this plan is carried out red salmon will become a scarce article. We quote the following prices:

Tomatoes, 3's		1 25
Corn, 2's	1 15	1 20
Peas, 2's	0 82½	1 30
Sliced beets, 2's		0 85
" " 3's		0 95
" " whole		0 95
Pumpkin, 3's		0 75
gal		2 50
Squash		1 00
Asparagus tips, 2's		2 50
Golden waxed beans, 2's		0 80
Refugee or Valentine beans, 2's		0 85
Crystal waxed beans, 2's		0 92½
Spinach, 2's		1 40
" 3's		1 80
Baked beans, plain, 1's		0 45
" " 2's		0 72
" " 3's		0 90
Tomato sauce, 1's		0 50
" " 2's		0 78
" " 3's		1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's		0 78
" gal		4 50
" jugs		7 70
Apples, standard, 3's	0 80	0 85
" preserved, 3's		1 47½
" standard, gal	1 70	2 00
Pears, Flemish Beauty, 2's		1 52½
" " " 3's		2 00
" Bartlett, 2's		1 87½
" " 3's		2 82½
" whites, 2's		1 72
" " 3's		2 67½
Peaches, pie, 3's		1 25
Cherries, red, pitted, 2's		2 20
" " not pitted, 2's		1 75
" English black, pitted, 2's		2 20
" " " not pitted, 2's		1 75
" white wax, pitted, 2's		2 42
" " " not pitted, 2's		2 00
Lawtonberries, heavy syrup, 2's		1 57½
" preserved, 2's		1 75
standard gal		4 97½
Plums, Damson, light syrup, 2's		1 00
" " heavy syrup, 2's		1 30
" " 3's		1 85
" Lombards, light syrup, 2's		1 05
" " heavy syrup, 2's		1 35
" " 3's		1 90
" green gage, light syrup, 2's		1 15
" " heavy syrup, 2's		1 47½
" " 3's		2 00
" egg, heavy syrup, 2's		1 52½
" " 3's		2 10
Pineapple, sliced, standard, 2's		2 35
" extra " 2's		2 47½
" grated, " 2's		2 62½
Raspberries, red, heavy syrup, 2's		1 40
" preserved, 2's		1 60
" black, heavy syrup, 2's		1 35
" preserved, 2's		1 50
Rhubarb, preserved, 2's		1 15
" " 3's		1 90
" " gal		2 62½
Strawberries heavy, syrup, 2s		1 60
" preserved, 2's		1 75
Lobster, talls		3 50
" 1-lb. flats		3 75
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Fraser River, "Horseshoe" and "Maple Leaf."		
1-lb. talls, 5 cases and over		1 77½
1-lb. talls, less than 5 cases		1 80
1-lb. flats, 5 cases and over		1 90
1-lb. flats, less than 5 cases		1 92
½-lb. flats, 5 cases and over		1 17
½-lb. flats, less than 5 cases		1 20
Salmon, "Clover Leaf."		
1-lb. talls, 1 to 4 cases		1 80
1-lb. flats, 1 to 4 cases		1 87½
1-lb. talls, 5 to 9 cases and over		1 77½
Chums	0 95	1 00
Sardines, Sportsman ¼'s		0 14
" ½'s		0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04½
" " ½'s	0 09	0 11½
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies, per doz		1 00
Haddies, per case		4 00
Kippered herrings, domestic		1 00
" " imported	1 40	1 45
Herrings in tomato sauce, domestic		1 00
" " imported	1 40	1 45
California ripe olives, tins, per doz		4 75
Corned beef, 1s, per doz		1 50
" 2s, "		2 70
" 6s, "	8 00	10 00
" 14s, "		18 00
Lunch tongues, per doz		3 00
Potted meats, ¼s, "		0 50
" ½s, "		1 00

SYRUPS AND MOLASSES.

Syrups and molasses are moving very freely, this being the biggest season of consumption during the year. The requirements of the wholesale trade are pretty well met for the next few months, they having stocked syrups early in the Winter on account of the high price of corn in the United States. At the same time a fair-sized shipment of West Indian molasses arrived during the week. West Indian molasses is slowly but surely supplanting New Orleans in this market. We quote the following prices:

Syrups—		
Dark		
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb.		0 02¾
" ½-bbls "		0 02½
" kegs "		0 03
" 3 gal. palls, each		1 30
" 2 gal. "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 " ") "		2 35
" 10-lb. " (in ½ " ") "		2 25
" 20-lb. " (in ¼ " ") "		2 10
Molasses—		
New Orleans, medium	0 25	0 30
" ½ bbls	0 27	0 32
" open kettle	0 45	0 50
Barbadoes	0 35	0 40
Porto Rico	0 35	0 40
West Indian	0 32	0 35
Maple syrup—		
Imperial qts		0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

COFFEES.

Business in coffee has been comparatively quiet during the week. Brokers report little or no business, and the wholesale grocery trade has transacted only a small to fair volume of trade. Rios continue to advance. We quote the following prices:

	Per lb.	
Green Rios, No. 7	0 10	0 10½
" " No. 6		0 11
" " No. 5		0 11½
" " No. 4		0 12
" " No. 3		0 12½
" Mocha	0 21	0 23
" Java	0 22	0 35
" Santos	0 11	0 13
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
Green, Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracaibo	0 16	0 23

TEAS.

Cables from Ceylon report heavy sales amounting to nearly 2,000,000 lbs. per week with the result that prices in medium grades have ruled irregularly and some choice bargains have been secured.

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"The handsomest, most convenient, greatest money-saving devices for displaying goods on the market."

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IT CAN BE HAD FOR THE ASKING.
A CARD WILL BRING IT.

FACTORY BRAMPTON ONT.

THE WALKER PIVOTED BIN AND STORE FIXTURE CO.

HEAD OFFICE TORONTO

On the other hand strictly fine teas are scarce and bringing a high price.

Good common tea is showing excellent values and in consequence the demand has temporarily left Indian tea and gone over to Ceylons.

There is nothing new to report in green teas, which are selling in a moderate way at steady prices. The recent advances in Ceylon, owing to shortening of supplies there, has had little or no effect so far on the local markets. Our quotations are as follows:

Congou—half-chests, Kaisow, Moning	0 12	0 35
caddies, Pakling	0 19	0 40
Indian—Darjeelings, Pekoe souchongs	0 20	0 22
" Pekoes	0 25	0 30
" Orange Pekoes	0 35	0 45
Indian—Darjeelings	0 35	0 45
Assam Pekoes	0 18	0 22
Assam Pekoe Souchongs	0 16	0 18
Ceylon—Broken Orange Pekoes	0 23	0 23
Orange Pekoes	0 23	0 30
Pekoes	0 19	0 25
Pekoe Souchong	0 15	0 17
China Greens—Gunpowder, cases, extra first	0 35	0 42½
" half-chests, ordinary firsts	0 22	0 25
Young Hyson, cases, sifted, extra firsts	0 37½	0 47
" cases, small leaf, firsts	0 30	0 37½
" half-chests, ordinary firsts	0 22½	0 32
" " seconds	0 22	0 24½
" " thirds	0 15	0 17
" " common		0 14
Pingsueys—Young Hyson, ½-chests, firsts	0 25	0 30
" " seconds	0 16	0 18
" half-boxes, firsts	0 25	0 30
Japan—½ chests, finests May pickings	0 35	0 39
Choice	0 32	0 35
Finest	0 28	0 30
Fine	0 25	0 28
Good medium	0 20	0 22
Medium	0 18	0 20
Good common	0 19	0 20
Common	0 14	0 15

SPICES.

A seasonable demand for spices is noted and the market continues without special feature. We quote the following prices:

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 25	0 35
" white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 14	0 17
Cassia	0 21	0 25	Mace	0 80	0 90
Nutmeg	0 45	0 75			

RICE AND TAPIOCA.

Rice is ½c higher this week than last in consequence of the Montreal mills having advanced the price of rice 20c per 100 lbs. Tapioca continues unchanged:

	Per lb.			Per lb.	
Rice, stand. B	0 03½	0 03¾	Tapioca, staple	0 03½	0 03½
Patna	0 05	0 05½	" double goat		0 04
Japan	0 06	0 07	Carolina rice		0 08
Sago	0 03½	0 04			

Foreign Dried Fruits.

This week's cables report an advance of 3d in currants, with a strong market and a general higher tendency. Raisins remain on a low level. There is considerable disparity in the offerings of shippers; but as the general character of fruit is rather inferior, fruit well selected as to condition and color is commanding a greater advance in price than usual over inferior goods. The demand on spot is quiet, but as there is no over-supply, prices are being well maintained. Latest cables from Denia advise an advance of 1s in Valencia raisins on account of stocks there being nearly exhausted.

Domestic trade in foreign dried fruits is quiet as usual at this season. The Winter demand for prunes, apricots, peaches, etc., is just beginning, and an active trade is expected to continue from now on into the Spring. We quote the following prices:

PRUNES.

	Per lb.			Per lb.	
100-110s		0 04	60-70s	0 06	0 06½
90-100s	0 04	0 04½	50-60s	0 06½	0 06½
80-90s		0 05	40-50s		0 07½
70-80s	0 05½	0 05½	30-40s	0 08½	0 08½

CANDIED PEELS.

	Per lb.			Per lb.	
Lemon	0 09	0 10	Oltron	0 15	0 17
Orange	0 10	0 11			

FIGS

	Per lb.			Per lb.	
Tapnets	0 03½	0 04	Elemes	0 08	0 13
Naturals	0 06½	0 07½			

APRICOTS.

	Per lb.	
Californian evaporated	0 12½	0 14

PEACHES.

	Per lb.	
Californian evaporated	0 11	0 14

PEARS.

California evaporated, per lb	0 14

CURRANTS.

	Per lb.			Per lb.	
Fine Filiatras	0 04½	up	Vostizzas	0 07	0 08
Patras	0 06	0 06½			

RAISINS.

	Per lb.	
New selects		0 06
Off stalk		0 05½
Sultana	0 06½	0 10



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IT CROWNS THEM ALL

A HANDSOME GLASS DISH IN EVERY PACKAGE. THIS IS A GREAT SELLER

THE ROBERT GREIG CO., LIMITED
TORONTO

Californian seeded, 12-oz. Muscatals	0 06½	0 07
" " 1-lb. boxes "	0 07	0 08½
" unseeded, 2-crown. "		0 07½
" " 3-crown "	0 05½	0 07
" " 4-crown "	0 07	0 08

DATES.

	Per lb.			Per lb.	
Hallowees	0 04½	0 05	Fards new choicest	0 09	0 10½
Sairs	0 04½	0 04½	" new choice		0 09½

FOREIGN NUTS.

Tarragona almonds are in short supply on spot and some orders have been placed for importation. The f.o.h. price is about 2s per bag less than Fall importations cost, but this is largely swallowed up by the heavier freight charges now prevailing.

Shelled walnuts are being sold freely owing to the favorable price named from France for prompt shipment; future shipment on the other hand is hard to buy, most shippers declining to sell futures. A further advance in Valencia shelled almonds is reported in primary markets.

Stocks of almonds and filberts are scarce, and it is difficult to obtain sufficient supplies to fill local orders. There is a fair inquiry for peanuts for ordinary consumption. Marbot walnuts have been crossed off the list as their season is over. Prices continue unchanged. Our quotations are:

Peanuts, green, Virginia, per lb	0 08	0 10
" roasted "	0 10	0 11
" Spanish, green, per lb		0 09
" " roasted, "		0 10
" Japanese, green, per lb		0 09
" " roasted "		0 11
Almonds, Tarragona, per lb	0 12	0 12½
Walnuts, Grenoble, "		0 12½
" Bordeaux, "	0 09	0 10
Filberts, per lb	0 10½	0 11
Pecans, per lb	0 13	0 15
Brazils "	0 16	0 16½
Cocoanuts, Jamaica, per sack		4 50
Italian Chestnuts, per lb		0 10

DRIED FISH.

There is a seasonable demand for all varieties of dried fish, the inquiry being reported as particularly good for cod. Last week's quotations continue unchanged. We quote the following prices:

Boneless fish, per lb		0 04
Cod fish, 1-lb. bricks		0 06
Pure cod, per lb		0 10
Quail-on-toast, per lb	0 05½	0 06
Flitched cod fish, in cases of 100 lbs., per lb	0 06	0 06
Labrador herring, per bbl	6 00	6 50
" " per ½ bbl	3 25	3 40
Scaled herring		0 14½
Salmon trout, per keg		6 00

EVAPORATED APPLES.

Evaporated apples cannot be said to be moving freely as yet, but, notwithstanding this fact, dealers have advanced the price ½c, making the current quotation 6c. The market for dried apples is also dull, the ruling price being in the neighborhood of 4c. During the week American buyers have been inquiring in this market for 5 or 6 carloads of evaporated apples.

Country Produce.

EGGS.

A few new laid eggs are arriving, but the prices paid would not interest the trade generally. Trade is quiet and prices continue unchanged. Our quotations are as follows:

Eggs, held fresh	0 21	0 22
Cold storage fresh	0 20	0 21
" pickled	0 19	0 20

BEANS.

Prices are firm owing to the scarcity of stock on hand. Dealers expect an advance in the near future, although such a change is not warranted at present. Our quotations are as follows:

Beans, handpicked, per bush	1 65	1 70
" prime, No. 1		1 50
" prime, No. 2		1 40
" Lima, per lb	0 07	0 07½

HONEY

Conditions of trade on the local market this week are normal, trade having rallied to a slight degree during the last few days. Prices continue unchanged. We quote the following:

Honey, extracted clover, per lb	0 08	0 09
" sections, No 1, per doz	1 90	2 25
" " No. 2, "		1 75

Green Fruits.

Judging by the class of orders received this week trade has not yet rallied to its normal condition, the bulk being assorted with no large quantity of any particular article. Stormy weather has somewhat delayed shipments.

Sales of oranges are nominal. A depreciation in value is noted in Florida oranges owing to the inferior quality of some consignments. The navel market is strong on account of the California banks refusing to advance money on rolling cars, thereby preventing to some extent a glutting of the market. Better sales are reported in grape fruit. Almeria grapes are meeting with better inquiry, extra fancy quality having the preference; this is hard to get as the percentage of rot is noticeable in many consignments. Larger and more frequent sales are current in bananas, the quality of stock arriving is of the first order, having been handled without chilling. On account of increased demand, prices have advanced 25c on both 8's and large bunches.

A better trade is reported in apples. Prices are firm and dealers expect an advance owing to firm conditions on the British market. Rather large quantities of figs have been left on some dealers' hands and prices have been cut in the anticipation of securing large orders. We quote the following:

Florida oranges, per box	3 00	3 25
Florida grape fruit, per box	4 00	4 50
Florida tangerines (half straps)	2 75	3 00
Florida pineapple, per case	4 50	5 00
Mexican oranges, per box	1 75	2 15
California navel oranges, per box	2 75	3 25
Valencias ordinary, 420's		3 75
" large, 420's		5 00
" 714's		5 00
New messina lemons, 300's, per box	2 50	3 00
" " 360's, per box	2 00	2 50
Bananas, large bunches, crated	1 50	2 00
Bananas, 8's, per bunch, crated	1 00	1 25
Apples, Winter varieties	2 00	3 00
Sweet potatoes, kiln dried, per bbl		5 50
" " kiln dried per bushel crated	1 90	2 00
Almeria grapes, per bbl. extra fancy	6 00	7 00
Cranberries, Budd's long keepers		10 00
Smyrna figs, Eleme, four crowns		0 08
" " five "		0 09
" " six "		0 10
" " seven "		0 14
" " glove boxes, 1-lb	0 08	0 09
" " Protoben, four crowns	0 10	0 11
" " " five "	0 13½	0 14
Comadre figs	0 03½	0 03½

The following cables have been received by Eben James, Toronto, from M. Isaacs & Son, London: "Jan. 6, 1905—Colored from 10s to 14s, good demand and prospects." From Woodall & Co., Liverpool: "Jan. 9, 1905—Only odd lots selling; market unchanged."

W. B. Stringer & Co., representing J. C. Houghton & Co., Liverpool and London, has received the following cable from Liverpool: "Jan. 11, 1905—17,000 bbls selling. Demand is active. Golden Russetts XXX 18s 6d to 23s, XX 13s 6d to 17s 6d; Spies XXX 16s to 20s, XX 12s to 16s; Phoenix 13s to 17s; Baldwins XXX 13s to 17s, XX 10s to 11s 9d."

APPLE SHIPMENTS.

Total apple shipments for week ending January 7, 1905 :

	To Liverpool.	London.	Glasgow.	Various.	Total.
From Boston	22,773	2,909	6,270	4,971	36,923
New York	3,102	3,612	2,010	12,995	21,719
Portland, Me.	11,004	1,754	9,723	156	22,637
Halifax	353	15,834	....	....	16,187
St. John, N.B.	700	....	....	151	851
Total for week	37,932	24,109	18,003	18,273	98,317
Same time 1904	39,557	30,791	1,238	6,165	77,751
Same time 1903	29,089	18,552	3,197	10,424	62,263
Total since season opened					1,691,257 bbls.
Same time 1903-1904					2,625,204 "
Same time 1902-1903					1,813,287 "

Vegetables.

A good inquiry is noted for all imported vegetables. The increased demand for Spanish onions has caused prices to advance. Owing to the scarcity of cabbage, the price has advanced 5c on single heads and 10c per dozen. Some good sales are reported in hothouse cucumbers. Trade in domestic vegetables is quiet. Our quotations are:

Greenhouse lettuce		0 35
Greenhouse radishes, per doz. bunches		0 50
Mushrooms, per lb		1 00
Dry Mint, per doz bunches		0 20
Parsley, " "		0 20
Sage, per doz		0 15
Savoury, per doz		0 15
Carrots, per bag		0 60
Beets, per bu		0 50
Beets per bag	0 60	0 75
Dry Onions, per bag	1 90	2 00
Dry Onions, per basket		0 50
Spanish onions, per case	3 50	4 00
Green house water cress, per doz		0 25
Cauliflowers, per doz	0 75	1 50
Michigan celery, per doz		0 50
Canadian celery, per doz	0 35	0 75
Potatoes, per bag		0 90
Butter squash, per doz	1 00	2 00
Parsnips, per bu		0 50
Red cabbage, per doz	0 50	1 00
" per head	0 10	0 15
Cabbage, per head	0 05	0 10
" per doz	0 50	0 75
Turnips, per bag	0 30	0 35
Spinach, per bu		0 50
California celery, per case		5 50
Hothouse cucumbers, per doz	1 50	1 75
Mushroons	0 80	0 90
Artichokes, per bu		0 75

Fish and Oysters.

Cold weather has stimulated trade to a great extent. Whitefish and trout are selling well. Smelts continue scarce and a strong inquiry is current; owing to scarcity an advance of 2c is noted on No. 1. Sea herring has arrived on the market and is selling at from $2 to $2.25 per hundred count. Our quotations are:

Frozen halibut	0 10	0 11
British Columbia salmon	0 10	0 11
Whitefish, frozen, per lb		0 07½
Haddock " per lb	0 06	0 07
Cod, steak " "		0 07
Trout, lake, per lb		0 07½
Pike, per lb	0 05	0 06
Finnan haddie, per lb	0 07	0 07½
Oysters, Long Island natives, per imp. gal		1 70
" Baltimores, per wine gal		1 40
" "Select," " "		4 80
Ciscoes, per basket		1 25
Bloaters, per box of 100	1 00	1 25
Labrador herring, ½ bbl		3 25
" " large bbl		6 00
Shrimps, per gal		1 25
Sea herring	2 00	2 25
Smelts, No. 1		0 12
" No. 2		0 08
" extras		0 15
Frozen fresh water herring		0 04
Sea herring, per 100	2 00	2 25

Grain, Flour and Breakfast Foods.

GRAIN.

Owing to small supplies on spot, wheat continues to advance. During the week Manitoba Northern No. 1 advanced 2c per bushel, No. 2, 1c, and No. 3, 2½c per bushel. An advance of 2c per bushel is also noted in red and white wheat. Large quantities of lower grades are being exported to England. A scarcity in oats and rye has advanced

the price from ½ to ¾c, and 1c per bushel respectively. Our quotations are:

All on track Toronto.		
Manitoba wheat, Northern No. 1 new	1 12	1 12½
" " " No. 2 "	1 07½	1 08
" " No. 3 "	1 02	1 02½
Red, per bushel, new	1 08	1 08½
White " "	1 08	1 08½
Barley " "	0 48	0 52
Oats, " "	0 36½	0 37
Peas "	0 74	0 75
Buckwheat "	0 58	0 58½
Rye, per bushel, "	0 82	0 83

FLOUR.

The export trade to South Africa, the West Indies, and the British Isles continues on a large scale. Some of the larger millers have advanced prices, although smaller manufacturers have made no change. We quote the following:

Manitoba wheat patents, per bbl in bags	5 30	5 50
Strong bakers " "	5 00	5 20
Ontario wheat patents " "	4 90	5 00
Straight roller " "	4 85	4 95

BREAKFAST FOODS.

A decline of 10c on oatmeal and rolled oats is noted this week, caused by keen American competition. Grain conditions have caused the price of rolled wheat to become firm, and the expectations are for an advance in the near future. This decline in oatmeal and rolled oats is expected to be only temporary as the prevailing conditions of oats ought to warrant an advance in the near future. With the exception of the articles already mentioned, prices continue unchanged. We quote the following:

Oatmeal, standard and granulated, carlots, on track, per bbl	4 45
Rolled wheat in boxes, 100 lbs	2 90
" " 50 lbs	1 50
Rolled oats, standard, carlots, per bbl., in bags	3 90
" " " " " in wood	4 15
" " " " for broken lots	4 30
Rolled wheat, per 100-lb. bbl	3 00
Cornmeal	3 35
Split peas	5 00
Pot barley, in bags	4 00
" in wood	4 25

Hides, Tallow, Skins and Wool.

Best fresh city sheepskins have advanced 15c. Trade is quiet. We quote the following prices:

HIDES.

No. 1 green steers, per lb		0 09½
" 2 " " "		0 08½
No. 1 green, per lb		0 09
" 2 " "		0 08

CALFSKINS.

Veal skins, No. 1, 6 to 14 lb. inclusive		0 10
" " " 2 " "		0 08
" " " 1 15 to 20 lb "		0 09
" " " 2 " "		0 07
Sheep skins	1 25	1 40

TALLOW.

Rendered tallow, per lb	0 04½	0 04½

WOOL.

Unwashed wool, per lb	0 13	0 14
Fleece wool, new clip, per lb	0 21	0 22
"Rejections"	0 16	0 17
Pulled wools, super, per lb	0 23	0 25
" " extra "	0 24	0 26

BIRD SEED.

Trade is quiet, and prices continue unchanged. Our quotations are as follows:

Canary seed, per lb	0 06½
Hemp	0 05
Cottam's	0 08
Brock's	0 07½

SEEDS.

An absence of foreign demand is still noted and as it is early for domestic trade, not much business is doing. Prices continue unchanged Our quotations are as follows:

Alsike clover, per bush	3 50	6 00
Red clover	5 00	6 75
Mammoth clover, per bush	5 00	6 75
Timothy	1 00	1 35

SUGAR.

An advance of 10c in American refined sugars in New York was followed on Tuesday, Jan. 10, by a similar advance in Canadian refined throughout the entire list. The basis for standard granulated is now $5.63, Toronto; the New York net basis is now $5.80, leaving the margin between raw and refined nominally 80c per 100 lbs.

There have been sensational advances in the European market during the week culminating in the top price of 15s 10½d basis f.o.b. Hamburg for 88 test, January shipment. This record advance of 1s 1½d for the week is quite phenomenal and has had the effect of stimulating New York Buyers' interest in actual sugar.

We hear of nominal quotations for Cuban centrifugals, basis 96 test, at 5c duty paid or say 3 9-16 c. and f. Holders, however, are now asking 3¾c c. and f., and we hear of the sale of 10,600 tons for March-April shipment to a speculator on this basis. At the close Europe is reported easier in tone, business transpiring on a small reaction. At the same time there are buyers in U. S. markets at 3⅞c 96 test which is freely offered, and if Europe should decline further, holders may accept these offers although much below the parity for beet sugar, which is now equal, say, to $5.40 for 96 test centrifugals. Latest cables from Europe report no change in the crop situation.

Enormous quantities of American refined sugar have recently changed hands on 30-day contract, and at the close the market is firm on the basis above quoted.

Paris lumps, in 50-lb. boxes	6 28
" in 100-lb. "	6 18
St. Lawrence granulated	5 63
Redpath's granulated	5 63
Acadia granulated	5 63
Berlin granulated	5 58
Phoenix	5 48
Bright coffee	5 48
Bright yellow	5 43
No. 3 yellow	5 38
No. 2 "	5 18
No. 1 "	5 08

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

Receipts of 3 Atlantic ports for week ending Jan. 4, 1905, were 24,465 tons, with meltings 27,000 tons, leaving total stock in all bonds 85,150 tons, a decrease of 2,535 tons from preceding week. Combined stocks of U. S. and Cuba on Jan. 5 were 112,650 tons, against 165,308 tons at the same time last year. Total stocks of Europe and America at latest uneven dates were 2,619,650 tons, against 3,351,208 tons at the same uneven date a year ago, a decrease of 701,558 tons. We quote the following prices:

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, Jan. 12, 12.30 p.m.

PROVISIONS—No change in prices. Strong undertone and firm. Fair demand for abattoir fresh-killed.

CHEESE—Inquiry moderate. Finest held firm at 11 (o 11¼c. Not much trade doing.

BUTTER—Receipts light. Prices firm. Fine creamery, 21½c.; good, 21c. Dairy ranging from 17½ to 19c., according to quality.

EGGS—Fair business. Cold storage, 18 to 20c.; No. 2, 16½ to 17½c.; Limed, 19c.; fresh gathered, 23 (o 23½c.

POULTRY—No change. Geese scarce at 11 to 12c.; turkeys, 14 to 15c. Ducks scarce, best kind 12c; fowl, 7 to 8c.; chickens, 10 to 12c.

LAST MINUTE MANITOBA MARKETS.

Just as we go to press, an advance of 10c. has gone into effect throughout the entire list of refined sugar.

TRADE CONDITIONS IN BRITISH COLUMBIA.

Special correspondence of THE CANADIAN GROCER.

Vancouver, B.C., Jan. 4, 1905.

TO-DAY the new distillery of the B. C. Distillery Co., Limited, at New Westminster, made its first run on grains from which liquor is to be distilled. The new plant is completed, and it is the intention to go on with steady running from this time. Of course, in conformity with Government regulations, it will be two years before any of the product is put on the market. The investment now represented in the big plant just erected is fully $300,000, and this sum will not include the very heavy investments in stock which will be manufactured right along.

The whole plant is modern and complete throughout. It has an elevator for grain with storage capacity for 50,000 bushels. The tanks for holding the liquor in process of preparation total 200,000 gallons capacity. The mill has a capacity to put through 1,200 bushels daily, and the two stills 1,000 bushels. Several buildings are included in the establishment and before the finished product begins to pile up, a warehouse, with storage capacity for 15,000 barrels, will be erected, as also cooper shops and other buildings. Mr. A. T. Morrow is manager of the new distillery, the first in the West. Local enterprise entirely controls the new concern.

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This Winter there are twenty-four bonded warehouses in Dawson where there were none last year. The cause of the change is the holding in bond by Dawson merchants of large quantities of American goods for the supplying of trade in the Tanana district, which is in the United States portion of the northern territory. Customs Collector E. S. Busby at Dawson has just issued a summary compiled from his official records, showing that the Tanana trade during the past summer represented more than three-quarters of a million dollars to the Dawson wholesalers, and the tonnage was 3,276. In addition to this there were shipped in bond, 3,192 tons of goods direct to Tanana, mostly from U. S. points.

The return which the collector has just issued, shows that there were 2,764 more people left Dawson in the season just closed than came into it. Nearly 4,000 people went down the river to various points where new camps are opening. All such travelers are registered in Dawson.

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Victoria customs returns—Duties collected in December, $55,038.15; for the year, $747,339.28. Exports for December, domestic, $85,079, foreign, $17,978; for the year, domestic, $825,008, foreign $159,876. Imports, for December, free,

FOR SALE.

A THOROUGHLY established grocery business, in a thriving manufacturing town of 7,000 population. Stock all new. Other business interests will take our time after Feb. 1st, 1905. Address—Box 208, THE CANADIAN GROCER, Toronto, Ont. (3)

$15,432, dutiable, $200,855; for the year, free, $461,441, dutiable, $2,540,618.

Victoria inland revenue—Collections for December, $15,998.20; for the year, $181,783.57.

Vancouver customs returns, 1904—Duties collected, December, $104,166; for the year, $1,455,324. 1903—Duties collected, December, $93,273; for the year, $1,552,287. 1904—Exports, $4,678,911. 1903—Exports, $5,432,895.

The decrease in collections in 1904 is greater than the above figures show, because of the fact that in December $16,863 was collected other than duty. In December, 1904, but $2,369, of other revenue was collected. The falling off is due almost entirely to the increase of Chinese head tax from $100 in 1903 to $500 in 1904. In December, 1903, a great many Chinese were hurried in, to avoid the payment of the $500 which came in force in January of 1904. The decrease in exports from the port of Vancouver is to be expected owing to the disturbance of conditions by the war in the Far East. Another very material factor was the extremely low pack of salmon on the Fraser River, a large part of which was always cleared from Vancouver. The same exceptions apply to the exports from the port of Victoria.

Clearing house returns—Victoria, 1904, $33,070,009, an increase of over two millions over 1903. Vancouver, 1904, $74,029,902, an increase of approximately $10,000,000 over 1903.

Building and improvements permits issued, etc.—Victoria (not including James Bay improvements and new C. P. R. hotel), $600,000. Vancouver building permits alone, including high school and hospital, $2,000,000.

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A "sugar" combine at San Francisco, in which some interest was displayed locally, has been showed up recently by the withdrawal of six wholesale houses from membership in the Pacific Traffic and Commercial Association, the name which was used to cover the joint operations of the members of the trust. The action has resulted in revealing a closely-guarded secret, that the wholesale grocers of the coast (U.S.) have for the past year and a half controlled the price of sugar absolutely. The six big firms who have withdrawn believe their action will disrupt the combine, but manager H. D. Loveland of the Pacific Traffic and Commercial Association, claims the association will continue to operate and is "determined to uphold the market."

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The Empress of Japan arrived yesterday, but no shipments of Jap oranges were received. As the market was practically cleaned up by the Christmas trade, no more are likely to be received this season and they are to be considered "off." Navels from California have begun to arrive. As usual early in the season, when in competition with the Japs and with other fruit, the very finest arrive. Splendid quality has marked most of the receipts. Not a very large quantity is yet being handled. Apples are still plentiful, the coast crop being more in evidence year by year. The Okanagan fruit principally packed by the Coldstream ranch at Vernon, does not dominate the apple market till later on in the season.

"How would you like to be the (not iceman) potato speculator, this year in B. C.?" Here is a veritable matter of fact record of a transaction which came under your correspondent's notice. A speculator (a lady, too, by the way) bought up 30 tons of Ashcrofts early in the game; that is long before the market was cornered, which happened last fall. The speculator paid a pretty low figure for the potatoes and sold in less than two months at $30 per ton, clearing up on the transaction over $350.

But the price has been boosted up so high that the local dealers have turned to California for choice potatoes, and in the past two weeks quite a quantity have been brought in at prices which allow competition with Ashcrofts. The latter are really very short in the market as well as high priced. Even potatoes from the coast districts are not very plentiful this year, owing to the extremely dry summer, which affected the quantity, though it improved the general quality, making a drier tuber and better keeper.



Mr. Hugh Blain, Liberal candidate in North Toronto.

Produce prices have remained very steady since the holiday trade was over. Stocks are not large in any line, and butter especially would be high if the mild weather of the winter so far did not tend to keep up the quantity of "ranch" butter.

The Chilliwack Co-Operative Association, Limited, has been incorporated under the Co-operative Associations Act, to engage in the wholesale and retail sale of farm produce. The object of the promoters who are all ranchers of Chilliwack, is to secure the best prices and most favorable conditions of marketing the produce of the ranches of the Chilliwack district.

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Twenty-three thousand five hundred and seven pounds of tea were included in the cargo of the Empress of Japan which arrived from the Orient to-day.

BLUE RIBBON TEA.

The Canadian Grocer is the recipient of a very handsome lithographed figure of a motherly-looking old lady on her way home from market. She is shown carrying in her hand a package of "Red Label" tea. This card would brighten up the appearance of any grocery store. The picture is being distributed to grocers throughout Canada who handle Blue Ribbon Ceylon teas. Any grocer who has not received one of these handsome lithographs may secure the same by writing to the Blue Ribbon Tea Co., Toronto, if he mentions The Canadian Grocer.

CANDIDATE FOR NORTH TORONTO.

THERE are few men in Canada better known in wholesale and retail grocery circles than Mr. Hugh Blain, the Liberal candidate in North Toronto for the Ontario Legislature.

Mr. Blain was born in York County sixty years ago, the son of John Blain, J.P. He early entered upon a mercantile career, and, after spending some time as a member of the firm of Nerlich & Co., became interested with Mr. J. F. Eby in the founding of the wholesale grocery business carried on at the present time under the name of Eby, Blain & Co.

In addition to being a senior member of Eby, Blain & Co., Mr. Blain is president of the Ontario Sugar Co., of Berlin, Ont., one of the beet sugar industries in Canada that have been placed on a satisfactory commercial footing.

Mr. Blain has been acquainted from his youth up with public affairs. He was a member of the famous "Canada First" group that a generation ago did so much to call national feeling into being. He knew the late Hon. Geo. Brown intimately, and was honored with Mr. Brown's confidence. For many years he has been a director of The Globe.

He has held many positions of importance in the business world and in social life, among them the presidency of the Board of Trade of Toronto, of which he has been an active member for over 30 years; also the presidency of the Commercial Travelers' Association of Canada and of the National Club.

One of the social movements that appeals to him most strongly is that for the stamping out of consumption. Mr. Blain has been connected with the Executive of the Sanitarium Association from the beginning.

MOVING THEIR OFFICES.

The A. F. MacLaren Imperial Cheese Co., Toronto, owing to the increased demands of business, are moving their offices from 51 Colborne street to more commodious quarters at the north-east corner of Front and Scott streets. The Colborne street premises will be retained by the firm for warehouse purposes. The rapid development, not only of trade in MacLaren's Imperial Cheese, but of this firm's agency business, has necessitated the change.

Quite recently the warehouse capacity of the Detroit branch was doubled.

Mr. David Marshall, president of the Canadian Canners, Limited, Hamilton, Ont., has left on a two months' trip to California. Mr. Marshall is accompanied by Mrs. Marshall.

Business Men in Parliament

C. A. Clare, M.P. for South Waterloo.

Mr. G. A. Clare has sat for Waterloo since 1900. He is a native of Preston, of German descent, and was educated in the public schools of his home town. His business training was secured in the general store of George Randall & Co., at Waterloo, where he was apprenticed as clerk, and where he served five years. Returning to Preston, he took charge of the Clare foundry, then operated by the late John Clare. In 1881, in company with his brother and Mr. H. C. Hilborn, of Berlin, Mr. Clare purchased the business, which has been conducted ever since under the style of Clare Bros. & Co. The firm are widely known as manufacturers of stoves, hot air furnaces, and hot water boilers. A great deal of the credit for the remarkable growth of the business is directly attributable to the business ability of Mr. Clare.

Mr. Clare has had a long and honorable career in municipal, county and national politics. For ten years he presided over the destinies of the village as reeve, and upon its incorporation as a town he was unanimously chosen to be its first Mayor. He also served ten years in the Waterloo County Council, and for one year was warden of the County.

In 1891, Mr. Clare received the Conservative nomination for South Waterloo, but was defeated at the polls by 312 votes. Notwithstanding he stuck to his task, was defeated again in 1896 by 89 votes, but won the day in 1900, with a substantial majority of 218 votes. Last November Mr. Clare increased the lead to 365. The town of Preston seemed to put party quite aside and gave him 524 votes out of a total 579.

Mr. Clare's business interests extend to several other manufacturing concerns in Preston, whilst for the past ten years he has sat on the directorate of the Wellington Mutual Fire Insurance Company.

WHOLESALE GROCERS AT HOCKEY.

The first game of the Toronto Wholesale Grocers' Hockey League was played at the Queen City rink on Thursday evening January 5, between the Canada Grocers Ltd., and H. P. Eckardt & Co., resulting in a score of 3 to 1 in favor of H. P. Eckardt & Co., Neither team was able to score during the first half, and the roving of the puck indicated that the teams were very evenly matched.

Grocers seemed to settle down to work most readily, after half-time, and succeeded in scoring the first goal. After this, however, the other team settled down, and although the puck was in the vicinity of the Grocers goal most of the time, it found the net only twice on account of inferior shooting. The line up was as follows: Canada Grocers—goal, Moffatt; point, Barnhouse; cover-point, Tasker; forwards, Stewart, Blackburn, Hortop and Warren.



G. A. Clare, M.P.

H. P. Eckardt & Co.—goal; Robinson; point, Tickell; cover-point, Brown; forwards, McLaughlin, Hill, Williams, and Chapmal.

The second game of the series was played at the Aura Lee rink on Saturday afternoon, January 7, between the Grocery Brokers and T. Kinnear & Co., resulting in the score of 4 to 3 in favor of T. Kinnear & Co.

The teams were evenly matched and the game was anybody's up till the last moment. When the teams retired at half-time, the score was a tie, two all. The staying powers of the winners proved very helpful in the last half and practically won them the game, as the other team, although lighter in weight, excelled in shooting and foot work. The line up was as follows:

Brokers—goal, Wilson; point, A. Millman; cover-point, P. Millman; forwards, Webber, Donaldson, Banks, and May.

T. Kinnear & Co.—goal, Holden; point, Walkinshaw; cover-point, Humphrey; forwards, C. Rennie, H. Rennie, McGregor, and Kinnear.

Hugh Lambe officiated as referee at both games.

FOR THE TRADE.

Connors Bros., canners and packers of sea foods, Black's Harbor, New Brunswick, are issuing to the trade an attractive holiday souvenir in the form of a calendar. The chief feature is a black and white lithograph of Fair Miss Canada, with rich background of olive green and black.

No more effective presentation calendar has reached the trade this season than that of Gilbert Bent & Son, wholesale grocers, St. John, N. B. The imitation burnt leather decoration in brown with embossed head of the Indian Chief, Black Horse, in war paint, and feathers is characteristic, as are the crossed hatchets, arrows and pipes, which complete the picture. Every retailer should have this calendar.

The Canadian Grocer is in receipt of S. H. and A. S. Ewing's calendar for 1905, which with its red green and gold decoration and the familiar trade mark of this firm, is an effective reminder of the reliability of one of Montreal's oldest wholesale grocery houses.

Personal application and mention of The Canadian Grocer will secure any of the above to members of the grocery trade.

TORONTO WHOLESALE GROCERS MEET.

At the regular annual meeting of the wholesale grocers' section of the Toronto Board of Trade on Friday, Jan. 6, the old officers were all re-elected for the year 1905.

Chairman, Col. John I. Davidson; vice-chairman, H. Blain; secretary-treasurer, Angus Gray; executive, W. A. Warren, J. Inee, jr., and J. Sloan.

"TANGLEFOOT" Sticky Fly Paper



Is really the only device known that will catch and hold both the fly and the germ and coat them over with a varnish from which they cannot escape, preventing their reaching your person or food.

"Tanglefoot" is Sanitary

Ask for "Tanglefoot"

Profit? Over 120 per cent. to you.

We take occasion to thank our customers for their patronage during 1904 and solicit a continuance of their support 1905

Chinese Starch

has won the confidence of the public. It stands at the head of all **LAUNDRY STARCHES**, is a good seller, it is a money-maker for you. If you have not handled it, write for sample and price. Liberal discounts.

Our traveller, Mr. J. A. Courtemanche, leaves on his trip January 16th —Look out for him.

OCEAN MILLS, = = MONTREAL, QUE.

PRODUCE MERCHANTS EXECUTIVE.

The following is the result of the annual elections of the Montreal Produce Merchants' Association for 1905, held on Jan. 9:

President—Mr. Harry A. Hodgson, by acclamation.

Treasurer—Mr. A. C. H. Froemcke, by acclamation.

Executive Committee—Messrs. William Nivin, Alex. W. Grant, John H. Scott and Fred. Fowler.

Arbitration Committee—Messrs. J. J. Kirkpatrick, A. A. Ayer, James Dalrymple, George Hodge, and E. A. Brice.

The Transportation Committee was elected as follows:—Messrs. James Alexander, R. M. Ballantyne, Arthur J. Hodgson and John McKergow.

The meeting unanimously selected the newly-elected president, Mr. Harry A. Hodgson, as the association's nominee for election to the council of the Board of Trade.

An invitation having been received from the Province of Quebec Dairymen's Association that the Produce Merchants' Association be represented at its convention, to be held in St. Johns, Jan. 25-26, Mr. John H. Scott, of Messrs. A. A. Ayer & Co., was appointed to attend.

EUROPEAN BEET CROP SHORTAGE

In a detailed estimate of the world's sugar crop for the season 1904-05 Willett and Gray figure a decrease of 787,999 tons, comparing with the season 1903-04. They estimate the Cuban production at 1,200,000 tons against 1,040,228. Following are the figures in detail:

	1904-05	1903-04
United States.		
Louisiana	330,00	215,000
Porto Rico	155,000	130,000
Hawaiian Islands	312,000	328,103
Cuba crop 1,200,000		1,040,228
British West Indies—		
Trinidad, exports	46,000	46,000
Barbadoes, exports...	56,000	56,771
Jamaica, crop	18,000	14,255
Antigua and St. Kitts	19,000	19,000
French West Indies—		
Martinique, exports..	28,000	23,925
Guadeloupe	36,000	36,000
Danish West Indies—		
St. Croix	11,000	13,000
Hayti and San Domingo	45,000	45,000
Lesser Antilles, not named above	13,000	13,000
Mexico crop	120,000	120,000
Central America—		
Guatemala crop	10,000	10,000
San Salvador, crop..	5,000	5,000
Nicaragua, crop	4,000	4,000
Costa Rica, crop	4,000	4,000
South America—		
Br. Guiana (Demarara), exports	100,000	113,282
Dutch Guiana (Surinam), crop	13,000	13,000
Venezuela	3,000	3,000
Peru, crop	140,000	140,000
Argentine Republic, crop	130,000	140,719
Brazil, crop	190,000	197,000
Total in America...2,988,000		2,730,283
Total in Asia 1,135,000		980,561
Total in Australia and Polynesia	213,000	163,328
Total in Africa	266,000	349,649
Europe—Spain	28,000	28,000
Total cane sugar production (W. & G.).4,630,000		4,251,821
Europe beet sugar production (F. O. Licht)... 4,685,000		5,852,043
United States beet sugar production(W. & G.)...	209,000	208,135
Grand total cane and beet sugar, tons ...9,524,000		10,311,999
Estimated decrease in world's produc'n	787,999	.....

HINTS TO BUYERS.

H. P. Eckardt & Co., Toronto, are showing an exceptionally nice sample of Rangoon rice.

Buyers of Fard dates may procure the same from H. P. Eckardt & Co., Toronto.

It will pay buyers of Elmes' figs to communicate with H. P. Eckardt & Co., Toronto, who are selling at low prices.

JUST ARRIVED

Two Carloads Lipton's Pickles, Jams, Jellies, Etc.

Here are a few good ones:

	Per Doz.		Per Doz.
Lipton's Half-pint, Cork Stopper,	$1.40	Lipton's Assorted Jams, 1s,	$2.10
" " Lever "	1.75	" " Jellies, 1s,	2.75
" Pint, Square,	2.35	" Jelly Tablets, Assorted,	.90
" " Octagon,	3.15	Etc., Etc., Etc.	

TORONTO **JOHN SLOAN & CO.** BELLEVILLE

NEW BRUNSWICK MARKETS.

St. John, N.B., Jan. 10, 1905

THIS is the quietest time of the year and business will improve but slowly during this month. The wholesale trade are taking stock. Several who usually did so a month later find it more to their advantage to do so during the extremely quiet week between Christmas and New Year's. Have the Western trade taken any interest in the change in the minimum car weight which the transcontinental railways are raising from 30,000 to 40,000 lbs.? This will make it very difficult for any except the largest importers to import car lots and so get best freight rate. It further means that goods, particularly such lines as loose muscatel raisins from the weight in the car are liable to arrive in very bad order, and further, the extreme weight will increase the liability of the car getting disabled and so causing goods to be transferred in transit, which nearly always mean damaged goods. One thing both shippers and importers should insist on if the railways hold to this extreme weight of 40,000 and that is that where goods are shipped by one shipper to several buyers in one car, separate bills of lading be issued. In markets the chief matter of interest is the further advance in sugar.

Oil.

This line is not effected as are many others by the holiday trade. In burning oil, dealers are very busy. Prices are unchanged. There is a slight difference in price between different sections of the province. Lubricating oils are firm. Linseed oil is still very low,—lower than for many years. A large forward business is being done. Turpentine keeps steady. Cod oil is firm at rather higher prices. Our fishermen would get a much better price if they were more careful in regard to the quality of their oil.

Salt.

Practically no Liverpool coarse salt is being imported. A fair stock is yet held, there being but a limited demand. Prices are very firm. Winter port steamers are charging very high freights and if importers have to pay them it will mean quite an advance in price. Very little movement in fine salt is noted.

Canned Goods.

Business is quiet. All lines seem in quite ample supply. Corn is, perhaps, the shortest line. In corn and tomatoes full prices are asked. Gallon apples are low. Fruits show no change. There is quite a full stock of blueberries. Salmon is unchanged. In domestic fish, finnan haddies are a rather light stock.

Green Fruits.

Fruit is rather quiet. Valencia oranges are rather lower. Jamaicas are about out of the market. In Floridas and Californias there is but a light sale. Apples are firm for best quality. Lemons are quite low. There is little change in price. Cape Cod cranberries have a steady, but not large, demand with price not high for the season. Some nice Malaga grapes are offered.

Dried Fruit.

Sales are now quiet. Because of the late arrival of several importations of currants from Greece, some dealers find they hold rather a large supply for the season, particularly as prices are rather easier. Quality of imported goods is, however, preferred to New York cleaned. Except seeded raisins, stocks here are light. Market is firm, particularly new fancy, being higher. Prunes are cheap; the small sizes are, however, held quite firm. Apricots and peaches are too high for active business, apricots particularly. There is never, however, a large sale. Dates are rather easier. Evaporated apples keep low with but fair demand. Onions are higher. Brazil nuts are very scarce this year.

Sugar.

This has been a particularly satisfactory year. Prices have continued to advance. Dealers have been able to take better advantage of this, because of the Guild, than ever before, so that money has been made. There was a further advance this week. Market is very firm and full stocks are held.

Molasses.

Through united action on the part of the large number of the dealers, this line has been more satisfactory than the outlook earlier promised. There is still quite a full stock of Porto Rico.

Fish.

During the past season prices have been exceedingly high, particularly dry cod. They are still firmly held. Pickled herring are rather lower with demand not large. There is but a fair supply of fresh fish. Smoked herring continue

You get two profits on

CLARK'S MEATS

the money and the satisfaction, and the last named is not to be despised.

A SATISFIED CUSTOMER IS YOUR BEST ADVERTISEMENT.

"WHITE DOVE" COCOANUT

Canada's purest and best Cocoanut, put up in ¼ lb., ½lb. and 1lb. pkgs. and in bulk—most attractively put up. Write for particulars and sample.

CHUTNEYS Genuine East Indian Products. Pts. and Qts.

GUAVA JELLY

W. P. DOWNEY, 26 St. Peter St., MONTREAL



All Grocers Should Stock
THE STAVANGER PRESERVING CO'Y'S
Crossed Fish Brand
Norwegian
Smoked Sardines
Selected Fish—Pure Olive Oil—Patent Decorated Tins
AGENTS FOR CANADA
W. G. Patrick & Co., - 29 Melinda Street, Toronto
British Manfrs. Agency Co., - - Vancouver, B.C.

Agency Offer—Very important and up-to-date manufacturers of
FINEST PROVENCE EDIBLE OLIVE OILS
desire sole selling agents to offer to Wholesale Buyers in Toronto or Montreal, also agents for New York, Chicago, and other centres in U.S. Highest references given and required.
Reply immediately to A.D., 9 and 10 St. Mary-at-Hill,
LONDON, E.C., ENGLAND

low. Shipments West of finnan haddies are quite large. Full prices are asked. Shad are very high and scarce.

Flour, Feed and Meal.

There is a fair business in flour, with prices quite firm. Oats and oatmeal are unchanged, with just fair sales. Cornmeal is quite firm with a steady sale. Feed is high. Beans have but a light demand, with prices unchanged. There is quite a full stock of yellow eyes here. Barley shows a light stock. There is a limited sale. Blue peas have but a light sale compared with a few years ago. Split peas are scarce.

MANITOBA MARKETS.

Special Report from the Winnipeg Office of THE CANADIAN GROCER.

Quotations corrected by telegraph up to 12 a.m. Thursday, January 12th, 1905.

STOCK-TAKING seems to be the order of the day among the retail trade now that the holiday rush is over, and it will be some little time before the jobbing trade resumes its normal activity. While sales were large and business brisk, it is still reported that money is tight and collections slow. Throughout the country people have assumed heavy obligations in order to buy more land, and in prosperous times they pay for it, often disregarding their store bills. This is the explanation often given for the slowness of collections during a prosperous year.

Price changes this week are not numerous. Sugar continues to advance, and New York advices still indicate a rising market. Apparently there is still no likelihood that the advance has stopped. Cornmeal is quoted lower this week for delivery in a fortnight. The new and low-priced stock is not yet on the market. As noted before, the decline is due to the immense Western corn crop. Corn syrups are likely to be affected by this crop in the Spring, but not for some months yet. Sugar syrups are naturally very firm in sympathy with the rising sugar market, and an advance would be no surprise. Coffee continues to show increased strength in primary markets, but local prices, while firm, have not been advanced. The foreign dried fruit market continues very firm with a tendency to advance.

Sugar.

The Western sugar market is very difficult to follow with accuracy, owing to the great range of prices in the district from Portage la Prairie to the B. C. boundary line. As the trade very well understand, it is in this district that the Montreal and B. C. sugar meet in direct competition, and while there are different prices for almost every station, the advances in this district have not always followed the advances in the East and in Winnipeg. Two weeks ago it was noted in these columns that while during a given period from Nov. 2 to Dec. 23, sugars had advanced 75 cents in Winnipeg and the same amount between Portage la Prairie and Moose Jaw, there had been an advance of only 50 cents in the district between Moose Jaw and Dunmore. Advances are now being made in the district between Dunmore and the B. C. boundary line. On Dec. 28 an advance was announced of 5 cents on white sugars and 10 cents on yellows for all points between Dunmore and the B. C. boundary line. This was followed two days later by an advance of 20 cents on all grades in the same territory. On Jan. 3, all grades were advanced 5 cents from Winnipeg to Moose Jaw, and 10 cents from Moose Jaw to the boundary line. The following day a sharp advance was made of 20 cents on all grades in the territory from Moose Jaw to the B. C. boundary line.

New York advices still indicate a rising sugar market, and although prices are now at a ridiculously high level, there seems to be greater confidence than before among good judges of the market that sugar will be higher yet before it is lower. We quote:

Montreal granulated, in bbls	6 10
" " in sacks	6 05
" yellow, in bbls	5 55
" " in sacks	5 50
Wallaceburg, in bbls	6 00
" in sacks	5 95
Icing sugar, in bbls	6 70
" " in boxes	6 90
" " in small quantities	7 15
Powdered sugar, in bbls	6 50
" " in boxes	6 70
" " in small quantities	6 95
Lump, hard, in bbls	6 80
" " in ½ bbls	6 90
" " in 100-lb. cases	6 80

Canned Goods.

Trade in canned goods is very quiet at present, and there are few features of interest to note. Tomatoes are still quoted at $3.00, and there are still some small supplies on hand. We quote:

Apples 3's, 2 doz. cases, per case	2 45
Cherries, red pitted, 2's, 2 doz.	4 40
Currants, red, 2 doz. cases, per case	3 35
" black, " "	3 75
Gooseberries, " "	3 50
Lawtonberries, 2's, " "	3 35
Pears, (Bartletts) " "	3 60
Peaches, 2's, " "	3 85
" 3's, " "	5 85
Raspberries, red, " "	3 00
" black, " "	3 00
Strawberries, " "	3 50
Plums, Lombard, heavy syrup, 2 doz. per case	2 90
" green gages, 2 doz. case, per case	3 20
Tomatoes, 3's, per 2 doz. cases	3 00
Corn, 2's, " "	2 60
Peas, 2's " "	1 90
Beans, 2's, " "	1 90 1 95
Salmon, finest sockeye, per case	7 00
" humpback, "	3 75
" cohoes "	5 25

Spices.

Spices are dull and featureless this week. We again quote:

Pepper, black, per lb	0 18
" white, "	0 25
Cayenne, "	0 21
Cloves, ground "	0 25
Cassia, "	0 16
Allspice, "	0 14
Ginger, "	0 15

Rice, Tapioca, Etc.

Market quiet with no change in price. We quote:

Rangoon rice, per lb	0 04
Patna " "	0 04½
Tapioca, per lb	0 03½
Sago, "	0 03½

Syrups and Molasses.

A new brand of syrup called the "Bee Hive" is being put on the Western market by the Edwardsburgh Starch Co. It is put up in 2 and 5 pound tins, etc., and although quotations are not yet announced, it will probably sell at the same price as the "Crown Brand," quoted below. Sugar syrups are in a strong position in sympathy with the advancing sugar market. Corn syrups are not yet affected by the big Western crop, but they may be expected to decline in the Spring. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 40
" " 5-lb tins, per 1 "	2 70
" " 10-lb tins, per ½ "	2 50
" " 20-lb tins, per ¼ "	2 40
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Barbadoes molasses in ½-bbls. per lb	0 04
New Orleans molasses in ½-bbls, per lb	0 02½
" " in barrels	0 02½

Coffee.

Primary markets continue to show increased strength, but local prices, while very firm, have not been advanced. We quote:

Green Rio, per lb	0 10½ 0 11
Roasted, per lb	0 14

Nuts.

Market is now dull and featureless. We quote as before:

Almonds, per lb	0 12½
" (shelled), per lb	0 28
Filberts	0 11
Peants, extra choice	0 11½
Jumbos	0 14
Walnut, per lb	0 12
" (shelled) "	0 25
Pecans, per lb	0 15 0 16
Brazils, per lb	0 16

Foreign Dried Fruits.

Stocks of all lines of foreign dried fruits, with the single exception of prunes, are very low, and there seems little doubt that the next few weeks will see some advances. Only two sizes of prunes, viz., 50-60 and 60-70, are in anything like good supply, and Californian advices indicate that they are in the hands of two or three packers. The 90-100 prunes are practically out of the market. Local prices continue as before. We quote:

Valencia raisins, Trenor's, per case f.o.s	2 00
" selects	2 20
" layers	2 25
California raisins, muscatels, 3 crown, per lb	0 06½
" " " 4 "	0 07½
" " choice seeded in ¾-lb. packages per package	0 06½
" " choice seeded in 1-lb packages per package	0 08
Prunes, 90-100 per lb	0 04½
" 80-90 "	0 04½
" 70-80 "	0 05½
" 60-70 "	0 05½
" 50-60 "	0 06½
" 40-50 "	0 07½
" silver "	0 09½
Currants, uncleaned, loose pack, per lb	0 05½
" dry cleaned, Filfatras, per lb	0 05½
" wet cleaned, per lb	0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 06½
" Vostizzas, uncleaned	0 06½
Dates, old, per lb	0 05
" new, (present delivery) per lb	0 05
Figs, cooking in bags, per lb	0 04½ 0 04½
Apricots, choice, in 25-lb, boxes, per lb	0 13½
" standard, " "	0 12½
Peaches, choice, " "	0 12½
" standard " "	0 12
Pears, (choice halves) " "	0 13½
Nectarines, choice " "	0 11
Plums, choice (dark pitted) per lb	0 10½
Candied Peel—Lemon peel, per lb	0 09
Orange "	0 09½
Citron "	0 14

Evaporated Apples.

The market is still glutted with evaporated stock, and prices quoted below are for the very best quality. We quote:

Evaporated apples (new), 50-lb. cases	0 06½ 0 06½
" " 25-lb. cases	0 06½

Green Fruits.

The green fruit market is not very active this week. Some declines will be noted in new quotations on oranges and lemons. We quote:

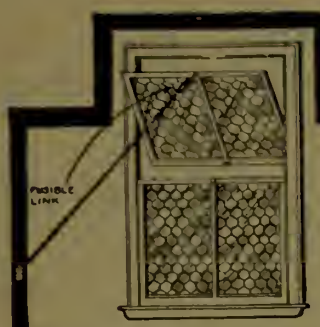
ORANGES.

Washington navels, 126's	3 75
" 150's	4 00
" 176's to 250's	4 25

LEMONS.

California lemons, 288's, 300's and 360's	5 00
" " 240's and 400's	4 50

(10c. off 5 case lots of oranges and lemons).



FIRE-PROOF GLASS WINDOWS.

They give absolute security—resisting intense fire heat, as well as the action of water.

Arranged to open with this "fusible link" attachment, they close and lock automatically if a fire occurs—150° melts the link—thus giving complete and perfect protection.

This "wired glass" admits the light as freely as plain glass—is rather ornamental in effect, and greatly lessens insurance rates.

Full information if you write

METALLIC ROOFING CO., LIMITED,
Wholesale Mfrs.
TORONTO, CANADA.

Butchers, Merchants and Hide Buyers Should write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freights. He pays full market values. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.

SIGNS

The Martel-Stewart Co's. Signs are good Signs,—why not use them? We can supply you everything from the smallest Show Card to the finest Store Sign. Write for quotations on anything you want.

The Martel-Stewart Co.

681-683-685 Craig Street,

MONTREAL.

CRANBERRIES.

Cape Cod cranberries (frozen), per bbl		9 00
Jersey cranberries (unfrozen) "		11 00

BANANAS.

Per express only, per bunch		4 00

APPLES.

Fancy XXX apples, Russets, per bbl		3 50
Fancy XXX apples, Baldwins, "		3 50
Fancy XXX apples, Greenings, "		3 25

GRAPES.

Malaga keg grapes, per keg		8 00

Fish and Oysters.

Trade continues brisk with no new features of interest to note. We quote:

Lake Winnipeg whitefish	per lb.	0 06
Yellow pike (pickerel)	"	0 05
Grass pike (tackfi-h)	"	0 03
Lake Superior trout	"	0 08½
Lake Superior loose frozen herring	"	0 03
Tubbees	"	0 04
Gnld eyes	"	0 03
Blue fish	"	0 18
Mackerel	"	0 15
Red snapper	"	0 15
B.C. salmon (case lots 9c.)	"	0 16
Halibut	"	0 08½
"Halifax" brand salt cod, fish cakes 24-1's	"	0 11
"Acadia" " " " 20-1's	"	0 09
"Bluenose" " " " 20-1's	"	0 07
"Acadia" " " 2-lb. boxes	"	0 09
" " " 4-lb. "	"	0 09
" " shredded, 24 cartons per bx.		2 00
" " " bulk, in 15-lb. boxs.		0 08
Large Labrador and Nfld salt herrings per 100lb		5 00
" " " " per 20-lb. pail.		1 20
Salt mackerel, in 20 or 30-lb. pails		0 12½
Finnanhaddie, in 15 or 30-lb. boxes		0 08½
Smoked halibut strips		0 11
Kippered gold eyes, per doz		0 50
Standard, per gallon		2 00
Select, "		2 15 2 25

Green Vegetables.

A car of fancy California celery has been received by a local house. Trade is of seasonable proportions. We quote:

Native onions, per lb	0 02½	0 03
Spanish onions, per case		1 75
Carrots, per bush		0 45
Beets, "		0 60
Turnips "		0 35
Potatoes "		0 75
Celery per case (7 to 9 doz)		6 50
" " (doz.)		1 00

Flour.

This is the quiet month in flour. Cutting by country millers is reported, but the big firms in Winnipeg are maintaining their prices. We quote:

No. 1, patent	2 90
" 2, "	2 70
" 3, "	2 10
" 4, "	1 50

Breakfast Cereals.

Cornmeal is quoted lower for delivery in two or three weeks' time, but the lower-priced meal is not yet on the market. The decline is due, of course, to the large Western crop of corn. Rolled oats are unchanged. We quote:

Rolled Oats, 80-lb sacks, per cwt		2 10
40-lb. " "		2 15
20-lb. " "		2 20
8-lb. " "		2 50
Cornmeal, in sacks, per cwt		1 50
" in ½ sacks, "		1 55

Honey.

The market continues quiet and featureless. We quote:

Clover honey 1-lb glass, 2 doz. in case, per doz		2 00
" " 5-lb tins, 1 doz. in case, per tin		0 50
" " 10-lb tins, ¼ in case, per tin		1 00
Fancy comb honey, per doz		2 50

MAPLE SYRUP.

We quote:

Imperial brand, 1 gal., 6 tins case		5 75
" " ½ gal., 12 "		6 00
" " ½ gal 24 "		6 50

Eggs.

Steady at former prices. We quote:

Eggs, fresh	0 26
" finest glycerine pickled	0 24
(Packed in 25c. cases) which are not returnable	

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

FOR SALE.

A THOROUGHLY established grocery business, in a thriving manufacturing town of 7,000 population. Stock all new. Other business interests will take our time after Feb. 1st, 1905. Address—Box 210, THE CANADIAN GROCER, Toronto, Ont. (4)

WINDOW FROST Defied—Secret for dollar; boy can apply. Money back guarantee. Williams, 189 Jarvis, Toronto. (3)

SITUATIONS VACANT.

ASSISTANT EDITOR WANTED—Some one well acquainted with the grocery and provision business as assistant editor for THE CANADIAN GROCER at Montreal. State fully experience and salary wanted. Address, Managing Editor, THE CANADIAN GROCER, Montreal (2)

SITUATION WANTED.

FIRST-CLASS Salesman with large connection, traveling regularly between Port Arthur and Pacific Coast, is open for good side line. P.O. Box 502, Toronto. (6 eow)

BUSINESS CHANCES.

THE LOCATORS—W. B. Herbert, General Manager. The largest and oldest exclusive business brokers in the West. Address The Locators, 63 Merchants' Bank Building, Winnipeg.

TWENTY-FIVE THOUSAND — That is the amount required to purchase a grocery, boot and shoe and crockery business in the heart of Winnipeg. Annual business one hundred thousand. Established twenty-five years. Present owner retiring. The Locators.

GROCERY—On one of Winnipeg's leading thoroughfares, four thousand and half cash, making three thousand yearly. Splendidly built up trade; a snap to an experienced man. The Locators.

CONFECTIONERY—Situated about five minutes walk from the Post Office, Winnipeg. Nice little business; will run about eight hundred dollars, half cash. The Locators.

WESTWARD—That is the cry we hear. Are you one of the number to better your fortune? Write us for our free book of "Business Opportunities," and for any further particulars you need they will be cheerfully furnished. Address The Locators, 63 Merchants Bank Building, Winnipeg. (158)

AD WRITERS

AD. WRITER—Smart, capable, practical, open to engagement. Williams, 189 Jarvis street, Toronto. (3)

I WRITE ADS—Send quarter, and few details, for sample ad. Williams the Advertect, 189 Jarvis street, Toronto. (3)

Successful Advertising—How to Accomplish It

By J. ANGUS MACDONALD—a volume of 400 pages packed full of good stuff for advertisers. Price $2 00.

Sent postpaid upon receipt of price.

TECHNICAL BOOK DEPARTMENT,
MACLEAN PUBLISHING CO., LIMITED, TORONTO

Our reputation for "best quality" was not made in a day, and is more prominent now than ever.

Todhunter, Mitchell & Co.,

TORONTO

Coffee, Spices, Chocolate, Cocoa, Baking Powder, Extracts, Etc.

2 Cuts RETURNED JAN 20 1905 To Owner Ad Book 29 Page 8



Stock Taking Days are Days of Judgment

to a great many lines in your store. You will find many lines that have been in stock a year; some lines two and perhaps three years. You have had these goods for this time, have paid for them, your money is tied up, they have decreased in value and so show a loss. With the two lines shown it will be next to impossible to get the above result. They are rapid sellers because the quality of the product is plain to be seen. They are clean, pure, wholesome goods, that can be sold at a moderate price with good profit.

York Jam Screw Top Jar, any fruit, cases assorted to order, 95c. doz.; 2 doz. to case.

Bengal Jam in pails; 7 lb. pail, per lb. 9c.; 14 lb. pail, 8c. per lb.; 30 lb. pail, 7½c. per lb.

THE "OZO" CO., Limited,
MONTREAL.

N.B.—We have an illustrated Price Current of our products that is certainly worth the post card that will bring it.



RETURNED JAN 20 1905

"ACME" TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

PAPERING THE FLAT.

WHEN the Hamlins found that it was going to cost $40 to paper their five-room flat Mrs. Hamlin declared she would do the work herself and save half the money.

"Nice work you'd make of it," said her husband. "You'd just about get the whole place torn up and then expect me to help you out. I've signed a lease for two years and we'll go ahead and have it done and have it done right."

But Mrs. Hamlin was determined and finally her husband gave in, first making her promise not to expect him to help her. If you do undertake this thing, Sally, you've got to go through with it," he said. "Only I advise you not to try it."

She spent three days hunting for bargains in wall paper and at last she bought enough for the rooms for $14. She got bargains too, even if they were not exactly what she



Shown by Stauntons Limited, Toronto.

had planned to buy. Anyway she was $30 ahead—that is, she would be when the paper was on the walls.

She had no trouble in getting the ceiling tinted to her satisfaction and then she began to strip off as much of the old paper as she could. The first night she looked so tired that her husband relented and finished peeling off the paper himself. She was grateful for that assistance, but when he said positively that the walls would have to be sized Mrs .Hamlin felt he was an enemy to her peace. But she had set out to do the thing right and so she procured some glue and with the paste brush which cost $2, she sized all the walls.

She made a great pail of paste, according to the directions of the good-natured paperhanger who had made the estimate on her rooms in the first place. The same man let her have an old pasteboard, shears, knife and ruler. Mrs. Hamlin did feel a little guilty in borrowing these things when all she had bought of him was her paste brush, but then he seemed so perfectly willing to let her have them and even let his man carry them home for her.

She measured and cut her strips of paper without making a single mistake, and she was astonished herself that the paper went on so smoothly. It took her one whole day to bring two sides of the parlor to perfection, but then it was perfection, and she went to bed that night tired to the point of exhaustion, but happy.

She hurried through her morning's work, because she was anxious to finish the parlor that day. She opened the door at last and was in the middle of the room before she noticed anything strange. Then she simply stared, open-mouthed. Every strip of paper was loosened from the walls, and had either fallen flat to the floor or hung loosely in hideous bubbles and wrinkled.

It never occurred to this persevering worker that there was anything to do but to strip it all off, apply fresh paste, and once more brush it back on the walls. This she accordingly did, and also made good headway with the two remaining sides during the afternoon.

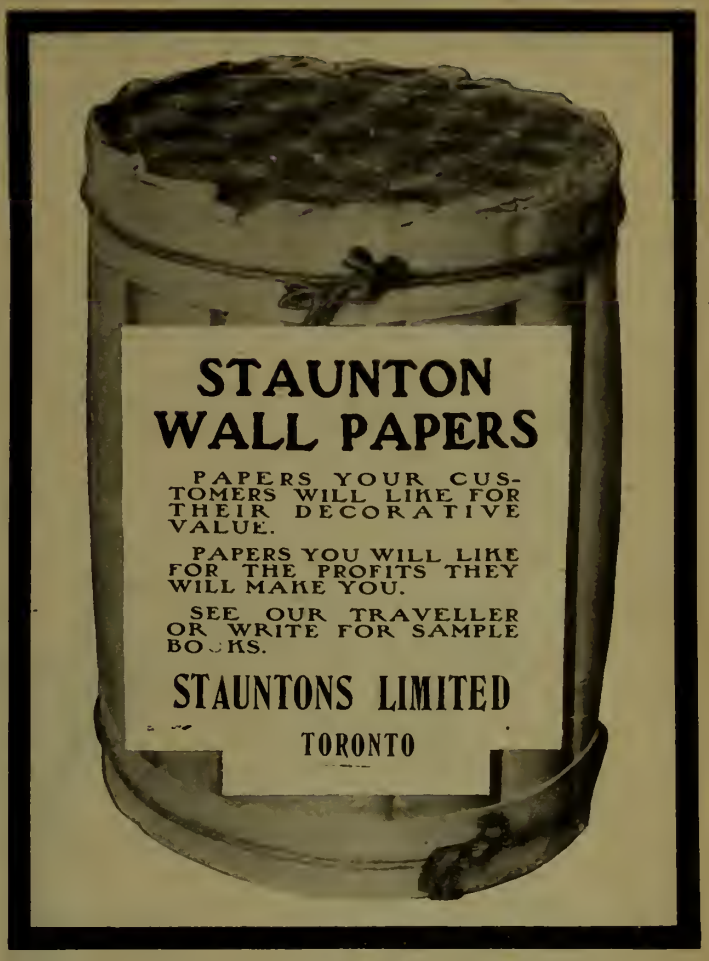
It was not without some feeling of anxiety that Mrs. Hamlin opened the parlor door the next morning. There was paper on four sides now to flop, to bubble, to wrinkle —and it had all happened! Clearly something was wrong.

She went out to interview the paperhanger who had befriended her. She brought him over to the house. He looked at the hanging paper and the wall behind it.

"No wonder your paper won't stick; that sizing is like varnish. Who told you to put that on?"

"That was Mr. Hamlin's idea," she said doubtfully.

The man made an estimate of the cost of completing the rooms as follows: Washing off size and papering five rooms $30; new paper for parlor, $8. Mrs. Hamlin told him to go ahead.



NEW IDEAS IN CROCKERY AND GLASSWARE FOR 1905-09

JANUARY is the month when traveling representatives from the leading Canadian crockery and glassware houses go the rounds of the retail grocery and general mercantile trades, booking orders in crockery and china for the season 1905-06. In order that the trade may be in the best possible position to buy intelligently, the Canadian Grocer has gone to the trouble of making a personal inspection of the different wholesale establishments, and has much pleasure in publishing the following suggestions concerning lines of china and glassware to be featured during the coming season.

In dinnerware, a line is being introduced to the trade, known as the Elite La Belle pattern in English semi-porcelain, with floral scroll decoration in three colors. Among the attractive features of this line, are its extremely low price, delicacy of finish, and light weight, reminding one of French china. A companion set bound to appeal to lovers of old fashioned china is a production of the original "Simon Pure" willow pattern in old blue and white. This line has the advantage of comparative cheapness and will on account of its distinctive character, prove a ready seller.

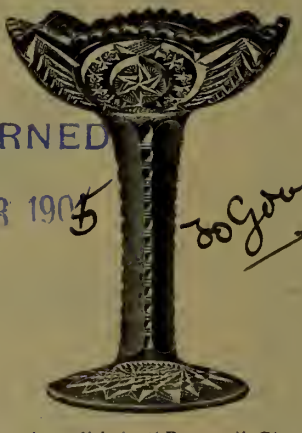
Following the craze for old patterns, an attractive reproduction of an old Yorkshire decoration, in red cherries, is shown in ordinary white earthenware. This line is comprised of separate pieces made up in assorted packages, and is one of the prettiest the writer has ever seen. It has such a clean, fresh and appetizing look, that it cannot fail to prove an irresistible attraction to the housewife. Perhaps its greatest merit, however, is its cheapness; "Cherry" pattern berry sets consisting of seven pieces selling to retail at 50c., separate bowls and salads, to retail at 10 and 15c., respectively, and cups and saucers, and plates, to retail at 10c. The grocer can make no mistake in featuring the cherry pattern. Big sales are reported already, attributable largely to the oddness of the pattern and the excellent value offering.

Hardly second to the Cherry pattern in attractiveness, is the "Baltimore" in rich cobalt centre, with yellow edge richly embellished with gold tracery. The same pattern is also reproduced in red and brown. The finish and general effect of the "Baltimore" pattern is excellent, suggesting hand painted decoration, and should ensure for it a ready sale. It is sold only in separate pieces and small assorted sets like the "Cherry", and averages about 20 per cent. higher in price. It may interest the trade to know that one of the Toronto wholesale crockery houses is showing no less than sixty-five lines of dinner sets in open stock to retail at from $4.25 to $9.50.

In fancy china, there are many beautiful designs in Royal Vienna and Bavarian china, one of the newest features being a Watteau decorative effect so fine as to be ordinarily mistaken for hand painted minature work. This line is shown mostly in separate plates, bon bon trays, and cups and saucers.

"Prescut" Glass.

A NEW wrinkle in glassware, which promises to become very popular on the Canadian market during the coming season, is the celebrated "Prescut Glass," which has been extensively sold in the United States during the past year. The pattern is decidedly a new one and from the accompanying illustrations it will be seen that it is one of the best cut designs that have yet been reproduced in pressed glass. A strong feature is the extraordinary brilliancy of the glass and the fact that the price is only about one-tenth that of real cut glass, while at the same time many of the qualities of the best cut goods are faithfully reproduced, namely, purity of color, good weight and artistic design. The "Prescut" pattern should commend itself to every up-to-date merchant as it makes a medium-priced line between the extremes of cheap glass and cut glass, and at the same time leaves the dealer a good margin of profit.



Bon-bon dish in "Prescut" Glass.



Vase in "Prescut" glass.

Another line which was introduced to the Canadian trade last season and is going to be a strong feature this year is bright, fire-polished glass with gold decoration, made up in small assorted lots, containing pieces to retail at 15c. This line has already been distributed all over Canada where it has proved a wonderfully good seller. The 1905 assortment contains larger pieces of better pattern at the same price and is bound to beat the record of the preceding year. Gowans, Kent & Co., Toronto, handle both of these lines.

RETURNED JAN 13 1905
Cut Book at Page 62
RETURNED JAN 13 1905
Gowans Kent & Co

VITRIFIED
JOHN MADDOCK & SONS, LTD., ENGLAND

E. W. Klotz, 24 Wellington Street West, Toronto

IMPORT HEADQUARTERS

JOHN MADDOCK & SONS LTD ENGLAND ROYAL VITREOUS

See the latest

Elite LaBelle Dinner Ware

There are some lower-priced and many higher-priced lines to be had, but none quite as good value.

Another Gem!

Dark Blue Willow Dinner Ware

Modelled in the original quaint old shape of our ancestors.
Prized by some, admired by many and now within reach of all.

German and Austrian
Samples arriving by every Steamer

Some **important discoveries** are made only after a long time of **patient, intelligent search.** Yet we cannot say that the public was slow in discovering **the excellence, the superiority** of

Blue Ribbon Ceylon Tea

The Red Label at 40c. is worth 50c., according to some.

THE JOHN L. CASSIDY CO. LIMITED

MONTREAL.

A Thing of Beauty

Is our strictly up-to-date

"Ivanhoe" Dinnerware

The Readiest Seller on the market.

Anticipate our traveller by a mail sample order, or if he has not heretofore called a request to do so will be appreciated.

CHINA GLASS LAMPS
BAR GOODS SILVERWARE CUTLERY

and everything in

CROCKERY

IF YOU WANT A GOOD THING WE HAVE IT

DON'T FAIL



TO TRY A LITTLE LOT OF

"Bassett China"

You don't need to carry a **BIG** stock of it, as we keep it as **an open stock pattern** and can ship it promptly.

Only one merchant in a town can get it, -- a good profit is therefore assured.

☞ WRITE FOR CONTROL.

BARNARD & HOLLAND CO.

MONTREAL

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Leaders

MOTT'S PREPARED COCOA
in ¼-lb. tins, **32**c. per lb.

MOTT'S BREAKFAST COCOA
½-lb. tins, **35**c. per lb.

MOTT'S COOKING CHOCOLATE
Elite, ¼-lb blocks, **30**c. per lb.

MOTT'S EATING CHOCOLATE
Diamond, 6s or ¼s, **24**c. per lb.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO. JOS. E. HUXLEY WINNIPEG.

STEWART'S



CHOCOLATES

A. J. STEWART LIMITED MNFRS.
TORONTO.

On the 31st day of December, 1905, we want to be able to say the following goods have by far the largest sale in Canada. *We cannot do this without your help. Tell us how to get that. We will appreciate your advice.*

JERSEY CREAM YEAST CAKES
JERSEY CREAM BAKING POWDER
SOCIAL ENGLISH BREAKFAST TEA*—*THE TEA OF QUALITY
OLD CHURCH PORK AND BEANS
OLD CHURCH KETCHUP

We want to give you the best goods. We want to give you good profits. We want to study your interests. Try us with a sample order by mail, as per memo. You will be pleased

1 Box J. C. Yeast Cakes		$1 00	
1 " ¼ J. C. Baking Powder	4 at 75c.	3 00	
1 " 1 J. C. " "	2 at $2 25	4 50	
1 " 30 English Breakfast, ½ lbs.	30c.	9 00	
1 Case 12-oz. Ketchup, Old Church	2 at $1 00	2 00	
1 " 16-oz. " " "	1 doz.	1 50	
1 " 1-lb, Pork and Beans, Old Church, assorted	4 at 50c.	2 00	
1 " 3-lb. " " " assorted	2 at 95c.	1 90	—$24 90

We will prepay freight on this lot, and allow you a handsome cash discount. Try it.

Manufacturers and Canners **LUMSDEN BROS.** *HAMILTON ONT.*

1905 Will Be Better

1904 was a good year for us, and that means a good year for the grocers,—for their biscuit department. 1905 will be better.

Perfection Cream Sodas

are better known to-day than they were a year ago, and as a consequence, in better demand. More grocers sell them to-day than a year ago,—so 1905 is fuller of promise than was the beginning of 1904.

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

CANADIAN TRADE INQUIRIES

THE following inquiries concerning Canadian trade have been received from the High Commissioner for Canada, London, England:

183. Inquiry is made for the names of growers of apples in Canada requiring representation in England.

184. A traveling representative of an English firm desires to get into communication with a Canadian canned goods house open to appoint an agent for the sale of their commodities in Great Britain.

185. Inquiry is made for the address in Canada of firms manufacturing oleostearine.

186. The names of a few good Canadian firms exporting butter boxes are asked for by a Belfast house buying large quantities from time to time.

The following inquiry for Canadian trade has been received from Melbourne, Australia:

8. A Melbourne agency firm, one of the largest distributing houses in Australia, with branches in all the principal cities, is anxious to secure samples and price-lists of unrefined cod and fish oils in large quantities.

Quotations, if possible, should be calculated upon the basis f.o.b. steamer New York, or c.i.f. and e., Melbourne.

The following inquiry concerning Canadian trade has been received at the Department of Trade and Commerce, Ottawa:

56. A gentleman now residing in Canada who speaks the Scandinavian language as well as German, desires to represent Canadian apple exporters in those countries.

The names of the firms making these inquiries with their addresses may be obtained upon application to the superintendent of commercial agencies, Department of Trade and Commerce, Ottawa.

Those desiring such information will be careful to give the office under which the respective inquiry appears and the number.



YOU ARE INTERESTED

in knowing how

E. D. S.

JAMS JELLIES and SEALED FRUITS

(IN GLASS)

are packed.

IN GLASS
They are put up in ¾ lb. and 1 lb. sizes.

IN WOODEN PAILS
7 lb., 14 lb. and 28 lb.

The Glass Jars are packed so that breakage is practically impossible.

E. D. SMITH'S
FRUIT FARMS
WINONA, - - ONT.

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

COWAN'S CHOCOLATE, CAKE ICINGS, CREAM BARS, and COWAN'S famous MILK CHOCOLATE

are absolutely pure goods.

THE COWAN CO., LIMITED, TORONTO

Our Brands of Oranges and Lemons are giving great satisfaction, sales being away ahead of our most sanguine expectations.

They are as follows :

Rose, Anita and Don
in
Washington Navels

King Edward and Black Watch
in
Lemons

You cannot make any mistake in sending us your order.

McWILLIAM
Mc. AND E.
EVERIST

TORONTO, - - ONTARIO

The
DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets. TORONTO

DRIED APPLES

We pay highest market prices for bright dry quarters and make prompt remittance.

The W. A. GIBB CO.

Packers and Exporters

5 and 7 Market St., HAMILTON

IN STOCK

New Figs **Spanish Onions**
Celebrated Camel Brand.
Jamaica Oranges **Malaga Grapes**
Bbls. or boxes.

If our travellers do not call on you, write, wire or phone your orders which receive prompt attention.

HUSBAND Bros. & Co.

Wholesale Fruit and Commission Merchants.
88 Colborne St., TORONTO.

GREEN FRUITS

Canadian Apples in Australia.

THE Canadian export trade will be interested in hearing of the arrival of a trial consignment of British Columbia apples in Melbourne, Australia. The varieties comprised Spitzenbergs, Wealthies, Canada Reds, and Maiden Blushes. With the exception of the latter, which were bruised and "specky," the consignment arrived in splendid condition. Under existing freight conditions, which include transhipment at Sydney, it is considered by experts that "Maidens Blushes" are not good carriers, besides which they were deficient in color—an all-essential factor in securing good prices. The Spitzenbergs and Wealthies were exceptionally well colored and brought the highest prices.

SHIPMENTS SHOULD ARRIVE IN OCTOBER.

This first shipment of Canadian apples to Melbourne arrived at what proved, this year, a very opportune time, as supplies of Tasmanian apples were not available, and local fresh fruits had scarcely arrived—the season being fully a month later than usual. Such conditions may not, however, prevail again, but consignments to arrive in Australia in October and up to the middle of November should bring payable returns. There was not a sign of insect life in the British Columbia apples, while some thousands of cases of Californian were recently destroyed on arrival in Australia owing to being infected with the codlin moth.

New Canning Factory.

The report is current that on account of a disagreement between the canners and tomato growers a new canning factory will shortly be started in Hamilton. A company is being organized with $50,000 capital.

Gold Medal for B. C. Fruit.

IT is a matter for congratulation in Canadian fruit growing circles that British Columbia fruit has been awarded the gold medal at the Colonial Fruit Show of the Royal Horticultural Society held in London, Eng., Dec. 12 to 15. Messrs. Garcia, of Covent Garden, probably the largest fruit firm in London, write complimenting the British Columbia fruit department on the excellent quality and condition of the apples shown at the Colonial Fair. They say that owing to the great distance of British Columbia from England, only two varieties of these apples are likely to give satisfactory remunerative returns to the grower or shipper, namely, Newtown Pippins and Spitz. The Garcia people are in the habit of receiving many thousands of boxes of Oregon Newtons, yearly, and express the opinion that B.C. fruit, if properly managed, can compete with Oregon fruit. They go so far as to ask to be placed in communication with some reliable people in British Columbia with whom they can correspond concerning the prospects of B. C. fruit in the English market. The scheme of packing Oregon Newtowns should be copied exactly, since these reach the English market in splendid condition.

A Souvenir to the Trade.

The Canadian Grocer is in receipt of a handsome leather-bound memorandum book and card case combined from Eben James, apple exporter, Toronto. It has been made especially to suit the convenience of the fruit dealer and should be in the possession of every member of the trade.

Grenoble Walnuts.

Walnuts are the second most important article of export from Grenoble. The harvest of 1903 was above the average and produced about 28,000 bales of 100 kilograms each (6,172,880 pounds) of unshelled nuts and 30,000 to 35,000 cases of 25 kilograms each (1,652,700 to 1,928,150 pounds) of shelled nuts or walnut kernels. This year the harvest, by reason of the long summer drought and exceptional heat, is but little above half the average, though the nuts are of excellent quality. This has caused prices to rule somewhat higher, the more so because, owing to continued rains, the California crop is also shortened.

In answer to frequent inquiries as to the extent of the walnut crop in France, the following approximate estimate is of interest to the trade:

Production of walnuts in France, 1900 and 1901.

Year.	Kilograms.	Pounds.	Value.
1900.....	72,529,700	159,900,590	$3,648,616
1901.....	87,699 300	193,343,832	3,827,178

Exports of walnuts from France, 1900 to 1902.

Year.	Kilograms.	Pounds.	Value.
1900.....	17,113,000	37,727 700	$1,369,000
1901.....	20,849,800	45,965,938	1,668,000
1902.....	11,297,200	24,906,064	903 800

Poor Apple Season.

While the apple shipments from Canadian and United States ports to Great Britain to the present time are a million barrels less than a year ago, 1,524,957 in 1904, against 2,546,141 in 1903, the season has probably been the worst since 1896, owing to the superabundance of the British and continental crops of apples and small fruit, in fact in many districts in England apples were never picked, the market not warranting the local freight, and had it not been for the well-established channels of trade it would have been impossible on many occasions for shippers of Canadian and United States apples to have realized freight and charges.

To-day there are held in Canada approximately 125,000 barrels for export. In the United States there are probably

3,000,000 in store, a large proportion of which will be consumed in the local markets, and with the exception of Maine and New England districts the exports will be light unless the British markets become more favorable.

There is not much probability of a high range of prices ruling in British apple markets from now on as there will be no shortage of fruit, and should shipments fall off (which might be caused by a preceding slump) it will be difficult to make English buyers pay a high figure when they have been used to cheap apples all season, especially in view of the fact that early vegetables will soon be arriving on the British markets together with heavy supplies of oranges.

—

Price of Tomatoes Fixed.

The Hamilton District Tomato Growers' Association, at a general meeting last week, discussed the contract price of tomatoes for the season 1905. The growers contended that it was impossible to make any money growing tomatoes at twenty-five cents per bushel, and requested the canners to raise the price for the coming season to thirty cents.

In view of the unsatisfactory nature of the answers received from the canners, the Association decided to raise the price for the season of 1905 to thirty cents per bushel.

A motion was made and carried that the name of the Association be changed to read "Tomato and Fruit-Growers' Association," the idea being to widen the scope of the Association so as to include fruit growing interests. The executive of the association was also empowered to establish branches in every district of Ontario in which tomatoes are grown.

—

Apples for Scandinavia.

E. Sontum, writing to the Department of Trade and Commerce, Ottawa, on trade conditions in Scandinavia, says there is a market for Canadian apples in Norway, Sweden and Denmark, if exporters will send the best fruit. Baldwins are the most acceptable variety, and are worth $10 a barrel when the $2 duty is paid.

—

Fruit Notes.

The apple storage warehouse in Brighton, Ont., belonging to W. Wade, was destroyed by fire on Jan. 7, together with two thousand barrels of winter apples.

Eben James, apple exporter, Toronto, representing Woodall & Co., London, England, and managing director of the Cold Storage and Forwarding Co., Toronto, has moved his offices from the Board of Trade Building to Room 103 Union Station.

O. Brown, of Vancouver, has gone into the fruit business in partnership with the Earl of Aberdeen, formerly Governor-General of Canada, who is the owner of a large ranch in the Okanagan district. The new enterprise is to be known as the Oscar Brown Co.

Dutch Sett Onions

We are prepared to offer for March delivery some very choice Yellow Dutch Setts
We anticipate a very heavy demand owing to the scarcity of onions generally.
WE ARE BOOKING ORDERS WRITE US FOR PRICES
Samples on Application.

"BRONCO BRAND" NAVEL ORANGES
CALIFORNIA'S FINEST FRUIT
Fresh car due Monday. Prices right.

WHITE & CO., Toronto
WHOLESALE FRUIT, FISH AND PRODUCE

W. B. STRINGER
J. J. McCABE
ORANGES :: LEMONS
61 Front E., Toronto.

There is always a place for something better than that which has been produced. Mexican "Star" Oranges, California "Signal" Navels, Messina "St. Nicholas," "Kicking" Lemons. Fill that place. Ask us for prices.

Fruit **W. B. STRINGER & CO.** Brokers

DIAMOND BRAND MAPLE SYRUP
Not the lowest price, but the highest quality.
SUGARS LIMITED
MONTREAL.

Jan. :: **CALIFORNIA NAVEL ORANGES** :: 1905

Are now at their *best*, and *big* sellers. *TWO (2) CARS ARRIVING THIS WEEK* and prices right. *EXTRA FANCY FRUIT*, all sizes. Also car *FANCY BANANAS*, due Thursday.

Send us your orders. They will have our prompt attention.

Phones: 114, 189 | **HUGH WALKER & SON, Guelph, Ont.** | Night phone: 245

TRADE MARK
This design a guarantee of quality.

"CRYSTAL" BRAND VEGETABLE PARCHMENT
TASTELESS, ODORLESS, WATERPROOF, PURE, CLEAN, JUST RIGHT FOR BUTTER WRAPPERS

SAMPLES AND PRICES FOR THE ASKING.

CANADA PAPER CO.
Toronto LIMITED Montreal

DRIED APPLES
BRIGHT, DRY STOCK WANTED.
O. E. ROBINSON & CO.
INGERSOLL
Established - - 1886

HOMER REID
MEAFORD, ONT.
Wholesale dealer in and manufacturer of
EVAPORATED APPLES
Write for prices.

J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
Tel. Main 778. Bond 28.

YOU KNOW YOU SHOULD

SELL Royal Household

THERES MORE BREAD TO THE BARREL



BETTER RESULTS TO YOUR CUSTOMER

AND BETTER BUSINESS TO YOU

IT'S THE NEW FLOUR MADE IN THE NEW WAY AND "IT'S GOOD FOR BREAD OR PASTRY"

FLOUR AND CEREAL FOODS

The Grain Situation.

THE Canadian grain market has been exhibiting signs of increased activity during the week, prices showing an advance both in Manitoba and the East. Considerable export business is reported in low-grade Manitoba wheat and flour, some of the latter of which is is being shipped via New York. The domestic milling trade continues without special feature, and the flurries in grain are largely owing to the manipulations of speculators. It is thought by those conversant with the grain trade that the new regulations regarding the drawback on wheat entering the United States will have no ultimate effect on the price of Canadian wheat unless it be to create two bidders, namely the American as well as the Canadian miller, instead of one as heretofore. Another thing to be kept in mind is that the acreage of wheat in the United States is bound to be largely increased on account of dollar wheat ruling the market. U. S. Congress, moreover, is discussing a bill which proposes to admit Manitoba wheat into Minnesota and the Dakotas free of duty for seeding purposes. Such a measure would unquestionably have a stimulating effect on the Canadian article.

Wheat on passage to the United Kingdom at the present time totals 19,680,000 bushels, to Europe 8,640,000 bushels. Corn to the United Kingdom totals 5,600,000 bushels, and to Europe 10,180,000 bushels. The world's wheat shipments on Jan. 9, 1905, totalled 5,620,000 bushels, as compared with 6,855,165 bushels on Jan. 11, 1901, distributed as follows: America 1,412,000 bushels, Argentine 272,000 bushels, Australia 224,000 bushels, India 1,672,000 bushels, Russia 2,040,000 bushels.

The British grain markets have been dull for the week and the tendency, generally, is downwards. Supplies and crop reports are keeping buyers indifferent. The dominating factor which is influencing the market abroad is dread of the consequences which the impact of the new Argentine crop will have as soon as it begins to move in real earnest. If it were not that importers in Europe were well stocked it might be fairly safe to take this opportunity in order to buy, since it is almost invariably safe to buy when shippers first commence to offer a new crop freely; but with a stock of 15,000,000 quarters visible in commercial channels in Europe, the effective buying power is restricted.

It must not be overlooked, however, that from 3,000,000 to 1,000,000 quarters which Argentine may be expected to ship during January and March, 1905, will be wanted in addition to a part of present millers' and merchants' stocks.

Last year the market had to submit to similar treatment, while concurrently North America was engaged in marketing 1,000,000 quarters, and it is hard to conceive how importing countries could dispense with prospective Argentine supplies this season.

Limit of Wheat Production in U.S.

WILL the United States soon reach the period when her wheat yield shall not be sufficient for home consumption? asks H. V. Jones in The Northwestern Miller. This is a practical question that has been called out by developments of the last three years, during which time the export flour trade of the United States has been practically eliminated.

A little of trade reminiscence will help to set out the wheat situation clearly. Wheat was selling at Minneapolis in the Spring of 1903 at 70 cents, following a production for the United States in 1902 of about 680,000,000 bushels. The crop of 1903 was 50,000,000 bushels less than in 1902, and this decrease of yield was taken from the export surplus of the country. The reduced surplus advanced the price of wheat to one dollar with the average price for the year holding in the nineties for contract grade.

In 1904, we have a yield in the United States estimated to be 100,000,000 bushels less than in 1903, which leaves the current crop with only a small export surplus, not including wheat brought into the crop from the previous year. The prospect of so small a surplus, with the realization of a production in parts of several states below home needs, has forced the price of wheat to a point that has stopped free wheat and flour export from the United States.

It is this abnormal situation that has brought out the suggestion that the United States is about to become an importing country. This conclusion would seem to be premature, when all the governing facts are considered.

The United States has raised this year close to 525,000,000 bushels of wheat and has 82,000,000 of people to feed. The food, seed and stock requirements are 525,000,000 in round figures, a little more or less, according to the stocks the farmers hold at the end of each crop year, which in the United States is computed on July 1, as an average date between Winter and Spring marketings. In other words, while the figures above home food and seed needs may show an amount available for export, this amount is never sold out clean, hence an allowance must be made for supplies in bins in the item of home needs just as much as if that amount entered actually into home consumption. There will be a bin surplus every year.

With this item included, 525,000,000 bushels is a proper total to allow for the needs of the United States. This year the country produced about its needs on this basis. The government places the yield 25,000,000 in excess of this total in its preliminary estimate of yield. This reduces the surplus for export on this crop to the total brought into the current crop year on July 1, 1904, and which did not exceed 50,000,000 to 60,000,000 in all probability

With this statistical showing we can understand why contract wheat has been selling in the United States since the last crop at an average of $1.15. The demand for wheat from all sides of the country forced up the price and led to the hasty conclusion by many that the United States has to withdraw from the flour and wheat export trade. Such a conclusion is not a surprise when we recall that as late as 1902, the United States exported 225,000,000 bushels of wheat and flour. To have that item eliminated, suddenly brought the milling trade to a new proposition.

The increase of population in the United States is increasing home needs yearly, and in a few years that country may disappear from the list of grain exporting areas. But this will not be realized immediately. It is probably several years away.

The wheat acreage of every country fluctuates, as does the yield. In 1881, the United States had a wheat acreage 3,700,000 larger than in 1895; but it now has an acreage 10,000,000 larger than in 1895. A few years back the Ohio valley was a heavy producer of wheat. Now the states of Michigan Ohio, Indiana and Illinois scarcely produce a surplus above bread and seed. Production in the meantime has moved into Oklahoma, Kansas and Nebraska, the northwestern Spring wheat states and into the Puget Sound country.

The present area can produce 100,000,000 bushels in excess of its yield in 1901. It has been realized and would have been this year, had not unusual rainfall in the southwestern states about July 1, and rust in Nebraska and the northwestern states in July and August caused heavy loss. The wheat had nearly matured when flood, rains and disease cut off fully 100,000,000 bushels. Had the yield in prospect been secured, the United States would have realized a surplus of 100,000,000 to 125,000,000 bushels for export and would have continued this year in the export business, with the price of wheat on a more normal basis.

On account of the steady reduction in stocks carried over July 1, into the new crop, the country needs to raise from 625,000,000 bushels up to be able to compete advantageously in Europe with the wheat from other exporting countries. Barring occasional accidents, such as interfered with the product this year, this total can be raised for several years.

Flour Inspector for Manitoba.

Mr D. Horn, chief grain inspector for Manitoba, received the appointment of



HAPPY

You know the Premium Plan that accompanies the sale of

Orange Meat

—how that we give Silver Spoons and other things for coupons returned.

Well—we could show you more letters from happy children—not all of them black—than you would have time to read. These children are after the Premiums but every now and then one stops to tell of the goodness of our breakfast food.

Means something, grocers—to you.

The Frontenac Cereal Co. Limited.

KINGSTON, ONTARIO.

inspector of flour and meal for the same territory in accordance with a request of the Winnipeg Board of Trade and the desire of the British dealers to be able to buy the flour of small western mills on inspection.

The latter feature of the Canadian export flour trade was laid before western grain and flour milling interests last Fall by the agent of a large British flour commission house who visited this country, looking into the ways and means of increasing the export flour trade between Great Britain and the West. Mr. Horn's appointment is especially suitable as Mr. Horn has had practical experience in milling in both countries. The inspection has nothing to do with the ordinary trade in flour since it is not compulsory, merely giving the smaller millers a better opportunity of placing their flour on the British markets.

Canadian Wheat in Duluth.

THE first shipment of Canadian wheat to be delivered to Duluth this crop year, consisting of about 5,000 bushels, has reached that city. The cargo has been placed in bond where it will remain until the opening of navigation for exportation to Liverpool.

The recent shipment is the first to go to Duluth for about a year and a half. Since the construction of the elevators at Fort William and Port Arthur comparatively little Canadian grain has been received at the American head of the lakes. The wheat which was shipped to Duluth this year, however, is grown in territory that is not tributary to the Canadian lines running to the Canadian head of the lakes. It was raised in Manitoba and hauled by teams across the boundary to Sherwood, N.D., where it was loaded by the Soo road. It eventually sought its only water route by the way of Duluth.

It is expected that considerable of the Canadian wheat will be sent via Duluth this year. The elevators at Port Arthur and Fort William, it is said, will hardly care for all the grain grown along the lines of the Canadian roads Wheat which has formerly been hauled a long distance to the Dominion carrier lines will probably be taken across the line and delivered to roads with direct access to Duluth.

Australian Wheat Crop.

Preliminary harvest estimates for this season have recently been published, but at the present time, calculations are misleading, and at the best can only be taken as approximate. The season is nearly a month later than usual. The three wheat exporting states: Victoria, South Australia and New South Wales are estimated to produce an exportable surplus of 21,000,000 bushels, which is less than half of last season's surplus available for over-sea shipment. If present weather conditions continue for another month, the estimates are likely to be increased.

Since the opening of the present season, at the beginning of December, 1903, the exports of Australian wheat and flour to over-sea destinations have (reducing the flour to the equivalent of wheat) reached the total of about 38,000,000 bushels of wheat, about 30,500,600 bushels being for Europe, 5,665,000 bushels for South Africa, 571,000 bushels for South America, and the balance (1,264,000 bushels) for various other destinations. This season's exports to date represent an aggregate value, at port of shipment, of about £6,500,000. Making allowances for the quantity unfit for over-sea shipment the surplus of f.a.q. old wheat available for export is now estimated at—in the vicinity of—5,000,000 to 6,000,000 bushels.

To Change Grading of Manitoba Wheat.

Members of the Manitoba Grain Growers' Association are discussing the advisability of making some radical changes in the present system of grading wheat. There is general dissatisfaction among farmers in the Canadian West at the multiplication of grades and the wide range of prices between each, practical tests having proved that there is no corresponding difference in the milling value of wheat. It is felt that unless some means can be devised by which the spread between grades will be much lessened, it will be in the interests of the farming community to have the grading system abolished, and wheat bought and sold on sample according to its milling value. The weak features of the present system have become particularly noticeable during the past few months, when Manitoba wheat exported to the United States had to compete on an even basis with the American article owing to marked differences in grading. It is probable that remedial legislation will be passed at the next session of the Dominion Parliament.

King's Food.

The Robt. Greig Co., Toronto, are putting a new cereal food on the market under the name of "King's" food. It is put up in three-pound packages, each one of which contains a glass dish, and retails for a quarter. Mr. Greig reports that the new food is a great seller and that 4,000 doz. were sold even before the labels were made.

Flour Goes to the Tropics.

One of the most curious and interesting features in connection with the Canadian export flour trade during the past three years is the increasing demand for flour in 50-lb. sealed tins. Canadian millers do all their business through a middleman and have no knowledge whatever as to the ultimate destination of their products. It is surmised that the flour goes somewhere south of the tropics.

To Abandon All Coupons.

The H-O and Force companies have announced their decision to abandon the cash feature of their premium plan in selling food products, following the lead of the American Cereal Company.

Cereal Notes.

The third annual meeting of the Manitoba Grain Growers' Association was held in Brandon on Jan. 8 and 9.

C. C. Castle, warehouse commissioner, has instituted criminal proceedings under the Manitoba Grain Act against T. H. Kellett, of the Winnipeg Grain Exchange, for trading as a grain commission merchant without a license.

Mr. W. C. Caldwell, representative of North Lanark in the Ontario Legislature, is dead. Mr. Caldwell will be remembered by the trade as the proprietor of a woolen and grist milling business in Lanark.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

RICE IN POCKETS

The grocer who is ever on the alert for the best things will assuredly take kindly to our Pocket Rice.

Order a bale—100 lbs.—from any distributor.



In 1-lb. and 3-lb. pockets



In 1-lb. and 2½-lb. pockets.

DISTRIBUTORS

TORONTO
Eby Blain Co., Limited
Davidson & Hay, Limited
Warren Bros. & Co.
James Lumbers

HAMILTON
Balfour & Co.
W. H. Gillard & Co.
Lucas, Steele & Bristol

LONDON
A. M. Smith & Co.
Elliott, Marr & Co.
E. Adams & Co.
Lind, Kerrigan & Co.

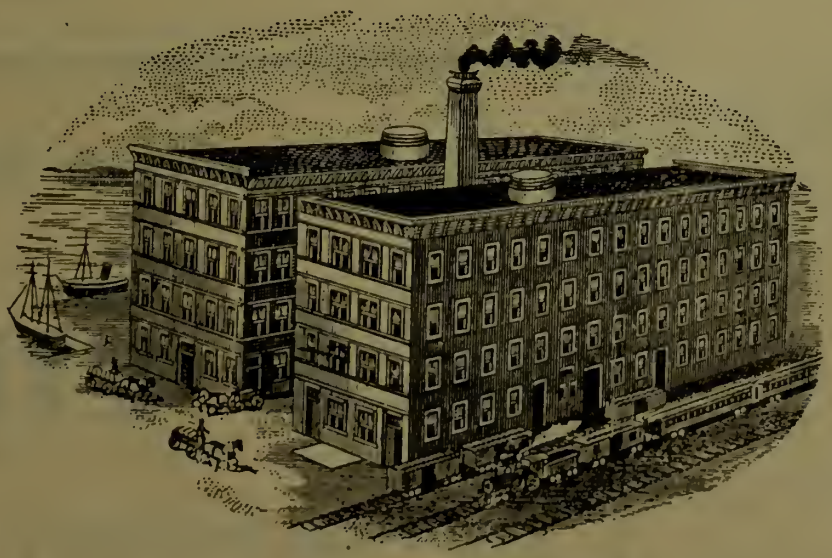
ORME & SUTTON RICE CO.,
MILLS: NEW ORLEANS.

104 WALL STREET NEW YORK

BRANCH OFFICES: Philadelphia, Bourse Bldg. Toronto, J. S. Donaldson & Co., 50 Front St. E.

We beg to call the attention of the trade to the fact that we have the most modern machinery for manufacturing the following goods:

Rolled Oats
Gran. Wheat
Gold Dust
Family Oatmeal
Ground Wheat
Sd. and Gr. Oatmeal



Pot and Pearl Barley
Ground Oats
Flaked Wheat
Split Peas
Pea Meal
Ground Corn
All kinds of Feed

Consequently the goods are the best in the market.

PHONE, WIRE OR WRITE US FOR QUOTATIONS.

PROMPT DELIVERY IN MIXED OAR LOTS OR OTHERWISE.

LETTER ORDERS A SPECIALTY.

WM. McCANN MILLING CO., OFFICE and MILLS FOOT JARVIS STREET Toronto

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

New British Tobacco Duty.

LIVERPOOL being the chief port of entry, and a point of distribution for United States tobacco in Great Britain, it is natural that there should be much concern here as to the effect (favorable or otherwise) of the new additional duty of 6c per pound on 'stripped' leaf," writes the U. S. consul residing in Liverpool, Eng.

The tobacco trade of Great Britain in all its branches—importing, manufacturing, and selling, wholesale and retail—has been much unsettled during the past two or three years, and now this new duty has introduced an additional disturbing influence. Opinions vary considerably as to the effect of the new duty in both Great Britain and the United States. A few days ago the London Times conspicuously published the following:

"We have received from an American correspondent a communication in which he explains the effect which the change in the British duty on tobacco has had on the trade in the United States. An arrangement whereby stripped tobacco comes into this country at 3s 3d (79c) per pound, whereas unstripped comes in at 3s. (73c) per pound, has brought the offal to this country in the shape of the stem. The stem was formerly taken out of the tobacco in the United States and left there. It was the raw material of valuable commercial products, and before the duty was changed he himself had a contract for $15 a ton for stems to be hauled away from the factory door by the purchaser.

"Since the change in the duty the contract has become valueless, as there are no stems to be sold, and the trade in this material has passed to England. The offal is now being ground into powder in Liverpool. From this offal used to be made in the United States (1) germicide powder for sheep washing and for horticultural purposes; (2) a liquid extract of nicotine chemically extracted and shipped to Germany; (3) snuff. The point our correspondent wishes to emphasize is that the importation of the stem into England has created a new industry here, as labor is required to strip the leaf on this side."

The above has been widely reprinted in the English press, particularly in the Liverpool district, and other tobacco centres. Some papers have treated the matter from the fiscal standpoint—that is, the claim has been made that the additional duty of 3 pence (6 cents) on "stripped" leaf as against "unstripped" is really the thin edge of a system of discriminating protective duties on articles wholly or in part manufactured, as against the raw material; and the result of this new tobacco duty, as alleged by the American correspondent of the Times, in creating a new industry in this country, is held to be a vindication of the wisdom of the new duty.

With the object of getting at the actual facts of the case, the Times article was submitted to one of the best-known and largest firms in the United Kingdom importing American leaf tobacco. This firm replies in writing as follows, and it will be observed that it does not agree altogether with the American correspondent of the Times, at least so far as the present situation is concerned:

"There is no new industry. The making of germicide powders is a very old industry, and whether the manufacturers will get their tobacco offal any cheaper in consequence of increased stemming in this country remains to be seen. No increased stemming to any extent has yet taken place, nor will it until the stock of strips in Great Britain is exhausted. Manufacturers of germicide powders in America who have been getting tobacco stems, which they call 'the raw material of valuable commercial products,' may well cry out about the decrease in the supply of stems, in consequence of shippers in Virginia and the Carolinas not making strips for sale in Great Britain out of the crop now being sold, for hitherto stems have been made in such quantities that they have had no value, as indicated by the price, $15 per ton. People will not buy leaf tobacco at from 6 cents to 25 cents per pound to pull the stems to sell at one-third of a cent per pound to makers of germicide powders

"In the West, Kentucky, Clarksville, etc., the scarcity of stems can not yet have been felt, as the strips were made out of the 1903 crop before the duty was raised, and the 1904 crop has not yet been marketed. No doubt the holders of stems would not continue to give them away, when they anticipated no stems being made. Stems being of no value, the cost of tobacco and labor in stemming was added to the strips, which made strips so much dearer. If strips can be made in Great Britain with ample drawback for duty on the stems returned into bond, and these stems be of value for any purpose, then the strips made in Great Britain will be relatively cheaper than those made in America. If the scarcity of stems in America should compel manufacturers of germicide powder to pay the first cost of the stems, then American stemmers would be able to send strips to Great Britain at a price that would enable English manufacturers to buy American-made strips and pay the extra 6 cents duty."

Unique Window Display.

Nowadays when there is so much to distract the public attention, it takes considerable ingenuity to secure some novelty for a store window which will cause people to stop and take particular notice of what the window contains.

A store in the Monument National Building, Montreal, which has achieved striking sueeess in this way is 210 St. Lawrence street, which is the premium department of the manufacturers of "Bobs" plug chewing tobacco.

The last attraction in this window was a miniature electric railway in perfect operation, with an illuminated car traveling at full speed, the power being

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

It's Just Like This

We are making Cigars that we **know** to be the best at the money made. So positive about this are we that we back up our convictions with our money. No dealer can lose on Payne's Cigars—need ever cut their price. These Cigars are fully advertised, and as a consequence are well known. They are the safest Cigars and the most profitable. Then how can you ever pass over our standing offer ?

1000 Cigars, express paid. Money back for unsold stock at the end of 3 months.

Our **PEBBLE** (5-center) and **PHAROAH** (10-center) should form a part of every order.

J. BRUCE PAYNE, LIMITED, Mnfrs., Granby, Que.

Feb. 3, 1905.

"There's nae muckle o' him, but there's a deal in him."

The 10-cent Size

of T & B Smoking Tobacco

is not a very big piece of Tobacco —just the usual 10-cent size—but there's a great deal in it. Countless smokers are ready to affirm this.

GEO. E. TUCKETT & SON CO., Limited, Hamilton, Ont.

derived from a motor. This car is an exact model from a peculiar system which is in actual operation in Germany.

New Tobacco Advertising.

A hundred dollar bill is such a tempting morsel that the wide-awake seeker of publicity has utilized the bait for advertising purposes. The use of money as an ad. is not new in itself, but there are always new scttings for the rarest gems. The Irving Cigar people, Hirsch Sons & Co., have adopted a "roll" ad. that is attracting attention all over the Dominion. They have an exact fac simile of a roll of bills with a green bill outside bearing the figures "100" in bold letters. So thick is the wad that one is impressed with the appearance of money and not with the fact that the hundred refers to numbers, not dollars. Within the roll is a list of the Irving premiums. Thc whole is nicely printed and in every way a credit to the firm.

News of the Trade.

There is talk of a new tobacco manufacturing industry being started near Chatham, Ont.

Mr. J. M. Fortier, cigar manufacturer, Montreal, left on Jan. 4 on a business trip to Cuba. While away he will select and reccive some of the late crop of fine Havana tobacco.

McDOUGALL BATH BRICK
Specify them in your orders.
The best in the world.
D. McDOUGALL & CO., Glasgow, Scot.

SWEET CAPORAL


CIGARETTES
STANDARD OF THE WORLD
Sold by all Leading Wholesale Houses.

Royal Egyptian Cigarettes
Rich in Flavor
Copious in Value
Great Sellers
All First-class Grocers should have them
J. M. Fortier, Limited, Manufacturer, Montreal

SMOKING
Tonka
Solid Comfort
Pinchin's
Hand Made

cALPIN'S
Tobaccos
the grocer a bet- profit, besides isfying the ex- e demands of customers. It n this account t every grocer uld sell them.
McAlpin Consumers Tobacco Co. Limited
Toronto

CHEWING
British Navy
King's Navy
Beaver
Apricot

THE METROPOLITAN BANK

CAPITAL PAID UP - $1,000,000.00
RESERVE FUND - $1,000,000.00
UNDIVIDED PROFITS - $103,047.79

DIRECTORS :

REV. R. H. WARDEN, D.D., - President.
S. J. MOORE, ESQ., - - Vice-President.
D. E. Thompson, Esq., K.C., - of Thompson, Tilley & Johnston.
His Honor W. Mortimer Clark, K.C., Lt. Gov. Province of Ontario.
Thos. Bradshaw, - - Vice-Pres. Imperal Life Assce. Co.

HEAD OFFICE, - TORONTO, ONT.

W. D. ROSS, General Manager.

SAVINGS BANK DEPARTMENT open at all Branches, and interest allowed at best current rates on deposits of one dollar and upwards.

Statement of the Affairs of the Bank as at December 31st, 1904.

LIABILITIES.

Capital Stock paid up..		$1,000,000.00
Reserve Fund	$1,000,000.00	
Rebate on Bills Discounted	11,365.44	
Balance of Profit and Loss Account, carried forward	103,047.79	
		1,114,413.23
Notes of Bank in circulation	892,777.50	
Deposits not bearing interest	549,875.55	
Deposits bearing interest (including interest accrued to date)	1,525,742.74	
Deposits by other Banks in Canada	113,008.22	
		3,081,404.01
		$5,195,817.24

ASSETS.

Specie and Dominion notes ....$	404,595.85	
Deposit with Dominion Government for security of note circulation	28,464.62	
Notes of and cheques on other banks	329,285.33	
Balances due from other banks in Canada	322,375.41	
Balances due from agents in United Kingdom ..	9,756.90	
Balances due from agents in foreign countries ..	105,797.74	
Railway and other bonds, debentures and securities	505,828.13	
Call loans secured by bonds, debentures and stocks	566,042.42	
		$2,272,146.40
Current loans and discounts	2,834,352.60	
Notes and bills overdue (estimated loss provided for)	5,847.93	
Bank premises, safes and office furniture	82,889.98	
Stationery, etc.	580.33	
		2,923,670.84
		$5,195,817.24

FINANCE AND INSURANCE

ANOTHER entirely satisfactory report was presented to the shareholders of the Bank of Montreal in annual meeting assembled on December 5. Its principal features included an increase in deposits bearing interest of $13,265,000, an increase of call loans of $9,143,000, an increase in current loans of $6,699,000, and a decrease in the balance due by agencies of the bank and other banks outside Canada of $4,114,000. The bank's profits for the year ending October 31 were, after deducting charges of management, and making full provision for all bad and doubtful debts, $1,609,207.95, out of which was paid $1,400,000 in dividends at the rate of ten per cent. per annum, leaving $209,207.95, which added to balance of profit and loss account of $373,988.06, carried forward from the year ending October 31, 1903, gives a balance carried forward for this year of $583,196.01. In a nutshell, the bank earned ten per cent. on its paid-up capital of fourteen million dollars, and has been able to add two hundred thousand dollars odd to profit and loss account.

* * *

THE decision of the Canadian Bank of Commerce to increase its capital stock from $8,700,000 to $10,000,000 draws attention to the great increase in the business of that institution and also indirectly to the remarkable position of nearly all the banks of the country. At the present moment the capacity of Canadian banks is being taxed as never before. Their combined capital is barely sufficient to handle the country's business, and the action of the Bank of Commerce in increasing its capital is no doubt but the first step of several that will shortly be taken for the increase of the banks' capacity. It is freely stated that at least two other banks will make a similar move at the end of the year and perhaps others will follow. The two mentioned at present are the Dominion Bank, which is expected to issue $1,000,000 new stock, bringing its capital up to $4,000,000, and the Standard Bank, whose capital has hitherto been $1,000,000.

* * *

THE statement of profit and loss and the general statement submitted to the shareholders of the Eastern Townships Bank at the annual meeting is a highly satisfactory one, the net profits for the year amounting to $306,968, which is equal to nearly 12 1-2 per cent. In addition to this there was the sum of $22,995 premium paid on new issue of capital stock and $27,647 balance at credit of profit and loss brought forward from last tyear, making a total of $357,611. Out of this, two half-yearly dividends at the rate of 4 per cent., making 8 per cent. per annum, were allotted to shareholders; $50,000 was transferred to rest account; $40,000 was applied to the reduction of value of assets, and $40,000 in reduction of bank premises and furniture. This left a balance of $30,217 at the credit of profit and loss.

NOTES.

A branch of the Sovereign Bank was opened at Galt on December 13.

Mr. W. J. Stark is the manager of the new market branch of the Sovereign Bank in Toronto.

Another branch has been opened by the Canadian Bank of Commerce, this time in Claresholm, Alberta. This makes the 112th branch of this large Canadian institution—106 in Canada, 5 in the United States and one in London, England.

The annual statement of the Bank of Toronto for the year ending November 30, 1904, shows a fine increase in net profits, due, partly at least, to the enlarged capital. The net profits, after making due provision for possible losses, are $445,425, or nearly 15 per cent. of the capital stock. The rest account has been added to by $145,570 during the year, and is now $300,000 in excess of its paid-up capital of $3,000,000.

The Canadian Manufacturers' Association have appointed the following gentlemen as the permanent committee on insurance for the association: P. H. Burton, W. B. Tindall, P. W. Ellis, W. P. Gunby, Richard A. Donald, J. P. Murray, C. N. Candee, J. W. Cowan, A. Jephcott; R. M. Bertram, Montreal; C. B. Gordon, C. C. Ballantyne, Col. J. H. Burland, W. A. Candle, F. H. Whitton, Hamilton; Col. W. M. Gartshore, London; Geo. E. Amyot, Quebec; Geo. McAvity, St. John; T. M. Cutler, Halifax.

The Canada Trust Co., Limited, with a capital stock of $250,000, has received letters patent of incorporation under the Manitoba John Stock Companies Act. The objects of the company are to carry on the business of a trust and loan company, to advance money on real estates and other securities and to act as financial agents for individuals and corporations, etc. The head office will be in Winnipeg. The promoters of this company are well known residents of Portage la Prairie and Winnipeg, and the provisional directors include the names of H. Armstrong, M.P.P., E. Anderson, J. Cornyn, E. J. O'Sullivan and H. J. Hardy.

ESTABLISHED 1874

JOS. B. REED & SONS

Insurance, Toronto

ADVANCED METHODS

Our Insurer's Advice Sheet system.
" " Safe Deposit Vault.
" " Bond (guaranteeing our work).
Free of cost to our customers.

ABSOLUTE SECURITY

We represent the strongest and best companies in existence.

Write for our pamphlet illustrating the superior advantages of our office and methods.

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

Head Office Toronto, Ont.

Capital -	$2,000,000.00
Assets, over - -	3,546,000.00
Annual Income -	3,678,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.

C. C. FOSTER, Secretary.

BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, $1,000,000.00.
TOTAL ASSETS, $2,024,096.02.
LOSSES PAID SINCE ORGANIZATION, $23,886,005.32.

HEAD OFFICE, - BRITISH AMERICA BUILDING, Cor. Front and Scott Sts., Toronto.

HON. GEO. A. COX, President. J. J. KENNY, Vice-President and Managing Director
P. H. SIMS, Secretary.

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life ASSOCIATION.

W. H. BEATTY, PRESIDENT.

W. C. MACDONALD, ACTUARY. J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

THE CANADIAN BANK OF COMMERCE

Paid-up Capital, - - $8,700,000
Rest, - - - - $3,000,000

HON. GEO. A. COX, President. B. E. WALKER, General Manager.

HEAD OFFICE: TORONTO, CANADA.

LONDON, ENG., OFFICE. 60 Lombard St., E.C.
NEW YORK AGENCY, 16 Exchange Place.

The attention of exporters and importers is requested to the undernoted list of correspondents of this bank, embracing all parts of the world. In conjunction with its widespread system of branches, numbering 112 and covering all important points in Canada and on the Pacific coast of the United States, it is thus enabled to offer them unexcelled facilities for the transaction of domestic or foreign banking business.

List of Bankers and Chief Correspondents:

GREAT BRITAIN—
The Bank of England; The Bank of Scotland; Lloyds Bank Limited; The Union of London and Smiths Bank, Limited; Parr's Bank, Limited.

UNITED STATES—
New York, The American Exchange National Bank, The Fourth National Bank; **Boston,** The Bank of Nova Scotia, The National Shawmut Bank, The National Suffolk Bank; **Buffalo,** The Marine National Bank; **Chicago,** The Northern Trust Company; **Detroit,** The People's Savings Bank, The Commercial National Bank; **Minneapolis,** The North-Western National Bank; **New Orleans,** The Commercial National Bank.

FRANCE—
Credit Lyonnais, Paris; Messrs. Lazard Freres & Cie, Paris.

GERMANY—
Deutsche Bank.

HOLLAND—
Disconto Maatschappij, Rotterdam.

BELGIUM—
Messrs. J. Matthieu & Fils, Brussels; Banque d'Anvers, Antwerp.

SWITZERLAND—
La Banque Federale, Zurich.

INDIA, CHINA, JAPAN and the PHILIPPINE ISLANDS—
Chartered Bank of India, Australia and China; Hongkong and Shanghai Banking Corporation.

SOUTH AFRICA—
Standard Bank of South Africa, Limited; Bank of Africa, Limited.

AUSTRALIA and NEW ZEALAND—
Union Bank of Australia, Limited Bank of Australasia; National Bank of Australasia, Limited.

HAWAIIAN ISLANDS—
First National Bank of Hawaii, Honolulu; Bishop & Co., Honolulu.

SOUTH AMERICA—
British Bank of South America, Limited; London & Brazilian Bank, Limited; Bank of Tarapaca and Argentina, Limited.

MEXICO—
Banco de Londres y Mexico.

WEST INDIES—
Bank of Nova Scotia, Kingston, Jamaica; Colonial Bank and Branches; National Bank of Cuba, Havana, Cuba; Bank of Bermuda, Hamilton, Bermuda.

Foreign Exchange Bought and Sold. Commercial Letters of Credit Issued.

MANUFACTURERS AND MERCHANTS.

It may be necessary for your staff to have fidelity bonds. We act as surety on such. We are known the world over.

Write to us for terms and particulars.

The London Guarantee & Accident Co., Limited.

D. W. ALEXANDER, General Manager for Canada,
Canada Life Building, - - - TORONTO.

CAPITAL PAID UP, - - $1,000,000.
RESERVE FUND, - - 1,000,000.

THE METROPOLITAN BANK.

DIRECTORS

R. H. WARDEN, D.D., President S. J. MOORE, Esq., Vice-President
D. E. THOMPSON, Esq., K.C. His Honor W. MORTIMER CLARK, K.C
THOS. BRADSHAW, Esq.

HEAD OFFICE, - TORONTO.
W. D. ROSS, GENERAL MANAGER.

GENERAL BANKING BUSINESS TRANSACTED

SAVINGS DEPARTMENT at all Branches.

ACCOUNTS SOLICITED

Drafts Bought and Sold.
Letters of Credit Issued.

DON'T ASK FOR "DUTCH COCOA"

—ASK FOR—

VAN HOUTEN'S COCOA

There are other Dutch Cocoas. Van Houten's "beats the Dutch."

Grocers, don't supply other Cocoas when your customer will appreciate only Van Houten's.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

"Irresistibly Delicious!"

PETER'S
THE ORIGINAL
MILK-CHOCOLATE

One taste will make a Peter eater!

MADE IN VEVEY, SWITZERLAND—FOR EATING ONLY.

A Quick, Steady and Profitable account for any dealer.

Send for a Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

Don't change your milkman if it's

BORDEN'S

"Eagle" Brand Condensed Milk

and

"Peerless" Evaporated Cream

you are selling—

—These milks are at the top of all similar goods.

—There can be nothing better,

—or purer and healthier produced—

Try them—

Write for prices to

WILLIAM H. DUNN, - MONTREAL

JOS. IRVING. 92 Wellesley St., TORONTO.
ERB & RANKIN, Halifax, N.S.
SCOTT, BATHGATE & CO., Winnipeg, Man.
W. S. CLAWSON & CO. St. John, N.B.
SHALLCROSS, MACAULAY & CO., Victoria and Vancouver, B.C.

old reputation

Attention!

old reputation

The BEST of Swiss Milk Chocolates

KLAUS'S CHOCOLATES

are now introduced in the Canadian Market.

(Klaus's Chocolates were awarded the Gold Medal at the Glasgow Exhibition.)

Wholesale Depot for Canada:

Canadian Swiss Trading Co.

17 ST. JOHN ST.,

MONTREAL.

WM. BRAID & CO.
COFFEE IMPORTERS

How is your Coffee Trade?

BRAID'S BEST COFFEE is increasing in popularity every day because consumers appreciate its merit.

ARE YOU SWIMMING WITH THE TIDE?

If not, now is the time to change.
Don't let your neighbor outstrip you, as he surely will unless you carry a good stock of Braid's Best Coffees.
Bucking the current has carried down many a strong swimmer.

BRAID'S BLENDED COFFEES are the best for grocers to buy—

FIRST—Because they yield him a satisfactory profit.
SECOND—Because the quality never varies.
THIRD—Because they give the public better satisfaction than any other coffee sold.

These Coffees are a triumph of the expert coffee man's art. An order will make you a permanent customer of ours, and every sale a steady patron for you.

Write us for Samples

WM. BRAID & CO.,
Importers of Teas, Coffees, Spices, etc., VANCOUVER, B. C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in t e centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

January 12, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 dos. in case	3 00
12-oz. tins, " "	2 40
6-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per dos.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
3 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 dos.	2½lb.	10 40
1 dos.	5lb.	19 50

MAGIC BAKING POWDER.



Cases.	Sizes.	Per dos.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 96
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
1 "	6 oz.	Per case
1 "	12 "	$4 25
1 "	16 "	

JERSEY CREAM BAKING POWDER.

Size, 5 dos. in case	$0 40
½ " 4 " "	0 75
¼ " 3 " "	1 25
1 " 2 " "	2 25

OCEAN MILLS.

	Per dos.
Ocean Baking Powder, ½ lb., 4 dos.	$ 45
Ocean Baking Powder, ¼ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 dos.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	75

Freigbt paid, 5 p.o. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ¼ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ¼ lb.	2 80
" 12 os.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 dos in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 dos, per doz	$2 25

HOMI BAKING POWDER, CO., MONTREAL.

Sizes.	Per dos
2 doz. case ½ lb.	$2 40
1 " 1 lb.	4 75

1 to 5 cases, 5 per cent.
5 to 10 cases, 10 per cent.



EAGLE BAKING POWDER

	Per dos.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

"BEE" BRAND BAKING POWDER.

6 oz. cases, 4 doz., per case	$3 50
10 oz. " 3 doz., "	4 00
16 oz. " 4 doz., per doz	2 25

Blue.

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10



J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 16½c
"Sapphire"—14-lb. boxes, ¼-lb. pkgs. per lb.....12½
"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb. 10

Black Lead.

Reckitt's, per box	$1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.	



JAMES' DOME BLACK LEAD.

	Per gross
5a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per dos.
Cases of 5-dos. 5c. packages	$0 40
" 5-dox. 10c. "	0 85

Boeckh's Brooms.

Bamboo Handles, A, 4 strings	$4 50
" " B, 4 "	4 20
" " C, 4 strings	3 95
" " D, 4 "	3 70
" " F, 4 "	3 40
" " G, 3 "	3 10
" " L, 3 "	2 70

Cereals.

Wheat Oil, 2-lb. pkgs., per pkg	0 06
" " 7-lb. cotton bags, per bag	0 15½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per dos.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per dox	2 40
Cocoa Essence, sweet, ½-lb. tins, doz	2 55

A GOOD START

IN BUSINESS,
AS WELL AS IN A RACE,
OFTEN
LANDS THE WINNER

BE SURE

YOU START YOUR BUSINESS FOR THE COMING YEAR BY ORDERING A TRIAL CASE OF 4 DOZ. OF

BATGER'S

STRAWBERRY JAM

ROSE & LAFLAMME
MONTREAL



ECONOMY

is successfully combined with high quality in

PATERSON'S WORCESTER SAUCE.

It sells for less than other high-grade sauces. That is one of the reasons it is so popular with prudent housekeepers.

ROSE & LAFLAMME,
Agents, Montreal.



Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 3's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, lbs	$1.75
Orange, white and almond, ½-lbs	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs	3.75
" ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ¼-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

½ lb tins, 4½ doz. to case	per doz.,	$ 90
½ " " 4 " "	"	2.40
½ " " 2 " "	"	4.75
½ " " 1 " "	"	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.



	Per lb.
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ½s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liquors	0 20

	0 32
	0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins	40c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44
Sweet chocolate powder—	
6-lb. boxes, 12 boxes in case, ½-lb. tins	32c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins	34c.
Premium chocolate—	
6-lb bxs., 12 bxs. in case, ½-lb. pkgs	33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs	33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs	35c.
Medallion sweet chocolate—	
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs	44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	44c.
Milk chocolate—	
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs	35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	35c.
Vanilla sweet chocolate—	
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs	32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	32c.
Tid-Bit chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	30c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs	30c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs	23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs	23c.

Condensed Milk.

Anchor " brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65





Borden's Condensed Milk Co.

Eagle " brand	$1 50
Gold Seal " brand	1 30
Peerless " brand evaporated cream	1 20





TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream, per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1?

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30

15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

RECKITT'S BLUE and ZEBRA PASTE

Always give your Customers Satisfaction.

"CROWN"

BRAND

TABLE SYRUP

Put up in Tins—

2-lb tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ½-Brls., Kegs and Pails.

Freight paid on 5 cases and over to all railway stations East of North Bay.

CANADA'S **BEST**

Do you sell it?
Try it and watch your Syrup trade grow

FOR SALE BY ALL JOBBERS

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT.
Works: CARDINAL, ONT.
164 St. James St., MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$ 1 00 to 3 00 books	3	cents each
5 00 books	4	"
10 00 "	5½	"
15 00 "	6½	"
20 00 "	7½	"
25 00 "	8	"
50 00 "	12	"

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
doz. packages (12 to a case)	0 75
doz. packages (12 to a case)	0 95

Cleaner.



		Per doz.
4-oz. cans		$ 0.90
6-oz.	"	1.35
10-oz.	"	1.85
Quart	"	3.75
Gallon	"	10.00

Wholesale Agents.
The Davidson & Hay, Limited, Toronto

Food.

Per doz

Gelatine.

Per gross

Knox's Gelatines	$16 75
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Per doz.

" " 5 doz., at	$ 1 40
" " 1 doz., at	1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$0 95
2-lb. tins, 2 doz. in case "	1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 06½
7 and 14-lb. wood pails per lb.	0 06½
30-lb. wood pails "	0 06½
Pure Fruit Jellies—	
12-oz. glass jars, 2 doz. in case. per doz.	0 95
2-lb. tins, 2 doz. in case "	1 60
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—	
1-lb. glass jars (16-oz. gem) 2 doz. in case per doz.	1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate per lb.	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper per lb.	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5-lb. boxes per lb.	0 40
"Acme" pellets, 5-lb. cans per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 72
Dulce large cent sticks, 100 in box	

Lye (Concentrated)

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$ 3 60
3 cases "	3 50
5 cases or more	3 40

Matches.

UNITED FACTORIES, LIMITED. Per case.

Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

	1 case.	5 cases.
Parlor—		
Imperial	$3 75	$3 50
Best	3 75	3 50
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar. per jar.	0 75
" 1-lb. jar. "	0 25
F. D., ½-lb. tins per doz.	0 85
" ¼-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins per lb.	$ 0 35
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins per lb.	0 25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars per jar	0 70
1-lb. jars "	0 26



Orange Meat.

Cases, 36 15c. packages $4.50
5 case lots 4.40 (Freigbt paid.)
Cases, 20 25c. packages 4.00
5 case lots 4.00 (Freigbt paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart sem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

Pickles.

STEPHENS'.

A. P. Tippett & Co., Agents.

Cement stoppers (pints) per doz.	$ 2 30
Corked "	1 90

Soda.

COW BRAND.



Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs (containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

Per case.

No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda cases 100 10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND.

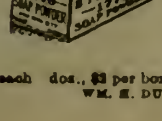
"Bee" brand, 8 oz., cases, 120 pkgs.	}	Per case
" " 10 oz., cases, 96 pkgs.		
" " 16 oz., cases, 60 pkgs.		$2 75

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

Marpole soap, colors per gross	$10 20
" black "	15 30
Oriole soap "	13 20
Gloriola soap "	12 00
Straw hat polish "	10 20

BABBITT'S.



Babbitt's "1776" 6-oz. pkgs. $3.60 per box. 5 boxes at freight paid and half box free.
Babbitt's "Best soap, 100 bars $4.10 per box.
Potash or Lye, bxs each doz., $3 per box.

WM. E. DUNN AGENT.



START 1905 RIGHT—by placing an order for

"PRINCE OF WALES"

Mocha and Java Coffee

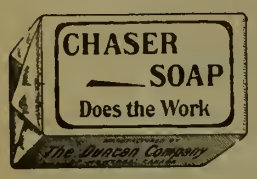
Put up in 1 and 2 lb. (air-tight) tins

S. H. & A. S. EWING,

ESTABLISHED 1845

Montreal Coffee & Spice Steam Mills, - 53 & 55 Cote St., Montreal

Cor. Lagauchetiere St.



CHASER SOAP.

1 case	$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
ulinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

BEN STAROH CO., MONTREAL.

"Bee" brand, cases, 64 packages. 5 00

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	$ 07
Durham corn starch, 40 lb.	0 06½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 06½
" 100-lb. kegs	0 06½
Canada Laundry, 40 to 46 lb.	0 05½
Ivory Gloss, 6-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 06½



OGDEN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

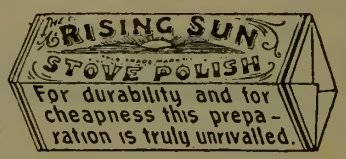
"BEE" BRAND CORN STARCH.

Cases 40 pkgs.

San Toy Starch—

10c. pkgs, cases 5 doz., per case.... 4 75

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



DUNN, AGENT.



	pr. dz
Enamelline No. 4, bxs., ea. 3 dz.	0 38
Enamelline No. 6, bxs., ea. 3 dz.	0 65
Enamelline liquid, bxs, ea. 3 doz.	0 80
Blackene, 5-lb. cans, per lb.	0 10

Enameline stove dressing, per doz. 0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

"BEAVER" BRAND.

	Per case.
1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 60

SMALL'S BRAND—Standard.

	Per case.
1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 30



Teas.

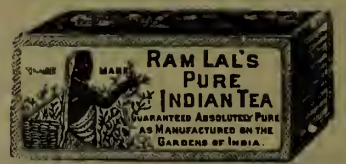
SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 39	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c.	0 22
Green Label. " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55



Cases, each 60 1-lb.	$0 35
" " 30 1-lb.	0 35
" " 120 ½-lb.	0 36



LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½'s	$0 35	$0 50
Blue Label, 1-lb. and ½'s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½'s	0 20	0 25
Japan, 1's	0 19	0 25

E. D. MAROHEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 40
" III 80-lb. boxes	0 36½
EMD AAA Japan, 40 lb "at	0 32½
" AA " 40 "	0 30
Blue Jay, basket fired Japan, 70 lbs.	0 27½
"Condor" IV 80-lb. "	0 32½
" V 80-lb. "	0 27½
" XXXX 80-lb. boxes	0 23½
" XXXX 30-lb. "	0 24½
" XXX 80-lb. "	0 21
" XXX 30-lb. "	0 22
" XX 80-lb. "	0 19
" XX 30-lb. "	0 20
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

Black Teas—"Nectar" in lead packets	
Green Label, retails 0 26 at	0 20
Chocolate Label, " 0 35 at	0 25
Blue Label, " 0 50 at	0 36
Maroon Label, " 0 60 at	0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb.	0 42½
" " —Maroon, 1-lb.	0 50
" " —Maroon, 1-lb.	1 50

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and ⅛s, 60-lb. cases, retail	0 25 at 0 20
Grey Label, ½s, ¼s and ⅛s, 60-lb. cases, retail	0 30 at 0 23
Yellow Label, ½s and ⅛s, 60-lb. cases, retail	0 35 at 0 26
Blue Label, ½s, ¼s and ⅛s, 50-lb. cases, retail	0 40 at 0 30
Red Label, ½s, ¼s and ⅛s, 50-lb. cases, retail	0 50 at 0 34
White Label, ½s, ¼s and ⅛s, 50-lb. cases, retail	0 at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	per lb.
No. 1	0 35
No. 2	0 30
No. 3	0 25
No. 4	0 20
No. 5	0 17½



LIPTON'S TEA (in packages).

Color of Label.	1 lbs. per lb.	½ & ¼ lbs. per lb.	Sold for per lb.
Ceylon-India, Ex. ch'st A Yellow	45	..	70
" " B Red	40	..	60
" No. 1 C Pink	35	..	50
" 2 C Orange	30		40
" 3 C L. Blue	22		30
4 C L. Green	20		25

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 30
" Amber, 2s. and 3s.	0 30
Chewing—Stag, bars, 10½oz.	0 43
" Bobs, 5½s. and 11s	0 44
" 10½ oz. bars, 6s.	0 44
" Currency, 12 oz bars, 12s.	0 47
" 6½s. and 12's.	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½oz b'rs, sp'c'd 6½	0 51
" Pay Roll, 7s and 6½s.	0 53
" Fair Play, 2s. and 13s.	0 55

Vinegars.

E. D. MARCHEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals.	$5 45	$10 90
" casks, 60 "	10 25	22 40
Bottles, cases, 3 doz.	3 25	4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

1 case 50 5c. packages free with 5-case lots

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz
Washboards, Victor	$1 20
" Crown	1 35
" Improved Globe	1 50
" Standard Globe	1 60
" Original Solid Globe	1 80
" Superior Sld. Bk. Globe.	1 95
" Jubilee	1 90
" Pony	0 90
Diamond King (glass)	2 90
Tubs, No. 0	11 25
" " 1	9 00
" " 2	8 00
" " 3	7 00
Pails, No. 1, 2 hoops	1 85
" No. 3, "	2 00

Yeast

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz.	1 05
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " 3 doz. 5c.	1 00
" " 3 doz. 10c.	1 80

Try a barrel of

WILSON'S
PURE REFINED CIDER

if you want the best.

Ask for it. Take no other.

THE
W. H. WILSON CO.,
LIMITED
TILSONBURG, CANADA

Dutch Chemical Works
AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS
Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY per doz. tins..	2/3	4/-	7/-
PURE DUTCH COCOA per doz. tins.	4/3	8/-	15/-

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.



When in Need of Cans, Serve Your Best Interests and Consult Us.

Acme Can Works

make the largest assortment of any factory in America of TIN CANS by the latest up-to date automatic machinery.

We are the only makers in Canada of
KEY-OPENING MEAT CANS, POULTRY CANS.
They are our specialties

Manufacturers for Canada of
Jewett's Self-Heating Can.

We solicit enquiries for prices on

Baking Powder, Oil, Syrup, Lye, Paint, Varnish, Condensed Milk, Poultry, Fruit, Vegetable } Cans

Lard, Syrup, Butter } Pails

ACME CAN WORKS
Ontario Street East, - - MONTREAL, P.Q

Brunner Mond & Co.'s
WASHING SODA

Drums,	336 lbs	Barrels,	336 lbs
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 560 lbs

Winn & Holland
Montreal

SOLE AGENTS FOR CANADA

RETURN
JAN 1

DO YOU WANT



HALF GAL JUG.

something

BETTER than ordinary glass,

CHEAPER than cut glass,

and that will give you

A GOOD PROFIT.

If so write for particulars of our North Star Assortment.

Many of the qualities of Rich Cut Glass at one tenth the cost.

Purity of Color, Good Weight. Artistic Design, Brilliant Effect.

GOWANS, KENT & CO.

TORONTO



YOUR CUSTOMERS appreciate the goodness of

Wethey's Mince Meat

They won't be satisfied with any other once they have tried it. We are sure you will find Wethey's Mince Meat profitable to handle as many hundreds of merchants do. Let us have your trial order.

"One Try Satisfies."

J. H. Wethey, Limited

ST. CATHARINES, ONT.

C. & B.

Candied Peels

CROSSE & BLACKWELL, Limited

LONDON, ENG.

C. E. COLSON & SON, MONTREAL, Agents.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Provision and Food Stuffs Trades of Canada.

VOL. XIX. MONTREAL AND TORONTO, JANUARY 20, 1905. NO. 3.

Robinson's Patent Barley

Sales are increasing all over Canada.
New Buyers are cropping up everywhere.
You cannot afford to be without

ROBINSON'S
PATENT BARLEY



Raised on It.

WHAT'S IN A NAME?

There is a great deal, when it is the name on a biscuit. The word "Christie" is always a guarantee of quality.

CHRISTIE, BROWN & CO., LIMITED, TORONTO AND MONTREAL

IF OUR IMITATORS FAIL

it is probably because it is those who have colds who are the "court of last resort"—Its the cures which it has effected which have caused the great popularity

of

MATHIEU'S SYRUP

OF TAR AND COD LIVER OIL

Don't stock imitations which may be off the market but on your shelves in a few weeks.

J. L. MATHIEU CO., LIMITED
PROPRIETORS, SHERBROOKE, P.Q.

—Mathieu's Nervine Powders cure headaches—and perhaps that's why they are selling so well.

National Licorice Co.



Y. & S., SCUDDER and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.
Illustrated Catalogue on request.

MOLASSES

We have a very choice line of Molasses.

Made in our Refinery from

West India Cane Sugar

and

Coarse, Medium and Fine Grain

"Crystal" Brand
Granulated Sugar

Made in Wallaceburg by WALLACEBURG SUGAR CO., LIMITED



When in Doubt Buy These Goods

Fry's Cocoa

Contains no injurious drugs, or chemicals, or factitious flavorings. Absolutely pure and hence of greatest strength. Sold and known the world over as "strongest and best."

When in doubt buy "*Fry's.*"

Cox's Gelatine

The oldest and most reliable Gelatine produced. Sure in results — quality never varies. The Gelatine that makes the housekeeper a firm friend of the store.

When in doubt buy "*Cox's.*"

Codou's Macaroni

Made only from the real Taganrog (Russian) Wheat. No other wheat produces such good Macaroni. Not the cheapest, but the "best."

When in doubt buy "*Codou's.*"

SOLD BY LEADING WHOLESALERS EVERYWHERE.

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. A. LAMBE & CO.

TORONTO.

Grocery Brokers and Agents.

Established 1885

W. H. Millman & Sons

Grocery Brokers

TORONTO.

CALGARY.

Start the New Year Right

Increase your business by appointing us your Western Representatives. If you have anything to sell write us.

NICHOLSON, BAIN & JOHNSTON,

Wholesale Commission Merchants and Brokers

CALGARY, ALTA.

Head Office: NICHOLSON & BAIN, WINNIPEG.

VANCOUVER

THE GROCERY

Write or Wire CHAS. MILNE BROKER

VANCOUVER, B.C.

BEET SUGAR IS GOOD

Otherwise we could not have sold out our stock so soon. No more until next season.

The Ontario Sugar Co., Limited

BERLIN, ONT.

WINNIPEG.

Dingle & Stewart

WINNIPEG, - - CANADA.

COMMISSION BROKERS.

Excellent Storage Accommodation.

Consign Your Cars to Us.

REGINALD LAWSON

MANUFACTURERS' AGENT

UNION BANK BUILDING

Correspondence Solicited WINNIPEG, MAN.

EASTERN MANUFACTURERS —AND— SHIPPERS.

All EYES are turned on

MANITOBA AND THE WEST.

WE

Represent some of the leading houses in

CANADA and the U.S.

INCREASE YOUR TRADE. WRITE US.

NICHOLSON & BAIN, WINNIPEG,

Wholesale Commission Merchants and Brokers.

BRANDON.

WE ARE HERE

To store, to ship, and if you wish, to sell, WE CAN DO IT. Consign your cars to us.

WILSON COMMISSION CO., Limited

Wholesale Commission Brokers,

BRANDON, MAN.

ROW'S PURE SPRUCE LUMP GUM

ROW'S GUM in Lumps, 5c. Pkgs. in 1c. Stick, in 5c. Bars

ROW & CO., Morristown, N.Y., and Brockville. Ont

To Manufacturers' Agents

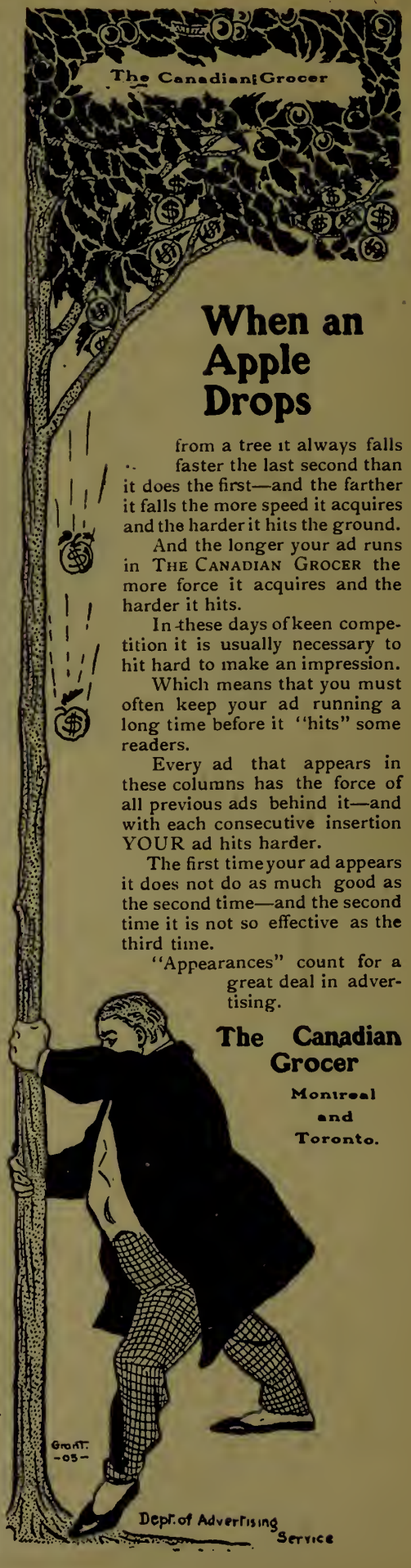
THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,

CANADIAN GROCER,

Montreal and Toronto.



When an Apple Drops

from a tree it always falls faster the last second than it does the first—and the farther it falls the more speed it acquires and the harder it hits the ground.

And the longer your ad runs in THE CANADIAN GROCER the more force it acquires and the harder it hits.

In these days of keen competition it is usually necessary to hit hard to make an impression.

Which means that you must often keep your ad running a long time before it "hits" some readers.

Every ad that appears in these columns has the force of all previous ads behind it—and with each consecutive insertion YOUR ad hits harder.

The first time your ad appears it does not do as much good as the second time—and the second time it is not so effective as the third time.

"Appearances" count for a great deal in advertising.

The Canadian Grocer

Montreal and Toronto.

Our Customers in Province of Quebec

will kindly note that **Mr. D. W. Douglas,** late of E. W. Gillett Company, Limited, Toronto, will have the pleasure of calling upon them in a short time, owing to the continued indisposition of our Mr. N. H. Geary.

S. H. EWING & SONS, Toronto Branch, 29 Church Street.

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TELEPHONE MAIN 3171
Telephone orders receive prompt attention.

CAPSTAN BRAND MINCE MEAT

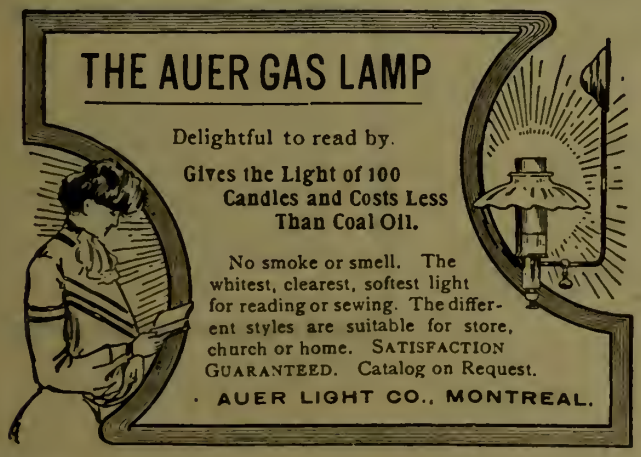
Package Mince Meat

Put up in ¼ gross cases

2-lb. Pails, 2 doz. in Crate.
¼ " ½ " " "
25-lb. Pails. 75-lb. Tubs.
½-Barrels and Barrels.

The Capstan Mfg. Company, Toronto, Ont., Can.

THE AUER GAS LAMP



Delightful to read by.

Gives the Light of 100 Candles and Costs Less Than Coal Oil.

No smoke or smell. The whitest, clearest, softest light for reading or sewing. The different styles are suitable for store, church or home. SATISFACTION GUARANTEED. Catalog on Request.

AUER LIGHT CO., MONTREAL.

"STERLING" BRAND PICKLES PLEASE PEOPLE

To make pickles that please is our motto.

How well we succeed is shown by the demand for "Sterling" Brand goods. These goods are all of the highest grade, and will satisfy the most exacting customer.

The T. A. LYTLE COMPANY, Limited

Manufacturers of High-Grade Pickles

124-128 Richmond Street West, TORONTO.

Two Lines That Lead.

A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng.), produce **the** one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.

JAPAN TEAS

are — pure, clean, healthy, invigorating, profitable

why not handle them?

think it over—

buy them.

Provisions that are most subject to getting rancid are generally those that are most impure. Fairbank's

BOAR'S HEAD

brand of REFINED LARD COMPOUND



Orders can be filled by any of the jobbers in Canada or direct.

will keep under the same conditions fully twice as long as hog lard. The oxygen of the atmosphere attacks where there is the least resistance. The more pure an article is the less subject it is to this atmospheric influence, which very plainly argues why **Fairbank's Boar's Head Brand of Refined Lard Compound** is purer and more wholesome than hog fat. Then, too, it costs less.

Tierces -	400 lbs.	Pails, tin -	10 lbs.
Tubs - -	60 lbs.	" " - -	5 lbs.
Pails, wood	20 lbs.	" " - -	3 lbs.
" tin -	20 lbs.		

THE N. K. FAIRBANK COMPANY,

Wellington and Ann Sts., MONTREAL, QUE.



1/2

ABOUT HALF THE MAPLE SYRUP SOLD

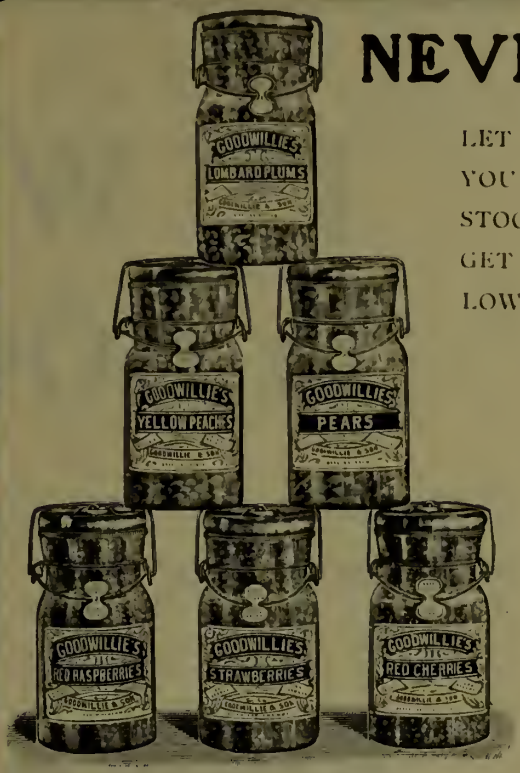
has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, - Montreal

NEVER

LET YOUR STOCK GET LOW.



ROSE & LAFLAMME,
MONTREAL.

Be a Quality Grocer

Once a grocer has established himself as a quality man he has an asset which will pay him rich and lasting returns.

Customers who want cheap things regardless of quality are swept away from him by every bargain-sale wind that blows.

You don't want that kind of trade. You can't bank on it. It will never make you independent.

A HEINZ DEPARTMENT

is a Gibraltar.
Build one up.
Build upon it.

H. J. HEINZ Company — HEINZ — Pittsburgh U. S. A

57 VARIETIES.

CANE SUGAR SYRUP

We have a very fine lot of Choice Pure Cane Sugar Syrup, bright, sweet and heavy.

In Barrels, Half-Barrels,
2-lb., 3-lb., 5-lb., 10-lb. Tins.

For prices and samples write to

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

Agents

GEO. MUSSON & CO.,	TORONTO
JOHN W. BICKLE & GREENING,	HAMILTON
GEO. H. GILLESPIE,	LONDON
JOSEPH CARMAN,	WINNIPEG

IT WILL BE A GOOD DAY

when the Grocer, in estimating his tea stock, finds that he has only one general line of teas to list, namely

CEYLON TEAS

Better for his pocket.
Better for his customers.
Better for his trade.
Better for his salesmen.

Therefore, it is good to work for the coming of this good day—to use influence to persuade all customers to use Ceylon Teas, which can be furnished in both blacks and greens.

HIGHEST AWARD

The followlng letter speaks for itself :

LOUISIANA PURCHASE EXPOSITION,
ST. LOUIS, U.S.A., 1904,
DECEMBER 6TH, 1904.

THE TRURO CONDENSED MILK & CANNING CO.,
TRURO, NOVA SCOTIA.

SIRS,—I beg to advise you that a Gold Medal has been awarded to you by the Louisiana Purchase Exposition Company for your exhibit of Condensed Milk, Cream, etc., which was installed in the Collective Exhibit of the Food Products of Canada in the Canadian Section of the Palace of Agriculture at the Louisiana Purchase Exposition held at St. Louis, U.S.A., 1904.

Yours truly,

(Signed) WM. HUTCHINSON,
Canadian Commissioner

A Good Time



of year for marmalade sales. The housekeeper's home-made supply is likely all exhausted.

SOUTHWELL'S MARMALADE

has the quality that will satisfy the most fastidious taste — and does credit to the grocer who sells it.

Order from your wholesaler.

Canadian Agents,

Frank Magor & Co.

MONTREAL

Package versus Bulk



This is an age of package goods and every sensible grocer will give the preference to standard makes that he knows to be reliable.

Baking Soda sold in bulk loses half its strength, which means dissatisfaction. You can be sure of your trade by giving the preference to

Cow Brand Baking Soda

SOLD ONLY IN PACKAGES.

JOHN DWIGHT & CO., Manufacturers

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for Ceylon Black and Green Teas on commission. Appiy,

"COMMISSIONER,"

CANADIAN GROCER,
88 Fleet Street E.C. London, Eng.

Cultivating Weeds



wouldn't be considered very profitabie by the farmers, yet thousands of merchants are cultivating the weeds of business by continuing the Old Style Pass book—errors every day. Forgotten charges. Hundreds of little things make a big aggregate amount. Adopt the modern ALLISON COUPON SYSTEM and throw away your time wasting devices. Look here—

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be inciuded for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices throughout the Civilized World.**
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying, and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

——OFFICES IN CANADA——

HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada Toronto.

3 Lines to Sell

Sutton's Ammonia Essences

(Worcester)

Sauce

Write for list and particulars to

G. F. SUTTON SONS & CO.

KING'S CROSS
London, Eng.

No Oil-Soaked Floor



OUR UNDER-THE-FLOOR OUTFIT

Is Especially Adapted for Use Where There Is No Cellar. It Saves Valuable Floor Space.

Don't the floor around your oil tank make you "sick" when you see it? Did you ever figure out the profit you lost through this wasted oil? Don't you know that

The Bowser SELF-MEASURING Oil Outfit

will save this oil, keep your floors neat and clean, reduce the danger of fire and pay for itself in a very short time? It will. We guarantee it. Write for full information. Ask for Catalog "B."

S. F. Bowser & Company

530 Front Street West, - Toronto

"Nectar" Black Tea, in lead packets and fancy tins only.

"Condor" CEYLON BLACK in lead packets.

For richness of aroma, purity and strength, Madam Huot's Coffee is superior to all other brands.



It is pure, rich, delicious!

1 lb. tins, 31c.
2 " " 60c.

If it is a common saying, that people always buy when the market is going up—soaring, experience must be at the bottom of it. **Why not make a change?** At the present time all teas are at the very bottom. **Why not buy more?** There is surely money in **TEAS** when you can buy:

JAPAN, not trash, but strong, clear liquoring ones ..... at **11½**c.
and up-grades in proportion.
CHINA GREEN, Gunpowder and Yg. Hyson, natural leaf, clean, sound liquor, at **10½**c.
CEYLON and INDIAN GREEN .....from **13½**c. to **20**c.
choice, both in leaf and liquor.
CEYLON and INDIAN BLACK .....from **12½**c. up.
Good liquoring sorts of nice make.

On low and medium grades, I can say, without exaggeration, that my offers are **15** per cent. to **20** per cent. lower than a year ago.

JUST IN

62 Chests CACHOU, fine Indian Black Pekoe Tea..... at **15½**c.
16 Chests CEYLON Black Pekoe,—**A JOB** ..... at **13½**c.

3 Casks Choice ENGLISH CHICORY, Pinhead and Granulated ..... at **12½**c.

ASK FOR SAMPLES. IT PAYS!

Specialty of High-Class Goods in

Teas, Coffees, Spices and Vinegars.

"Old Crow" Baking Powder, Mustard, Vinegar, Black Tea.

"EMD" Baking Powder, Vinegar, Spices, Coffee

E. D. MARCEAU,

281-285 St. Paul St., - - MONTREAL



FINEST CROWN IN GREECE.
Approved by the Greek Government as being of superior quality and handsome appearance.



Packed solely for
W.H. GILLARD & CO., Wholesale Grocers, HAMILTON.



"Hitch your wagon to a star," says Emerson.

That was done, and the star has been growing bigger and brighter for many years.

This is not said in a vainglorious way, but as a star combination WOOD'S COFFEES now rank with those of the first magnitude.

It is only the purest and best of Nature's products that vindicate the law of "survival of the fittest."

Wood's Coffees do that.

CANADIAN FACTORY AND SALESROOM,

No. 428 St. Paul St., - - MONTREAL.

The latest additions to our list are as follows:

"Sun" brand Gloss Starch, borated—The only lump starch in Canada containing Borax. Packed in 1-lb. packages, 50-lb. boxes and 100-lb. kegs.

"Sun" brand White Laundry Starch—In 50-lb. boxes and 100-lb. kegs.

"Gem" brand Canada Laundry Starch—In 100-lb. and 200-lb. kegs.

Ammonia Powder—In 5c., 10c. and 25c. packages.

Grocers' Assorted Case of "Bee" brand goods—Just the thing for grocers who do not want to overstock, but who want to have a little of every one of our best selling lines. Prices same as the others, with the addition that we have a rebate coupon in every case of our goods which is redeemable either in cash or premiums. For full particulars write

---

SNOWDON, FORBES & CO., - MONTREAL

Trade Between Canada and the West Indies

ALTHOUGH Canada has been exporting her products, including breadstuffs, lumber and fish, to the British West Indies for many years, general trade between the two countries has become a considerable item only within the last decade. Canadian manufacturers have slowly wakened up to the fact that the West Indies present an excellent market for their products and are now cultivating this trade assiduously with the result that Canada's exports to the Islands totalled over two million dollars during the past year, the imports being slightly under this figure. For 1904 the volume of trade between the two countries shows a considerable increase over that of 1903, both in exports and imports, largely owing to the preference Canada now extends to the British West Indies. Exports to Bermuda, the Windward Islands and Jamaica during 1901 were so large as to tax steamers in the Canadian service to their utmost capacity. The increase, chiefly in mill and farm products, flour, millfeeds, oats, potatoes, etc., having gone forward in large quantities. The prospects for an exchange of Canadian and West Indian commodities on a large scale were never brighter than at the beginning of 1905.

Perhaps the most encouraging feature of the situation is the very decided preference shown by West Indian merchants for trading with Canada, providing terms and facilities offered are equal to those that may be obtained elsewhere. In this connection the following extract from a recent issue of the Jamaica Daily Telegraph is significant:

"There is not the slightest doubt that Canada is one of the coming great countries of the world. There is equally little doubt that, just in proportion to the increase of its population, it will require a vastly increased quantity of tropical products. And no intelligent man in this colony will venture to question the assertion that Canada is as capable of supplying our population with foodstuffs, clothing, footwear and building materials as the United States."

Freights

Canada, however, has so far been at a serious disadvantage in such matters as freights. The majority of West Indian buyers are in the habit of buying in less than carload lots. Canadian freight rates to the seaboard on less than carload shipments are about fifty per cent. higher than carload rates, which makes the price laid down in any port in the West Indies too high to compete with the New York prices, as ocean freight appears to be based on measurement rather than on quantity, and five cases apparently take the same rate per 100 lbs. as a carload would. The only solution seems to be for Canadian exporting houses to appoint representatives in the West Indies to handle their goods, who will be able to work up orders for carload lots in each Island. Houses unable to sell a carload of stuff to any one Island or individual person might send a carload for two or three Islands consigned to one of the Canadian West Indian Steamship Companies for export. They would then obtain the export rate and secure proper bills of lading for their goods in addition to their distribution.



J. CAMERON,

Travelling representative of the MacLean Trade Newspapers, who left on Jan. 19 for a three months' trip to the West Indies.

A serious difficulty confronting Canadian exporters is the fact that not sufficient attention is paid to the quality of goods by West Indian merchants. A prominent Canadian canner who visited Bermuda in the Spring of 1901 claims that he found the only way to do business there was to carry samples, cut cans and compare quality. In every case where comparison of quality was made he obtained orders for Canadian goods at full prices. There seems to be a class of goods packed in Baltimore, U.S., and surrounding districts, especially for a low-priced export trade, and comparisons have to be made between the different packs in order to understand the difference in price. Canadian canned goods can be put up as cheaply as in any other part of the world when quality is taken into consideration.

Statistics.

Our imports from the British West Indies for the fiscal year ending June 30, 1903, were $1,829,330, as compared with $1,529,170 in 1902, $1,279,952 in 1901, $878,617 in 1900 and $906,405 in 1899, an increase of over one hundred per cent. in four years. By far the biggest item is sugar and molasses, the figures being $1,094,785 and $319,318 respectively in 1903. Cocoa beans and cocoanuts were imported in 1903 to the extent of $91,210, and coffee to the extent of $10,168. Fruits, including bananas, oranges, lemons and limes, for the same year totalled $129,682; spices $16,669, salt $17,832 and hides $67,201.

Canada exported to the West Indies in 1899, 1900, 1901, 1902, and 1903 merchandise to the value of $1,752,251, $1,698,957, $1,925,017, $1,950,016 and $2,181,833. In 1903 the exports were divided approximately as follows: breadstuffs, including beans and split peas, $239,229; grain products, principally Wheat flour, $167,572; fish and fish products, $911,613; coal, $81,570; drugs, dyes, chemicals, etc., $61,118; provisions $179,361; vegetables, $73,544, and wood and manufactures of wood, $159,127

Fish Trade.

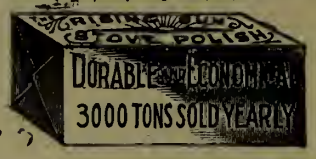
Among Canada's exports to the Islands, her fish products loom up biggest. This trade is controlled almost entirely by merchants in the Maritime Provinces, and has become well established. In 1903 the exports were as follows: codfish, $770,714, mackerel, $13,571; herrings, pickled, $135,798; herrings, smoked, $11,376; salmon, $6,063. The quality of Canadian fish products is unsurpassed and the quantity sold annually is steadily increasing.

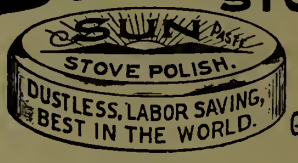
Flour Trade.

The West Indian flour market has only been exploited in a half-hearted way by Canada. When Canadian millers began to export to the West Indies they utilized low grade flour, the refuse, so to speak, paying little or no attention to package or keeping qualities, and as a

RISING SUN STOVE POLISH and SUN PASTE STOVE POLISH

IN CAKES
WELL KNOWN AND RELIABLE





IN TINS
GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

result Canadian flour came to be looked upon as an inferior article. The old prejudice against Canadian flour, however, seems to be passing in all parts of the West Indies, thanks to its improved quality. One of the largest bakers and confectioners in the Islands was recently persuaded to give Canadian hard wheat flour a trial, and as a result he has dropped Minneapolis flour entirely. When the trade discover that they can get better flour in Canada at the same price they are not slow to make the change. The change in this instance was not long

RETURNED To Owner
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The Steamer "Dahome" of the Pickford & Black Line

ago disappointed by a shipment of 1,600 barrels via New York being delayed in transit, but instead of cabling to New York for enough American flour to keep him supplied temporarily, he cabled to Halifax for Canadian flour. During the past year flour shipments have been stationary for local reasons as compared with those of 1903, which amounted to $167,572. The volume of prospective trade in Canadian flour is large and will grow in proportion as the Canadian article wins a firmer place in the West Indian market and improved facilities of transportation enable Canadian manufacturers to compete successfully in price. Canadian flour exporters are considerably hampered at the present time because of the high rate of exchange prevailing on Islands where no Canadian banks are established. New Yorkers do not feel this, since they are in most cases paid in sugar, molasses, etc., which in itself means direct profit.

Besides flour, the West Indies offer a splendid market for Canadian breakfast foods, oatmeal, etc. Some Canadian brands of breakfast foods in one and two pound packages are already in the market, but the bulk of rolled oats still comes from United States sources. Pearl barley and oatmeal are imported from the United Kingdom in 100-lb. kegs and a very large consumptive demand exists. All the split peas, of which large quantities are imported, came, until recently, through New York commission houses. In the case of oats, Canadian manufacturers are now getting alive to their own interests, and shipments are going direct to local consignees.

Canadian biscuits are also very popular in the British West Indies. The success of one firm, The Christie, Brown Co., in finding a permanent place on the market for their cream sodas is to be attributed largely to the enlightened, businesslike manner in which they went after the trade, and which, if followed will insure the success of any Canadian product in the West Indian market. If this firm had been satisfied with merely experimenting in catalogues, price lists, importers inquiries, expecting to receive cash orders at the outset, instead of appointing a local representative, the fate of their goods would undoubtedly have been similar to that of scores of Canadian producers and manufacturers who have vainly endeavored to introduce their products to the West Indian trade.

Provisions.

As a result of systematic effort Canadian tins and bulk butter enjoy to-day equal favor with Danish and Cork, all but ousting its American competitors. Much yet remains to be done, and directly the West Indian Government authorities take proper precautions to protect consumers from United States, Holland, and United Kingdom margarine and oleos represented as butter, the consumption of the Canadian article ought to double. It might be an advantage to Canadian exporters were they on this account to advertise Canadian dairy products as absolutely pure as well as the fact that the manufacture or sale of butter substitutes is prohibited by Canadian law. Among other requirements of the West Indian market, butter has to be put up in hermetically-sealed tins.

Canadian cheese is also excelling in public favor as against the article of American manufacture. There is room however, for considerable improvement in regard to strength and size of package used. The cheese, moreover, should be mellow while not oily. Several complaints have lately been made that

YOU ARE ALWAYS SURE

of a sale and a profit if you stock **"EMPIRE"** Cod Strips—finest goods on the market.

WE HAVE NOW IN STORE, CASES, 3 DOZ. EACH,

Kipperines, Scollopes, Fish Balls, Crabs, Etc.

Also another lot of **Beautiful Sea Trout,** only $5 per half barrel.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

The Finest of all Imported

CASTILE SOAPS

is the

"SHELL" BRAND

every time

Get our prices before ordering elsewhere. Every box paper-lined

Soap turns out white and in perfect condition.

JAMES TURNER & CO., Wholesale Grocers. **Hamilton.**

OUR travellers are with you once more with their annual bargains in all grades of

TEAS

See their samples before purchasing.

BALFOUR & CO., **Wholesale Grocers** ***HAMILTON***

NEW ORLEANS

MOLASSES

In Brls., Half Brls., and Tins to retail at 10c, 15c.

THOS. KINNEAR & CO.

Wholesale Grocers, = 49 Front St. E., Toronto, Canada

WE OFFER, SUBJECT TO BEING UNSOLD,

QUALITY

THE BEST THAT EXPERIENCE AND MONEY CAN BUY

2,500 Boxes Canadian Cheddars (Colored).
300 " " " (White).
270 " " Flats (Colored).
680 Canadian Stiltons (Colored).
32 " " (White).
50 Cases Societie Roquefort. Each 12 cheese.
20 Baskets Gorgonzola.
24 Wheels Gruyere (Swiss).
10 Cases Edams (in Foil).
15 Boxes Pine Apple (Picnic size). 7 to box.
3 Crates Camembert (Napoleon Brand). Each 5 doz.
17 Cases Limberger (Imported).
3 " " (Domestic).
11 Boxes Cream Cheese (Eagle Brand).
27 " Neufchatel (Crown Brand).

A. F. MacLAREN IMPERIAL CHEESE COMPANY, LIMITED,
IMPORTERS AND EXPORTERS
OF ALL KINDS OF CHEESE.
DETROIT, U.S.A. TORONTO, CANADA.

the same quality does not usually follow up first sample shipment, which is damaging in the extreme to the development of Canadian trade and should not occur.

There is a regular demand in the Islands for smoked hams sizing from 7 to 12 lbs., also for shoulder and picnic hams, bacon in breakfast slips, rolls and clean Wiltshire cuts, at present supplied almost entirely by English and United States curers. Canada ought also to supply a share of the milk products consumed in the Islands, which average over $150,000 yearly.

Sugar and Molasses Trade.

The item which bulks largest in Canada's imports from the British West Indies is sugar, though there are gratifying increases to record in cocoa, rum, and fruits, particularly bananas. The situation in sugar is the most interesting feature in connection with the trade, as the high prices are making the people of the West Indies prosperous, thus increasing the spending power of a people well-disposed to buy. This year the price has been good enough on the average to put anywhere from three to four million dollars into circulation in the Islands that the people would not have had if the regular market had prevailed. The hopeful feature of the situation is that it is likely to remain as good during the coming year, in which case the purchasing power of the people will be increased by an extra profit on sugar over normal times of about $7,000,000.

In 1903 Canada imported sugar and molasses to the value of $1,444,122, as compared with $1,189,879 in 1902 and $661,889 in 1899. A significant feature in connection with the West Indian molasses is the rapidity with which it is taking the place of other molasses products until recently consumed in comparatively large quantities in Canada.

In the sugar exports of the British Islands and Demerara, the position now seems to be reversed, as it effects the United States and Canada. For instance,

WE HAVE A SPECIAL OFFER IN

EVAPORATED

APRICOTS

STANDARDS in 80-lb. boxes

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

in 1902, when the United States took 92,000 tons of sugar from Demerara, Canada took only 10,000 tons. In 1903 trade turned considerably, and while the United States imports of Demerara sugar declined to 68,000 tons, Canada's increased to 54,000 tons. Now Canada is in the lead, importations for 1904 totalling about 70,000 tons.

In fruits, bananas and oranges take the lead, and although the annual volume of importations is not large, namely, $129,682 in 1903, it is growing rapidly and promises well during the next few years. One of the questions confronting West Indian merchants to-day in connection with any proposed reciprocal arrangement between the British West Indies and Canada would undoubtedly be will they be able to dispose of their large surplus of fruit to as good an advantage, provided a reciprocal trade agreement with Canada were arranged, as they do in the United States at present. And might not the United States instead of finding a ready market for over five million dollars worth of British West Indian fruit yearly be inclined to discriminate against the Islands if they decided to give a preference to other markets?

Transportation.

Direct transportation facilities between Canada and the West Indies are provided by Canada-Jamaica Line and the Pickford & Black Steamship Co., of Halifax, the latter of which has a fleet of steamers (one of which, the "Dahome," is reproduced in this week's issue of The Grocer), sailing from maritime ports every fourteen days for West Indian ports. Even now the service is taxed to its utmost capacity to accommodate the steadily-increasing volume of date the steadily-increasing volume of international trade, and the next year or two will undoubtedly see a number of extra steamers plying between Canadian and West Indian ports.

OFFICERS FOR 1905.

The Hamilton Retail Grocers' Association has elected the following officers for 1905: President, James Main; first vice-president, W. Swye; second vice-president, J. Forth; secretary, M. R. Hill; treasurer, C. Bremner; executive committee, G. Cann, E. Layland H. P. Boyd, A. Ballentine and A. G. Bain; auditors, C. H. Peebles and J. C. Carpenter.

PARAGRAPHS TRANSPOSED.

THROUGH a typographical error the two following paragraphs, which should be read consecutively, became separated in the last issue of The Canadian Grocer. They are reproduced here that readers of The Grocer may get the proper connection.

Mr. N. H. Geary, representing S. H. Ewing & Sons, Montreal, one of the oldest travelers on the road, and well known throughout the Eastern part of Ontario, Quebec, Nova Scotia and New Brunswick, has been compelled through illness to retire temporarily from the road. Mr. Geary has been connected with the above firm for over twenty-five years.

In the meantime the firm of S. H. Ewing & Sons have engaged the services of Mr. D. W. Douglas, for many years Quebec representative for E. W. Gillett Co., Toronto. Mr. Douglas is very well-known to the trade, having covered the East for a number of years most successfully and there is no doubt that his knowledge and salesmanship will prove a valuable acquisition to S. H. Ewing & Sons traveling staff.

The assets of J. A. Carle, general merchant, St. Boniface, De Shawinigan, have been sold.



Upton's

JAMS,
JELLIES
AND
ORANGE
MARMALADE

are well known reliable goods. It never pays a dealer to experiment with inferior brands.

PURE CODFISH

The finest food in the world for the man who works both brain and hands.
The tastiest food too when you get it in packages worded

"HALIFAX" AND "ACADIA"

All the people of Canada are talking about these brands of Codfish to-day; they must think a good deal about them or they wouldn't talk so much. Are you an interested party?

BLACK BROS. & CO., LIMITED
HALIFAX and LAHAVE, N.S.

A. H. BRITTAIN & CO., Agents, Board of Trade Building, MONTREAL
REGINALD LAWSON, Agent, - - WINNIPEG, Man.
CHARLES MILNE, Agent, - - - VANCOUVER, B.C.

FRESH AND CURED FISH

Close Season for Salmon.

SALMON canners on the Pacific coast are much interested in the movement to proclaim a close season on the Fraser River and Puget Sound during the years 1906 and 1908. In order to be entirely effective this will have to be an international affair regulated by the Canadian and United States Governments. The B. C. canners are sending a delegation to Ottawa to urge the importance of the matter on the Government.

On the other side of the boundary fishermen are taking the ground that it is only a scheme of the canners, and one newspaper on the coast has come out editorially to warn the people that is is merely because a big year is expected now (1905), and the idea of a close season in 1906 is merely to sell the big pack they expect to put up this year at high prices; in other words, that the whole movement is an effort to "bull" the market. Just what will be the outcome, it is too early to say. One thing is certain, the Fraser River salmon run is far from what it used to be, and some radical improvement is apparently needed in the administration of this valuable natural resource of the country.

The canners are in the unfortunate predicament that while they believe the only salvation for the salmon industry is the closing down of all the canners during the off years and only packing in the heavy years, and have signed bonds in every instance, agreeing to close down if such a course is decided upon, they have to express themselves individually as believing such a course impossible owing to the consternation it would cause in the laboring world. The shutting down of the canneries would mean throwing out of employment eight thousand people, and keeping some four million dollars out of circulation.

In addition it is believed that if every one of the forty-three canneries on the Fraser River agreed to suspend the excessive slaughter of fish for one season other capitalists outside of the agreement would patch up a barn of a cannery, throw together some second-class machinery, and reap a big harvest on their own account. The only course open is for the Dominion Government to prohibit fishing for two or three years. This course, however, would cause too much opposition from the laboring classes. Thus the immediate need of the fishermen and the consequent running of the canneries will probably result in heavy losses to the canneries operating.

Market for Boneless Cod.

The business of Australian requirements of boneless codfish is practically entirely in the hands of a San Francisco concern, which closely caters for the Australian market, says the Canadian commercial agent at Melbourne, Australia. The fish is packed in boxes containing 30 pounds, and recent shipments have cost wholesale buyers 7 cents per pound ex steamer, Melbourne, to which the duty of 1 cent per pound has to be added. The "Alaska cod" is said to be dried by a patent process which preserves the fish for a considerable time. The shippers guarantee the quality, which is undoubtedly giving every satisfaction. Before the advent of this special brand importers were frequently put to heavy loss through the fish becoming sweated, discolored and tainted. At c.i.f. and e. cost of 7 cents per pound, Melbourne, there should be some inducement to Nova Scotian first to try and secure a footing in this market.

Canadian Herrings in Australia.

A trial shipment of some 25 cases of British Columbia fresh herrings—in 1-lb round flat cans—to Melbourne, Australia, has not been a success. B. C. packers have apparently a lot to learn before they can produce an article to equal the Scotch herrings—put up in oval cans—which command a very extensive sale throughout the Commonwealth. The Vancouver herrings appeared to be "over-cooked," as the fish was considerably broken and mushy, while the liquid contents was much inferior to the bright oily liquid in the Scotch cans. It is estimated that Australia imports yearly, about 15,000 cases—each containing 4 dozen 1-lb oval cans of fresh herrings, and, while prices are "fine," the trade should be worth the attention of Canadians interested in the fish canning industry.

Enlarging Cold Storage Plant.

The Vancouver Ice and Cold Storage Co., which last Summer completed the installation of a new fish freezer and cold storage plant with total space of 72,000 cubic feet, contemplates still further extending their space, and the number of freezers available for custom work. Another important addition they propose is a special department for storing fresh eggs, so that local merchants buying in the East when eggs are cheapest and best, may be able to bring them forward and hold them at small cost.

1904 Pack.

The total salmon pack of British Columbia during the season of 1904 was 165,894 cases, according to returns which have just been compiled. The packs of recent previous years were as follows; 1903, 173,674 cases; 1902, 625,982 cases; 1901, 1,236,156 cases; 1900, 585,413 cases. On the Fraser River the pack of sockeyes was only 72,688 cases.

In the North the run of sockeyes was greater and the pack correspondingly larger. Grouped together, northern points packed 323,226 cases of sockeyes. The greatest pack of sockeyes on the Northern British Columbia coast, number of canneries considered, was at Rivers Inlet, where the run of these fish was an exceptionally fine one. Wadhams' cannery at Rivers Inlet belonging to the British Columbia Packers' Association, packed more sockeyes than any other company in the province, putting up 28,287 cases. The Brunswick cannery at Rivers Inlet, same owners, put up 25,911 cases.

The northern coast canneries put up a total of 336,991 cases of salmon, including sockeyes, red and white springs, humpbacks and cohoes. The canneries on the Fraser River packed 128,903 cases of all classes of fish.

Disposal of Pack.

The entire pack of the season of 1904 has been marketed with the exception of 68,275 cases stock on hand.

Eastern Canada took 160,258 cases, Australia and New Zealand, 37,050 cases; United Kingdom, 181,111 cases, locally there were sold 15,919 cases. Of the pack shipped to the United Kingdom, 178,041 cases were shipped by steamship direct from Vancouver via the Suez Canal, and 3,070 cases were shipped overland to the Atlantic coast by rail.

Business Changes

ONTARIO.

WHITE & BURLING, general merchants, Cottam, have dissolved partnership. A. Burling continues.

W. Dafoe, general merchant, Avon, has sold out to F. Sadlier.

G. W. Twiss, grist mill owner, Kingsmill, has suffered loss by fire.

D. Allan, general merchant, Malton, has sold out to J. A. McBride.

Dwyer & Vinette, grocers, Sturgeon Falls, have dissolved partnership.

D. B. McColl, grocer, baker and confectioner, Owen Sound, has been burned out.

QUEBEC.

F. G. Valliere, general merchant, St. Vallier, is dead.

V. Laramee, Montreal, has started in business as a grocer.

D. A. Gagnon, grocer, Montreal, has retired from business.

The assets of G. Fleury, cigar dealer, Montreal, have been sold.

W. H. Lucas, general merchant, Caldwell, has been burned out.

G. Robb & Son, grocers, Knowlton, have dissolved partnership.

A. Bordeleau, general merchant, Grand Mere, has been burned out.

The assets of W. J. Steele, general merchant, Calumet, have been sold.

H. Thauvette, general merchant, Nomininigue, has been burned out.

D. A. McPherson, produce merchant, Montreal, has dissolved partnership.

P. Cloutier, general merchant, Lac Aux Sables, is offering to compromise.

The stock of B. Montesano, cigar dealer, Montreal, has been damaged by fire.

The assets of A. Tremblay, general merchant, St. Felicite, have been sold.

N. T. Bedard & Co., grocers, Montreal, have assigned to Bilodeau & Chalifonx.

P. S. Doyle & Co., wholesale tea merchants, Montreal, have dissolved partnership.

The assets of P. St. Arnaud, grocer and provision merchant, Montreal, are to be sold.

G. Stremensky, cigar dealer, Montreal, has suffered loss to stock by smoke and water.

A. Long and E. Carsin have registered under the style of Long & Carsin, grocers, Montreal (St. Henry).

C. E. Weller and N. F. Weller have registered under the style of Weller Bros., butter dealers, Montreal.

P. S. Doyle and E. Jackson have registered under the style of Doyle & Jackson, wholesale tea merchants, Montreal.

Bilodeau & Chalifoux have been appointed curators to N. Martel & Co., grocers and liquor merchants, Montreal.

MANITOBA AND N.W.T.

N. Landry, general merchant, Stavely, has assigned to J. N. Fawcett.

J. P. Bernier, general merchant, St. Claude, has assigned to C. H. Newton.

Bloomfield & Levin, general merchants, Winnipeg, have dissolved partnership.

E. Carey, general merchant, Andrew, has suffered loss to stock and premises by fire.

The Shepard, Hackett Co., grocers, Winnipeg, have been succeeded by Hackett & Riley.

J. H. McCool, general merchant, Crossfield, has called a meeting of creditors for February 5.

The assets of the estate of L. W. Peardon, general merchant, Lacombe, are advertised for sale.

R. B. Price and S. West have been admitted to the firm of McLaughlin, Sharp & Price, general merchants, Wetaskiwin.

BRITISH COLUMBIA.

The Dominion Commercial Co., general merchants, Dominion Creek, have been succeeded by the Dominion Trading Co.

NEW BRUNSWICK.

Sayre & Holly, general merchants, Chipman, have suffered loss by fire.

SOCKEYE SALMON







"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

Fresh Frozen Halibut and Salmon

The finest fish produced in Canada.

Also all kinds of

Smoked, Pickled and Frozen

Fish and Oysters

Write for Price Lists and Show Cards.

LEONARD BROS.

MONTREAL, P.Q.,
ST. JOHN, N.B.,
WESTPORT, N.S.,
GRAND RIVER, P.Q.,
GASPE, P.Q.

Montreal P.O. Box 639.

LONG DISTANCE TELEPHONES.

KING OSCAR SARDINES

Open a can

You will find about

30 small fish

free from

Bones or scales

packed in the

Purest Olive Oil



Investigate

the question of

Profit.

They pay you well.

The attractive package

helps the sale.

ASK YOUR WHOLESALE HOUSE

JOHN W. BICKLE & GREENING, Hamilton

Canadian Selling Agents

MEDITERRANEAN FRUITS

RIERA'S "MAPLE LEAF" Selected and 4-Crown Valencias,
Zini's Fine Filiatra Currants,
Tarragona Almonds,
Filberts, Etc., Etc.

CONSIGNMENTS ARRIVED

Wholesale grocers should communicate with

D. RATTRAY & SONS

General Commission Merchants

QUEBEC **Montreal** **OTTAWA**

THE DELICIOUS FLAVOUR AND APPETIZING QUALITY OF

MATTHEWS' ROSE BRAND

Breakfast Bacon makes it particularly acceptable to the connoisseur, who knows the luxury of our English Mild Cure.

Special quotations to large buyers. Write us for quotations on "Rose Brand" meats.

The George Matthews Co., Limited

ESTABLISHED 1868.

PETERBORO HULL BRANTFORD

Lard is Cheap

Butter is Dear

Now is the time to buy good lard and we can give you the best kettled lard on the market. Send us your order before prices advance.

TIERCES, KEGS, PAILS,
TINS, ONE POUND CARTONS

F. W. FEARMAN COMPANY, Limited.
HAMILTON, ONT.

PURE LARD

We manufacture that very Desirable Quality that pleases your Customers,

ABSOLUTELY PURE

OUR TEN-POUND WOODEN PAILS ARE GOOD SELLERS AND TRADE-WINNERS.

The Park, Blackwell Co., LIMITED
PORK AND BEEF PACKERS,
TORONTO, ONT.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Cheese and Butter Situation.

The cheese market does not display much activity, although holders maintain firm views as to prices. Stocks for sale, that is, those not the property of United Kingdom merchants, are now getting into very small compass. The ideas as to the total number of cheese held in Montreal vary widely, but a conservative estimate should be in the neighborhood of 150,000 boxes. Nominally the price is 11c for both colored and white, with the latter the scarcer article of the two.

Butter is also getting rather scarce, and in the neighborhood of 22c is being paid for it. In many instances it is reported that the butter is being exported into the United States for home consumption. In this connection it might be pointed out that freight from Montreal to New York is about 45c per 100 lbs., while the export freight rate to Liverpool is about 35s 9d, or say 37½c per 100 lbs., and in the words of a long-departed Tammany chieftain—"What are you going to do about it?"

A Prosperous Packing House.

A representative of The Canadian Grocer had the pleasure last week of visiting the Hull branch of George Mathews Co. A. Mathews, manager of the Eastern branch (his brothers being in charge of the Peterborough and Brantford packing houses), reports that the past year was a phenomenal one in the history of his firm, and that the future prospects are most encouraging. Mr. Mathews looks forward this year to an even greater turn-over than last, and says that with their thoroughly equipped packing houses in different parts of Ontario, The George Mathews Co. are in a position to promptly and properly execute all demands made on their plants.

An Attractive List.

The A. F. MacLaren Imperial Cheese Co., Toronto, in this week's issue present a most attractive list of Canadian and foreign cheeses for the perusal of the readers of The Canadian Grocer, which should prove of great interest to buyers of this commodity. The A. F. MacLaren Imperial Cheese Co. are among the largest dealers in foreign cheese on the continent, having, among others, the agency for Canada and the United States for the "Grande Societe" brand of Roquefort cheese which captured the Grande Prize at the St. Louis Exposition.

New Dairy Commissioner.

The Department of Agriculture is fortunate in being able to call to the service of the dairy industry in Canada so competent a man as Prof. J. A. Ruddick, whose appointment as Dominion Dairy Commissioner is announced. Mr. Ruddick has the advantage of wide personal acquaintance among dairymen from all parts of the country, and by



Mr. W. A. Ruddick, Ottawa, newly gazetted Dairy Commissioner.

reason of his long and intimate connection with the industry in Canada is peculiarly fitted for the position.

He has already done much valuable educative work among dairymen and the marked improvement in cheese and butter making, in methods of packing, and improved transportation, etc., have been in a measure due to his foresight and energy. Mr. Ruddick brings to the discharge of his new duties the fruits of long years of study of the requirements of the industry, both locally and as affecting the export trade, and with a valuable experience gained as dairy commissioner of New Zealand for some years, his administration may be expected to be progressive and energetic.

The Davies Co. in Montreal.

W. Strachan, president of the Montreal Stock Yards Company, has returned to Montreal from Toronto, where he has been arranging for the sale of an extensive site for a plant to the Wm. Davies Provision and Packing Company. The deal will be closed shortly, at a final meeting between the representatives of both companies in Montreal. The proposed site now forms part of the yards of the Montreal Stock Yards Company on St. Etienne street, Point St. Charles.

J. W. Flavelle, of the William Davies Company, says it is the intention of the company to open several provision stores in Montreal, similar to those in Toronto and many other places in Ontario. The company has already leased premises on St. Lawrence Main, and will open up there at once. Other premises will be acquired from time to time. These stores will deal only in high-class provisions. The company has also leased property from the Montreal Stock Yards Company, and will erect buildings there for packing purposes. Packing will also be carried on for export.

Butter Marks Act.

Complaints have been made by leading Ontario dairymen that it is becoming a common practice for shippers of butter to the Old Country to use the regular 56-pound creamery butter box into which is pounded creamery butter of all grades and colors just as it is bought from the farmers, the boxes being then labelled as finest Canadian creamery butter. It may be found necessary to enact legislation similar to the Fruit Marks Act to protect shippers from the practice of passing off dairy butter as the creamery product.

News Items.

Hon. Chas. Drury, Ontario's first Minister of Agriculture, is dead.

J. H. Allan has disposed of his creamery business in Carleton Place to W. H. Gardiner, of Vankleek Hill.

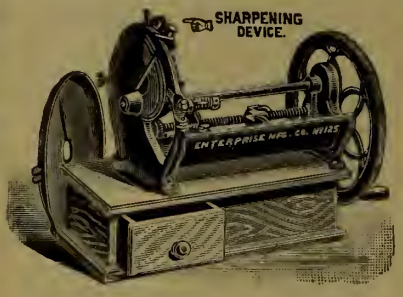
The Colborne Creamery Co., Colborne Ont., have decided to manufacture cheese during the season of 1905-06, and will install the necessary factory equipment at once. They will also build a curing house.

"ENTERPRISE"

Rotary Smoked Beef Shaver

With Patented

Self-Sharpening Device



LIFTING A LATCH DROPS SHARPENER INTO PLACE

A FEW TURNS OF THE WHEEL GIVES BLADES A KEEN EDGE

No. 125, 1 Blade, - $22.50
No. 129, 2 Blades, - 22.50

Rapid Grinding and Pulverizing Mills

40 Sizes and Styles for Hand, Steam and Electric Power



No. 512, - - - $13.50

We also make

Self-Priming and Measuring Pumps, Self-Measuring Faucets, Bung Hole Borers, Self-Gauging Cheese Knife, Meat and Food Choppers, Etc., Etc.

Illustrated Catalogue Mailed Free

Order from your Jobber

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.

—absolute purity



is guaranteed to your customers in

GILLETT'S Cream Tartar

Every time you make a sale of **Gillett's Cream Tartar** you please your customer and make a friend

Ask your jobber for it.

E. W. GILLETT COMPANY LIMITED

London, Eng. **Toronto, Ont.** Chicago, Ill.

Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—Supplies of light hogs are diminishing somewhat and the market has beeome firmer. Owing to scareity of mutton priees have advaneed 50c. Other prices eontinue unchanged. We quote the following:

Long clear bacon, per lb	$0 08	$0 08½
Smoked breakfast bacon, per lb	0 12½	0 13
Roll bacon, per lb	....	0 09½
Small hams per lb	0 12½	0 13
Medium hams, per lb	0 12	0 12½
Large hams, per lb	0 11	0 11½
Shoulder hams, per lb	....	0 09
Backs, per lb	0 14	0 15
Heavy mess pork, per bbl	15 00	15 50
Short cut, per bbl	17 50	18 00
Shoulder mess pork, per bbl	14 40	14 50
Lard, tierces, per lb	0 07½	0 07¾
" tubs "	0 07¾	0 08
" pails "	0 08	0 08½
" compounds, per lb	0 07	0 07½
Plate beef, per 200-lb. bbl	11 00	11 50
Beef, hind quarters	6 00	9 00
" front quarters	4 50	6 00
" choice carcases	7 00	7 25
" medium	5 50	6 50
" common	5 00	6 00
Mutton	6 00	8 00
Lamb, spring	9 00	11 00
Veal	8 00	9 00
Hogs, light	6 25	6 75

Cheese—Present eireumstanees leads to the belief that the stock is beiug held by a few dealers and that they are inclined to reserve stoeks until higher priees are offered. If is reported that in order to fill foreign orders, several large dealers have had to go on the market and buy. Prices are firmer although no material change has taken plaee. A strong export demand is noted from England. Our quotations are:

	Per lb.
Cheese, large	0 11½
" twins	0 12

Butter—Supplies of creamery butter arriving are not equal to the demand, sale being quiekly transaeted as soon as arrivals are reported. For brands well known to the trade, as high as 26e per lb may be obtained for ereamery prints. Large rolls of dairy are in good demand and priees are firm. The outlook is for a slight advanee in ereamery and large rolls of dairy. Our quotations are as follows:

	Per lb.	
Creamery prints	0 24	0 25
" solids, fresh	0 22½	0 23
Dairy prints	0 19	0 21
" in tubs	0 16	0 13
" large rolls	0 18	0 19

Poultry—Trade is very quiet. Praetieally nothing has arrived on the market during the last week. A fair inquiry has sprung up for dry plucked chickens and if there were any eonsignments on the market they could be easily disposed of. The intimation is that stocks are light throughout the country and prices are expected to continue firm. We quote the following:

Chickens, spring, dry plucked	0 09	0 10
Hens	0 06	0 07
Geese	0 11	0 12
Turkeys	0 15	0 16
Ducks	0 11	0 12

Montreal.

Provisions—The market has ruled steady and prices show no important change. Trade in some lines has been fairly good. A fair demand exists for mess pork and sales of some fair sized lots have been made at $16.50 for Canada short cut; in small pareels $17.50. Lard is in fair demand. Hams and baeon are slow as usual, at this season of the year. The tone for dressed hogs has been firmer in sympathy with the advance of live hogs, equal to fully 25e per 100 lbs. Supplies are ample and no changes in priee to note. Fresh abattoir is quoted at $7 to $7.50 and eountry dressed at $6 to $6.75. We quote:

Canadian short cut mess pork	$17 00	$17 50
American short cut clear	17 00	17 50
American fat back	17 00	17 50
Bacon, per lb	0 07½	0 13
Hams	0 11½	0 13
Extra plate beef, per bbl	11 50	12 00
"Boar's Head" brand, tierces, per lb	....	0 06¾
" " ½-tierces, per lb	....	0 06¾
" " 60-lb. fancy tubs	....	0 06¾
Cases, 20 3-lb. tins, per lb	....	0 07¾
" 12 5-lb. tins "	....	0 07½
" 6 10-lb. tins "	....	0 07¾
20-lb. wood pails, each	....	1 43
20-lb. tin pails, each	....	1 33

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	1 57	1 70
" tubs	0 07½	0 08¾
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08½	0 09½
" cases (24 3-lb. tins)	0 08½	0 09½

Cheese—The market eontinues strong and prices are steadily advaneing; 11c has been realised in a number of cases on spot and this priee seems to be about the standard and it would seem difficult to get any at any less figure. The volume of business turned over has been fairly good.

Eggs—The demand is a steady one. Pickled eggs are elaimed as being in first hands in this market and about cleaned up; 18 3-4e is given as the priee at whieh last lots were sold. Western small limed stoek are offered at 16e. Cold storage stoek has been in fair demand and sales made at 16c to 18 1-2c, aeeording to quality. Selected Fall fresh at 28c to 30c. The reeeipts during the week have been eonsiderably more than previous weeks, though several hundred under same period last year.

Butter—There is a deeidedly strong undertone to the butter market. Reeeipts have been more liberal than last year at this time, but the demand has prevented an accumulation of stoek on spot. The shipments to the United States have been a feature and had a tendeney to hold up priees. We quote:

Finest creamery		0 21½
Fair to good creamery	0 20½	0 21
Medium	0 19½	0 20½
Western dairy	0 17½	0 17½

Winnipeg.

Butter—The butter market continues quiet and featureless, prices being well maintained. The supply of fresh creamery is only moderate. We quote:

Dairy, assorted pkgs, selected		0 21
" round lots		0 17
" (separator), 1-lb bricks		0 26
Finest fresh creamery, in 56-lb. boxes		0 25
" " in 28-lb. boxes		0 26
" " in 14-lb. boxes		0 27

Cheese—Priees continue unehanged. We quote:

Finest Manitoba, large	0 11
" Ontario, "	0 11½
" " twins	0 12
Square cheese	0 12½

Cured Meats—Revised quotations follow, showing a number of changes. Sugar eured hams have declined one eent

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Established 1870. 7 Gold and Silver Medals.
MAPLE SYRUP
Small's Brand is Standard
Government certificate of analysis on very package. That's all! Product of the Canada Maple Exchange, Montreal.
For sale through the wholesale trade only.
TRADE MARK.
Smalls

AS GOOD AS GOLD
EAGLE BAKING POWDER
It will pay you to stock it.
Write for prices to
J. H. MAIDEN
MONTREAL.


IT KEEPS
We could name, and so could you, mince meat that won't keep.
PEACOCK BRAND
CONDENSED
MINCE MEAT
will *keep.*
ORDER IT FROM YOUR WHOLESALER.
THE BATES PEACOCK CO., Hamilton, Ontario

Butter Tubs
BEST WHITE SPRUCE
50—30—20 lb.
ORDER NOW
WALTER WOODS & CO.
Hamilton and Winnipeg.

FISH and OYSTERS
WHOLESALE.

The F. T. JAMES CO., Limited
76 Colborne Street, TORONTO.

The GRAY, YOUNG & SPARLING CO., Limited
Salt Manufacturers
Granted the highest awards in competition with other makes.
WINGHAM
Established 1871

COMMON SENSE
KILLS {Roaches and Bed-Bugs / Rats and Mice
All Dealers and 381 Queen St. W
TORONTO, ONT.
Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.
Write for prices.

EGGS
We will buy your eggs F.O.B. all year.
CORRESPONDENCE SOLICITED.
The WM. RYAN CO., Limited
70 and 72 Front St. E., Toronto.

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

"TANGLEFOOT" Sticky Fly Paper


Is really the only device known that will catch and hold both the fly and the germ and coat them over with a varnish from which they cannot escape, preventing their reaching your person or food.
"Tanglefoot" is Sanitary
Ask for "Tanglefoot"
Profit? Over 120 per cent. to you.

and a number of other declines and advances will be noted. We quote:

SMOKED MEATS.

Hams, sugar cured, assorted sizes	0 12½
" " heavy, 20 to 30	0 12
Picnic, " assorted sizes	0 08½
Shoulders, "	0 08½
Bacon, " breakfast bellies	0 12½
" " breakfast backs	0 10½
" " Wiltshire sides	0 15
" " spiced rolls, long	0 09½
Manitoba butts	0 09½
" " skinned	0 10
" " boneless and rolled	0 11
" rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 08½
" " " smoked	0 09½
" " " boneless backs	0 09½
Shoulders " "	0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl	18 00
" " " per ½ bbl	10 50
Standard mess pork, per bbl	16 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00

Sweet pickled spare ribs, not cooked, per lb. 0 04
" hocks, " " 0 04

Lard—There has been a decline in the price of lard in tins, but lard in pails is sold at old prices. In barrels there has been a decline of 1-4 cent per lb. We quote:

Lard, 50-lb. pails, per pail	4 40
" 20-lb. " "	1 80
" 3-lb. tins, per case 60 lbs.	5 80
" 5-lb. " " "	5 65
" 10-lb. " " "	5 50
Pure lard in bbls, per lb	0 08¾

COMPANIES INCORPORATED.

The Meikle Co., Port Arthur, have been incorporated with a share capital of $100,000, to carry on business as wholesale and commission dealers in fancy goods, china, and tobacconists' and druggists' supplies. The directors: J. L. Meikle, A. G. Hewish, and N. C. Lunan, all of Port Arthur.

The firm of Lindsay, Limited, Ottawa, have been incorporated with share capital of $600,000, to manufacture and deal in general commercial goods and merchandise. Directors: T. W. A. Lindsay, G. A. Wanless, and S. G. Lindsay, all of Ottawa.

S. McNairn & Co., Toronto, have been incorporated with share capital of $150,000, to carry on the business of importers, exporters, and general brokers in grain; also to build and operate mills, elevators, steamships, etc. Directors: J. C. Stroyan, A. H. Dixon, W. F. Morley, T. S. Carruthers, and J. McNairn, all of Toronto.

The firm of N. G. Valiquette, Limited, Montreal, have been incorporated with capital stock of $250,000, to deal in wines, liquors, and tobaccos, and to take over the concern now carried on under the style of N. G. Valiquette. Directors: N. G. Valiquette, F. Valiquette, L. Foncher, T. Mongenais and J. L. Perron, all of Montreal.

In store with the F. J. Castle Co., Ottawa, a carload of Armsby's Santa Clara prunes, Mt. Hamilton brand, which they are quoting at attractive prices.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

GENUINE
PRATTS ASTRAL LAMP OIL
Sold in all countries and recognized as the highest grade oil manufactured.
WHOLESALE ONLY.
THE QUEEN CITY OIL COMPANY, Limited
TORONTO, ONT.

BUY
Star Brand
COTTON CLOTHES LINES
—AND—
COTTON TWINE
Cotton Lines are as cheap as Sisal or Manila and much better.
For sale by all Wholesale Dealers
See that you get them.

40 HIGHEST AWARDS
In Europe and America
Walter Baker & Co. Ltd.
The Oldest and Largest Manufacturers of

Trade-mark.
PURE, HIGH GRADE
COCOAS AND **CHOCOLATES**
No Chemicals are used in their manufacture.
Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.
Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use.
Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.
Buyers should ask for and make sure that they get the genuine goods. The above trade-mark is on every package.
Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 12 and 14 St. John St., Montreal

TURNED To Owner 3 Cuts
20 190
Book 2
ge 6



Another tribute to Canadian enterprise.

AWARDED

GOLD MEDAL

St. Louis Exposition, 1904.

In open competition with the breakfast foods of the continent.

MERIT TELLS

You will find it a steady all year-round seller.

THE BEST VALUE TO THE CONSUMER ON THE MARKET—PAYS YOU A HANDSOME PROFIT.

RETURNED JAN 20 1905

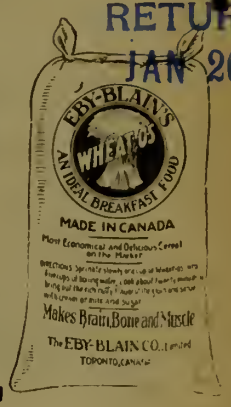
Put up in Clean Fast Selling Popular Packages

2-lb. carton to retail at 10 cts.

6-lb. cotton sack to retail at 25 cts.



FOR **BRAIN, BONE AND MUSCLE**



If you are not already handling it send us your order for a trial lot. WE GUARANTEE THE SALE.

THE **EBY, BLAIN CO., LIMITED,** Sole Wholesale Distributers **TORONTO**

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

S. J. Major, Ottawa, is offering special values in California exported fruits, peaches, apricots, prunes, etc.

The F. J. Castle Co., Ottawa, in their Regal brand of cleaned currants are offering a decidedly fine line of goods to the trade, handsomely put up.

Owing to the increased demand for his special brands of coffees, S. J. Major, Ottawa, has been compelled to put in a special mill. This will enable the firm to fill their orders more promptly and supply the goods in the best and freshest condition.

Provost & Allard, Ottawa, report arrival of a car of "Castle" brand California evaporated prunes, peaches, apricots, etc. These are offered at interesting prices.

Buyers' attention is called to E. D. Marceau's, Montreal, special offers to the trade this week.

Another car of California celery arrived this week for White & Co., Toronto.

W. Gray, of the Montreal Extract Mfg. Co., 1131 St. James street, Montreal, formerly with the N. K. Fairbanks Co., is introducing to the trade in the Maritime Provinces his vanilla, lemon and strawberry extracts. A small bottle contains the various extracts and a formula followed soon makes a respectable amount. Mr. Gray demonstrates his extracts.

Dawson Bros. Commission Company, Toronto, are expecting the arrival of two cars of navel oranges and one car of California celery.

McWilliam & Everest, Toronto, have received two cars of navel oranges, and one car of California celery, also a consignment of Almeria grapes. They are expecting a consignment of Havana pineapples shortly.

The Eby, Blain Co., Toronto, have a special offering in maple syrup in 5-gal. tins. Now is the time to order before prices advance.

Crosse & Blackwell's preserves in 7-lb. tins are offered by The Eby, Blain Co., Toronto. This is an excellent line for high-class trade.

PERSONAL MENTION.

Mr. L. S. Payzant of the wholesale grocery firm of Payzant & King, Halifax, celebrated the fiftieth anniversary of his marriage on Jan. 11.

Mr. L. R. Buzzell, representing J. A. Mathewson & Co., Montreal, was a caller upon the trade in Ottawa and district during the past week. Business was reported as being good.

Mr. Frank H. Minaker, representing Leeming, Miles & Co., Canadian agents for Royal Baking Powder, was met in Ottawa this week by The Grocer.

Mr. John Everett, well known as an old veteran on the road, was making his rounds in Ottawa last week in the interest of Christie, Brown Co., Limited. Mr. Everett, who was recently elected first vice-president of the Commercial Travelers' Association, Toronto, bears his honors meekly.

Mr. C. M. Hart, of Hart & Tuckwell, wholesale fruit importers, has returned from a ten days' trip to New York. He reports business in fruits very quiet in the metropolis, the recent heavy storms and blizzards having given a set back to the business. The feature tending to some activity in New York is cargo sales of lemons during the Winter. Mr. Hart combined business with pleasure, and reported that, taking a comprehensive view of matters generally, he considered that New York was quieter than he had ever before observed it at this season of the year. Montreal fruit dealers are comparatively independent of the New York and Boston markets as most of the dealing is done by Canadian houses direct with producing countries—a most desirable feature of the business.

Ideal Household Ammonia

is a strong, quick cleanser thoroughly disinfectant and contains no injurious substances.

Not the cheapest ammonia on the market, but is the kind that appeals to close buyers because it goes further than cheap, weak brands—be sure to see our package before buying.

Will be in big demand for Spring house-cleaning. You better order now and get the first of the business.

Drop a card for one of our 5 and 10 cent sample packages, or ask our travellers for one.

GORMAN, ECKERT & CO.

LIMITED

London, Ont. Winnipeg, Man.
3 Princess St.

P. S.—Our Mr. Hickey leaves Winnipeg shortly for the West and will carry samples of all our goods. Better get acquainted with him—it will pay you.

MAPLE SYRUP

You are losing money if you do not carry a full line of Cabinet Maple Syrup in store.

NOTICE—Some parties claim to have Cabinet Maple Syrup put up under other brands. This is a mistake. All genuine Cabinet Maple Syrup has our name, Montreal Maple Company, printed on every label.

PACKED IN TINS

6 gallons	wine measure,	$4.50	per case,
12 half-gal.,	"	4.80	"
24 quarts,	"	4.80	"
24 pints,	"	2.50	"
5 gal. tin,	imp. measure,	4.00	"

Freight prepaid up to 40c. per 100 lbs., all freight charges over 40c. per 100 lbs. to be added to invoice, in three case lots and over.

If your jobber will not supply you with our goods, write to us and we will see that your order is filled.

Accept no substitutes. None genuine unless our name is printed on every label.

THE MONTREAL MAPLE COMPANY

MONTREAL, - - QUE.

The Government Inspectors will drop in on you soon—they will examine your **Maple Syrup.**

IF YOU HAVE

GRIMM'S

YOU ARE SAFE.

It is absolutely **pure** Maple Syrup.

WRITE FOR PARTICULARS AND PRICES.

The Grimm Mfg. Co.

Manufacturers of Champion Maple Syrup Evaporator and Maple Sugar Makers' Supplies,

MONTREAL

MAGIC BAKING POWDER AT WORLD'S FAIR, ST. LOUIS.

The E. W. Gillett Co., Toronto, have received notification from W. Hutchinson Canadian commissioner to the Louisiana Purchase Exposition, that the medal and diploma of the Exposition has been awarded to Magic Baking Powder. Canadian housekeepers are familiar with the quality and reputation of Magic Baking Powder and that the Louisiana Purchase Exposition directors should have appraised it in the manner they did must be a compliment to E. W. Gillett Co. and an assurance to the Canadian trade.

SALADA TEA CO. ENTERTAINS.

On Jan. 5 the New York manager of the Salada Tea Co., J. A. McQuane, tendered a reception and banquet at the Astor House, New York, to twelve of the company's leading salesmen in New York and other cities. Although the affair was purely social, those present found it difficult to refrain from talking "Salada," and in the course of an informal review of the year's work exchanged many suggestions of real value. The entertainment was brought to a close by a musicale in the evening, the assisting artists being some of New York's most distinguished artists.

MR. ALEX. RAMSAY.

An excellent likeness of Mr. Alex. Ramsay, the new representative of the oil, paint, soap, chemical and allied trades on the Council of the Montreal

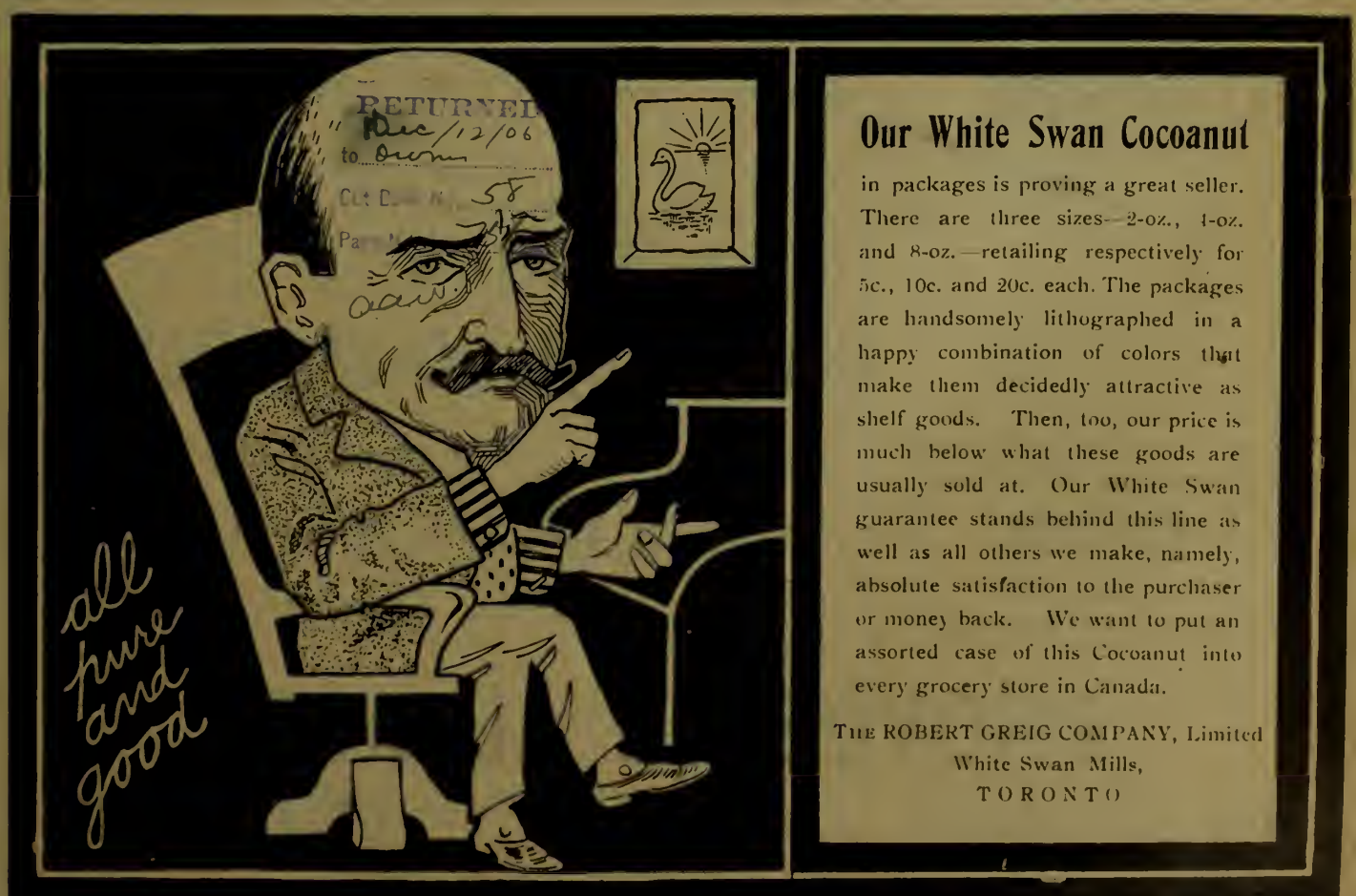


Mr. Alex. Ramsay.

Board of Trade, is presented herewith. Mr. Ramsay is senior member of the firm of A. Ramsay & Son Company, which has been in existence in Montreal since 1842. He is a prominent figure in Montreal business circles and his name is a familiar one to the trade throughout Canada. He succeeds Mr. J. T. Wilson on the Council of the Board of Trade.

OFF FOR JAPAN.

Mr. Shaw T. Nishimura, Canadian representative of the Japan Central Tea Association, Montreal, left last Saturday, January 14, for Japan, via Chicago and Seattle, sailing by the new steamer Minnesota on her initial trip to Yokohama. Mr. Nishimura will be absent six months, during the first and second pickings, and while in his native land will make extensive visits to the plantations and shipping ports, looking up suitable teas for the Canadian trade. It is also Mr. Nishimura's intention to visit the Island of Formosa with a view of studying the tea interests of that rapidly expanding tea district. The Canadian Grocer wishes him bon voyage and safe return. It goes without saying that the return to his native land will be more than usually interesting on account of the success that has attended the arms of his compatriots in their war with Russia.



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in packages is proving a great seller. There are three sizes—2-oz., 4-oz. and 8-oz.—retailing respectively for 5c., 10c. and 20c. each. The packages are handsomely lithographed in a happy combination of colors that make them decidedly attractive as shelf goods. Then, too, our price is much below what these goods are usually sold at. Our White Swan guarantee stands behind this line as well as all others we make, namely, absolute satisfaction to the purchaser or money back. We want to put an assorted case of this Cocoanut into every grocery store in Canada.

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NEW ADVERTISEMENTS.
Cerebos Salt.
Grocers' Engineering Co.; London, Eng.

MERGING OF FRUIT DIVISION

GENERAL dissatisfaction is being expressed in Canadian fruit-growing circles at the proposal of the Dominion Government authorities to amalgamate the Fruit and Dairy Divisions, the reason being that the fruit-growing industry has become of sufficient importance to warrant not only its existence as a separate department, but as a department officially responsible to no one but the Minister of Agriculture, instead of its relegation to a position of secondary importance.

The tendency in Ottawa seems to be to cultivate the national dairying industry at the expense of certain other industries which may not yet have shown equally satisfactory pecuniary returns. True, fruit growing in Canada is only in its infancy as compared with the dairying industry and yet it is rapidly coming to the front as one of Canada's most valuable resources. In view of the future, therefore, it would be nothing short of a national calamity were the excellent preliminary work of the Fruit Division to be blocked and the responsibility for the development of the fruit-growing industry handed over to the various provincial agricultural colleges, as has been hinted at.

The Canadian Grocer is heartily in sympathy with the protests that are pouring in from all parts of the country against the proposed amalgamation, and thinks the "powers that be" will hardly care to ignore such unmistakable appreciation of the valuable work of Chief McNeill and his staff, and public conviction of the relative importance of the Canadian fruit-growing industry.

THE SHIPPER'S RESPONSIBILITY.

WE would like to impart a little instruction to the retail trade on the question of shipments by freight, and at the same time to make a suggestion to the jobbers. When a shipper has made a shipment by freight, ex warehouse, or f.o.b., at point of shipment, and has received the transportation company's receipt therefor, his responsibility for the safe delivery of the goods ends. This is a fact of which the consignee is apparently oblivious, or else he forgot it. The moment any hitch occurs, he immediately holds the shipper responsible, and appeals to him. As a result, shippers are inundated with requests and demands which should by rights be addressed to the transportation companies.

Of course, the wholesale houses must, in self-defence, take up these claims and fight them out with the railway companies in the interests of their customers. But very often much annoyance and loss of time would be saved were the purchaser of the goods to make application to the transportation company at the receiving point.

As an assistance to purchasers, shippers might do well to consider the following suggestion. In sending out invoices of goods shipped, include a copy of the bill of lading, showing the date of shipment, and full particulars. The consignee, receiving such a document, has in his hand full evidence that the transportation company has the goods, and he knows just how long they have been in transit. He need not, therefore, unnecessarily accuse the shipper of delaying shipment, or hold him responsible for the non-delivery of the goods.

At the bottom of all the trouble, lies the carelessness of the railway companies. They are responsible for the delays and accidents which may befall shipments, and until they improve their methods and strive to accommodate their patrons better, the trouble will continue. Still, the consignees of goods would relieve shippers very considerably if they would handle cases of delay or loss themselves.

AN IMPORTANT TRIP.

ON January 19, Mr. John Cameron, representing the Maclean Trade Papers, left Canada for the West Indies. He will make a thorough canvass of the Islands in the interests of the circulation department and at the same time will carefully investigate West Indian conditions.

Mr. Cameron has had a long and honorable connection with the Maclean Trade Papers and is well known all over Canada. His thorough acquaintance with the papers and the trades which each represents eminently fits him for the duties which lie before him.

We have brought this matter to the attention of our readers, not from any desire to magnify the importance of what we are doing to extend the interests of Canadian trade, but simply to let our merchants and manufacturers know that Mr. Cameron is willing to be of the utmost service to them.

Should any of our readers desire to have Mr. Cameron make investigations for them, or do any work of a like nature, they might write to the nearest office of this paper and Mr. Cameron will be instructed accordingly. Do not hesitate to make use of us.

NOT A HAPPY COMPARISON.

HON. MR. MACKAY, Minister of Crown Lands in the Ontario Government, who has been doing some of the best work in Northern Ontario for the Government in the present campaign, is not altogether happy in a recent speech in his comparisons of ministers of agriculture in Conservative and Liberal regimes. He pointed out that the Liberals had placed the Department of Agriculture in the hands of farmers and not in the hands of brewers

and others. This was an unkind hit at Sir John Carling, the head of the London brewing firm of that name. Sir John Carling, when as plain Mr. Carling, was really the father of agricultural education in Canada. He laid the foundations for our present system, which has done so much to build up the wealth, particularly of the Province of Ontario, but also of the entire Dominion. He was one of the most useful men in the Dominion Cabinet in its later days, but even his own party did not know or appreciate his valuable services.

SOLUTION OF PURE FOOD QUESTION.

THE grocer has seldom, if ever, been heralded among his fellow citizens as a benefactor, and yet this distinction is among his possibilities. In his hands lies the solution of the vexed pure food question which is exciting general interest throughout Canadian trade at the present time, according to Hon. A. B. Morine, ex-premier of Newfoundland, a man of wide business experience.

We hear much of the necessity of enforcing the regulations of the Pure Food Law and of the difficulties attending the same, but comparatively little of the probable ultimate solution of the whole difficulty, which is nothing less than an educational campaign in the interests of pure food. The consumer as a rule buys what the grocer places before him, and the responsibility of the grocer to supply his customers with a bona fide article is all the greater on this account. The principal consideration with the grocer, however, is a pecuniary one; he wants goods for price because the trade has got into the way of asking for a cheap article and it never occurs to him that it might be worth his while to create a demand for higher-class goods. This is possible only on one condition, namely, that the grocer handles high-class goods exclusively and absolutely refuses to buy food products for price from the manufacturer. The power of the grocer is unlimited in this respect, as may be seen from the recent action of the retail grocery trade in the United States in forcing several prominent manufacturers of food products to abandon certain objectionable features of their premium exchange system.

The manufacturer has no other choice but to supply what the consumer wants; what the consumer wants is determined largely by what the retailer has to sell, and the duty of the grocer is to supply only the purest food products on which the margin of profit is the most satisfactory on the whole, and for which a demand may be quickly created, if only the grocer takes the trouble to talk pure food to his customers instead of goods for price.

The leading Canadian manufacturers have already shown a keep and sympathetic interest in pure food products and are afforded a further opportunity of co-operating with the retail grocery trade in closing out inferior products. This may be done by supporting the Inland Revenue Department in its endeavor to enforce the pure food regulations throughout the trade and by advertising the fact that they handle nothing but what is guaranteed as pure. In this way the goods in question will go into general consumption, and as the public become thoroughly familiar with the merits of reputable brands "made in Canada," an unprecedented demand for them will spring up.

A gentleman who has been traveling through Western Ontario in a letter written from Hamilton, January 15th, says: "It strikes me that one can go into a hardware store and as reasonably expect to get HARDWARE AND METAL there as ten-penny nails, and likewise be as sure of getting THE CANADIAN GROCER in a grocery store as a pound of tea."

FEED CATTLE AT HOME.

THE agitation for the admission of Canadian store cattle into Great Britain has again taken definite shape, this time in the form of a vigorous protest from Irish stock-raisers against the removal of the embargo, on the ground that it would mean a total ruination of the beef-raising industry in Ireland, where two-thirds of the cattle exports are store cattle.

This fear that the free admission of Canadian "stockers" would lessen the demand for Irish underfed cattle in Great Britain is hardly worth considering for the reason that the Irish stock-raiser should be in a position to stand Canadian competition.

An aspect of the cattle embargo question which vitally concerns Canadian stock-raisers is whether Canada derives the fullest possible benefit from the cattle-raising industry in sending store cattle to the Old Country to be fattened, which would undoubtedly be done on a very large scale if the embargo were to be lifted. Surely it is practicable for Canadian farmers to feed their export cattle at home, especially when the superior value of fat stock in the British market is considered. Roughly speaking a store animal is not worth more than 3c a pound or $30 a head, while cattle ready for the market, weighing about 1,500 pounds, should be put down at 5c, or $75. Stock can be fattened quite as well on Canadian as on foreign hay and produce; the big commercial consideration is that the Canadian farmer will have $75 to spend in Canada instead of $30 for every head of cattle sold.

The profit on dressed meat is even greater, and it is gratifying to note a growing tendency among Canadian exporters to ship cattle not as store cattle, nor even as fat stock, but as dressed beef.

HIGH PRICES FOR CANNED APPLES.

A FEW weeks ago The Canadian Grocer commented upon an address delivered by the chief of the Fruit Division, Ottawa, in which he blamed the Canadian fruit canning industries for allowing so many apples to go to waste during the season of 1904. The Canadian Canners wrote a lengthy letter in reply refuting these charges and endeavoring to establish that they had not shown lack of enterprise in declining to pack larger quantities of canned apples.

According to recent reports from the United States it would appear that there is likely to be a great scarcity of canned apples before another season comes around, and, if, as it is generally prophesied, the crops next year are very light, owing to there having been three continuous seasons of bumper crops, there is every prospect that canned apples will advance to famine prices, not

only in the United States, but in Canada and Great Britain. We quote from some of the leading commercial papers in this connection:

The Canner and Dried Fruit Packers, Chicago, January 12, 1905: "Gallon apples are forging to the front and show decided firmness, a result of the reduction in output last season, and because the active consuming period for these goods is still ahead of us."



H. D. Kelly, President Toronto Retail Grocers' Association.

The New York Journal of Commerce, January 7, 1905: "The upward tendency of prices on gallon apples is still pronounced and a $2.25 price on State packing is spoken of as a possibility of the near future. Some holders now ask $2.10, but little lots at the old prices continue to crop up."

The American Grocer, New York, January 11, 1905: "It is very hard work to buy full standard New York State apples below $2, at which price lines have been sold. There is a very light offering and a firm market. Possibly some odd lots, a little off in quality, might be found at $1.90. Large operators confidently look for a $2.50 market."

The Baltimore Trade, December 20, 1904: "Gallons close the year in strong position, due to shortage in the pack for this year. Packers, discouraged by the unprofitable prices which prevailed on last season's pack, refused to put up new goods. The result is that the market is now poorly supplied, and consumptive demands are becoming urgent. Bakers' supply houses have been at work quietly buying up everything they could find at $1.85 or under delivered, and according to one report they have succeeded in obtaining control of a good many of the supplies now available. Heretofore packers have not suspected the size of the movement, and have sold readily at that price. Now all stocks are held firmly, and an advance is imminent."

Gallon apples, as will be seen above, are already bringing $2.25 per dozen f.o.b. in the United States, and large operators speak now of a $2.50 market. If such is the position in the United States it means that all the gallon apples available in Canada at the present time will be required for export at profitable prices.

In their recent letter the Canadian Canners intimated that they were offering gallon apples at less than cost price. If they are still doing this it looks as though they were, despite their own statements, wanting in enterprise. It would seem hardly possible that they need sell apples at cost, or less than cost, when the outlook for export trade is so bright, the United States being



B. Panter, Secretary Toronto Retail Grocers' Association.

practically Canada's only competitors for canned apples in Great Britain. However, in these days of high prices it is refreshing to know that there are at least some goods which are purchasable at very low prices.

CONSUMPTION OF SUGAR IN 1904.

THE CANADIAN GROCER is indebted to Mr. Wallace Anderson, of the Acadia Sugar Refining Co., for the following classified statistics regarding Canada's consumption of sugar for the fiscal year 1904, ending June 30. It will be seen that importations of refined and of all sugar above 16 Dutch Standard totalled 23,734,365 lbs. Sugar not above 16 Dutch Standard was imported to the extent of 366,810,295 lbs., the grand total being 390,544,660 lbs., or 174,351 tons. The percentage of imports above 16 Dutch Standard was 6, while that of the sugar coming in under the preferential tariff was 72, a result which ought to be particularly gratifying to sugar exporters in the West Indies and British Guiana.

Above 16 D.S. and all refined.	General Tariff Lbs.	Preferential Tariff. Lbs.	Surtax Tariff. Lbs.	Total Lbs.
Great Britain	2,020,915	7,423,653	1,344	9,445,912
British Guiana	720	Nil.	Nil.	720
" West Indies	1,501	80,513	"	82,014
Hong Kong	39,162	Nil.	"	39,162
Austria - Hungary	5,903,285	"	"	5,903,285
Belgium	83,840	"	"	83,840
China	15,528	"	"	15,528
Denmark	250	"	"	250
France	22,069	"	"	22,069
Germany	2,815,457	"	"	2,815,457
Holland	815,618	"	"	815,618
Porte Rico	5,114	"	"	5,114
Russia	2,098,981	"	"	2,098,981
United States	2,406,415	"	"	2,406,415
Total	16,228,855	7,504,166	1,344	23,734,365
				(Say 10,596 Tons)
Not above 16 D.S.	General Tariff. Lbs.	Preferential Tariff. Lbs.	Surtax Tariff. Lbs.	Total Lbs.
British East Indies	4,728,899	Nil	Nil	4,728,899
British Guiana	740	113,084,214	"	113,084,954
British West Indies	5,264,678	161,310,758	"	166,575,436
Fiji Islands	Nil	8,515,727	"	8,515,727
Hong Kong	18,017	Nil	"	18,017
Austria - Hungary	1,459,856	"	"	1,459,856
Belgium	13,883,147	"	"	13,883,147
China	2,278	"	"	2,278
Dutch East Indies	20,241,182	"	"	20,241,182
Germany	27,713,073	"	"	27,713,073
Peru	9,576,918	"	"	9,576,918
Porto Rico	472	"	"	472
Russia	21,418	"	"	21,418
United States	988,918	"	"	988,918
	83,899,596	282,910,699	Nil	366,810,295
				(Say 163,755 Tons)
	Lbs.	Lbs.	Lbs.	Lbs.
Grand Total	100,128,451	290,414,865	1,344	390,544,660
Equals in Tons (2,240 lbs. each)			Cwt.	Tons
Say	44,700	129,650	12	174,351

COMPARATIVE STATEMENT, 1900 TO 1904.

	General Tariff. Lbs.	Preferential Tariff. Lbs.	Surtax Tariff. Lbs.	Total Lbs.
1900	286,363,050	18,297,398	Nil	304,660,448
1901	304,015,962	32,678,871	"	336,694,833
1902	326,824,196	43,251,251	"	370,075,447
1903	288,150,338	100,091,559	128,935	388,370,832
1904	100,128,451	290,414,865	1,344	390,544,660

TOO LATE FOR LAST WEEK.

The Canadian Grocer has pleasure in reproducing in this week's issue por-



J. Bond, Treasurer Toronto Retail Grocers' Association.

traits of the president of the Toronto Retail Grocers' Association for 1905, H. D. Kelly; of the secretary, B. Panter; and treasurer, J. S. Bond, all of which arrived too late for insertion last week.





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MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Groceries.

Montreal, Jan. 19, 1905

JOBBERS report business as keeping up remarkably well. Travelers' orders are coming in in goodly numbers and for fair-sized orders. Country roads are reported in first-class condition, and farmers are bringing more business to the local country centres.

The sugar market continues firm. An advance of 10c per hundred on hard sugars, and 15c on yellows took place last week after The Grocer had gone to press. New prices are given in department devoted to sugar. The tea market is still in a very unsatisfactory condition. Very little trading is done and almost every trade is featureless. No cables from Colombo or London received of an important character. Some bids have been made for fair-sized lots of Japans, medium grades, but these did not go through. Molasses is firm. Local stocks comprise not more than about 600 puncheons, and holders are not anxious to sell. Maritime Provinces are said to have a fair supply of Porto Rico molasses. Coffees maintain their strong position. Spices remain unchanged with the exception that nutmegs and cloves are easier. Business in green fruits has been unusually quiet. Frozen fish continue to improve in demand. Salt fish are still somewhat backward, but will improve shortly. It is expected that before Lent, prices will be stronger. The canned goods market is unchanged, and there are no noticeable features to report. Rice is also unchanged. California raisins and cloves are scarce, with few offerings. Reports from Denia indicate Valencia stocks as exhausted. There is nothing new to report in currants. Business in vegetables of all kinds is fair. Potatoes are firm and onions scarce, particularly reds. Maple products remain unchanged, though it is expected new life will be put into business within the next few weeks. Despite the advance in Canadian Spring wheat, millers report flour prices unchanged and buyers not willing to purchase owing to the unsettled condition of the market. Rolled oats hold same as last quotation and business is light.

SUGAR

The sugar market maintains a firm tone. Although the raw market is reported as easier, it is the general opinion of the trade and the refiners that a further advance is likely to take place An advance of 10c was noted last Friday after The Grocer had gone to press.

Granulated, obls.	$5 65
" ½-bbls	5 80
" bags	5 60
Paris lump, boxes and bbls	6 15
" " ½-boxes and ½-bbls	6 25
Extra ground, bbls.	6 00
" " 50-lb. boxes	6 20
" " 25-lb. boxes	6 30
Powdered, bbls	5 80
" 50-lb. boxes	6 10
Phoenix	5 60
Bright coffee	5 50
" yellow	5 45
No. 3 yellow	5 40
No. 2 "	5 25
No. 1 " bbls	5 15
No. 1 " bags	5 10
Raw Trinidad	3 90
Trinidad crystals	4 05

TEA.

The situation in teas is practically unchanged. Ceylon teas seem to keep their hold on the trade, although there has not been very much heavy buying done on account of the limited stock available. Reports from Ceylon are very meagre. From recent reports at hand Ceylon market shows a difference of over one cent per pound over corresponding time last year. The local market quotations range from 12c to 16c on greens, and from 11c to 25c. on blacks, according to grade. China teas are practically a dead letter on this market. There is some little trade being done in Japans and offers of from 200 to 300 half chests for low grades have been turned down by leading brokers. Prices are unchanged and as previously quoted, running from 11c to 17c for second and third crop teas. First and second crop are virtually off the market.

Japans—Fine	0 26	0 28
Medium	0 20	0 24
Good common		0 18
Common	0 12½	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders	0 12	0 12
Congous—Kaisows		0 12
Pakling boxes	0 12	0 14

SYRUPS AND MOLASSES.

Market is firm in molasses, with very little being done locally on account of the high prices asked by holders, whose stocks are light. It is estimated that 600 puncheons Barbados will cover local stocks. Refiners have been buying up considerable lately. Reports from the Maritime Provinces are that a fair supply of Porto Rico is still available, but that this is getting into the hands of a few larger dealers. Latest advices from Barbadoes estimate shortage of current crop at about 33 per cent. Corn syrups are in growing demand and owing to the very superior article that is produced by the makers, the consuming public is more appreciative of these goods. We quote:

Barbadoes, in puncheons	0 30
" in barrels	0 32½
" in half-barrels	0 33½
New Orleans	0 22 0 35
Antigua	0 27
Porto Rico	0 45
Corn syrups, bbls.	0 02½
" ½-bbls.	0 02¾
" ¼-bbls.	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

SPICES.

Nutmegs are somewhat easier, and cloves also reported weaker. Ginger is steady and little turning over. Cassin unchanged. We quote:

	Per lb.	
Peppers, black	0 18	0 22
" white	0 25	0 30
Ginger	0 15	0 24
Cloves, whole	0 22	0 35
Cream of tartar	0 25	0 30
Allspice	0 16	0 19

COFFEE.

Coffees, particularly in the lower grades, maintain their firm tone and position. New York market is steady and spot coffee is scarce. Locally business is quiet with firm position. Chicory has advanced for best English goods.

Good Cocutas	0 10 0 10½
Choice "	0 11½ 0 12½
Jamaica coffee	0 10½ 0 11
Java	0 18 0 22
Mocha	0 16 0 19
Rio	0 08 0 09

CANNED GOODS.

The canned goods market remains unchanged with the consumption only as usual at this time of year. There is no activity or particular feature noticeable, the forward purchases of the retail trade not being overtaken by country dealers. The salmon market is strong and stocks not overly plentiful. Supplies of sardines are fairly plentiful with prices unchanged, running from $6.00 to $14.00 per case for imported stock, and domestic at $3.75 to $4.00 a case.

Salmon, pink	0 90 1 00
" spring	1 55
" Rivers Inlet red sockeye	1 65
" Fraser River red sockeye	1 50 1 75
Lobsters, talls	3 45
" 1-lb. flats	3 50 4 00
" ½-lb. flats	2 25
Canadian Sardines, ¼s	3 65 4 00
California asparagus	4 50 5 00
Asparagus tips	3 50 3 75

VEGETABLES.	Per doz.
Corn, 2-lb. tins	$1 20
" 2-lb. succotash	1 25
Gallon corn	5 00
Tomatoes, 3-lb. tins	1 30
Gallon tins	3 60
Sugar beets	$0 85 0 95
2's Asparagus Tips	2 50
2's Beans, Golden Wax	0 80
2's " Refugee or Valentine	0 82½
2's " Crystal Wax	0 92½
2's Peas, No. 4 "Standards"	0 82½
2's " No. 3 "Early Junes"	0 85
2's " No. 2 "Sweet Wrinkled"	0 95
2's " No. 1 "Extra Fine Sifted"	1 30
2's Table Spinach	1 40

FRUITS.

Pears—Flemish Beauty Bartletts and pie in 2, 2½ and 3's	$1 15 $2 20
Peaches—White yellow and pie, 1½'s, 2's, 2½'s	
3's	1 25 2 82½
Gallon pears	3 15 3 67½
" peaches	3 55 4 50
Pumpkins, 3-lb. tins	0 72½
" Gal.	2 50
3-lb. squash	1 00
2's Cherries, red, pitted	2 20
2's " " not pitted	1 75
2's " black, pitted	2 20
2's " black, not pitted	1 75
2's " white, pitted	2 40
2's " white, not pitted	2 00
2's Currants, red, heavy syrup	1 57½
2's " red, preserved	1 77½
Gals. " red, standard	4 75
Gals. " red, solid pack	7 00
2's " black, heavy syrup	1 75
2's " black, preserved	2 05
Gals. " black, standard	5 00
Gals. " black, solid pack	8 00
2's Gooseberries, heavy syrup	1 62½
2's " preserved	1 85
Gals. " standard	7 25
2's Lawtonberries, heavy syrup	1 57½
2's " preserved	1 85
Gals standard	4 97½
2's Pineapple, sliced	2 25
2's " grated	2 35
3's " whole	2 50
2's Plums, Damson, light syrup	1 00
2's " " heavy syrup	1 30
2½'s " " " "	1 57½
3's " " " "	1 85
Gals. " " standard	2 95
2's " Lombard, light syrup	1 05
2's " " heavy syrup	1 35
2½'s " " " "	1 62½
3's " " " "	1 90
Gals. " " standard	3 15
2's " Green Gage, light syrup	1 15
2's " " heavy syrup	1 47½
2½'s " " " "	1 72½
3's " " " "	2 00
Gals. " " standard	3 45
2's " Egg, heavy syrup	1 52½
2½'s " " "	1 80
3's " " "	2 10
2's Raspberries, red, heavy syrup	1 40
2's " " preserved	1 60
Gals " " standard	5

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2's " black, heavy syrup		1 35
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Gals. " " standard		4 75
2's Rhubarb, preserved		1 15
3's " "		1 90
Gals. " standard		2 62½
2's Strawberries, heavy syrup, 1903 pack		1 47½
2's " " " 1904 pack		1 60
2's " preserved		1 75
Gals. " standard		5 50
Gals. " solid pack		8 50

RICE.

There is no change to note in the position of the rice market this week. Business is on the quiet side and there is no evidence of buyers being anxious to purchase, despite the fact that the report of the Burmah rice crop would indicate further advance.

B rice, in 10 bag lots	3 05
B rice, less than 10 bags	3 15
C rice, in 10 bag lots	2 95
C rice, in less than 10 bag lots	3 05

Foreign Dried Fruits.

News on foreign dried fruits is scarce. In Valencia raisins reports from Denia are that stocks there are exhausted, and locally there are no surplus stocks in the hands of the trade. California raisins and prunes are scarce with few offerings, and some shippers have withdrawn entirely from the market. The curing weather in California has been against large stocks, and more fruit has been sold to distilleries than ever has been known in the history of the trade. These facts must have a tendency to strengthen prices materially before the new crop has reached the market. If there is any renewed activity on the local marvet higher prices may be looked for.

VALENCIA RAISINS.

Fine off-stalk, per lb	0 05	0 06
Selected, per lb.		0 06½
Layers "	0 07	0 07½

DATES.

Dates, Hallowees, per lb	0 04	0 04½

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per b.	0 13½
Peaches "	0 10½
Pears "	0 13

MALAGA RAISINS.

London Layers	2 00
"Connoisseur Clusters"	2 50
" " Quarter boxes	0 80
"Royal Buckingham Clusters," ½-boxes	1 10
" " Boxes	3 50
"Excelsior Windsor Clusters	4 50
" " ½s	1 35

CALIFORNIAN RAISINS.

Loose muscatels, per lb.	0 07½	0 08
" " seeded, in 1-lb. packages	0 08	0 09
" " 2 crown		0 06
" " 3 "		0 06½
" " 4 "		0 08

PRUNES.

	Per lb.	Per lb.
30-40s.		0 08½
40-50s.		0 08
50-60s.		0 07
60-70s.		0 06
70-80s.		0 06
80-90s.		0 05
90-100s		0 05
Oregon Prunes (Italian style) 40-50s		0 08
" " 50-60s		0 07
Oregon prunes (French style), 60-70s		0 06
" " 90-100s		0 04
" " 100-120s		0 04

CURRANTS.

Filiatras, uncleaned		0 04½
Fine Filiatras, per lb. in cases	0 04½	0 05
" " oleaned	0 04½	0 05½
" " in 1-lb. cartons	00 5½	0 06
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 06

SULTANA RAISINS.

Sultana raisins, per lb.	0 06½	0 08
" " 1-lb. carton		0 09

ELEME TABLE FIGS.

Six crown, extra fancy, 10-lb. boxes		0 13
Five crown, fancy, 10-lb. boxes		
Four crown, fancy, 10-lb. boxes		0 09
Three crown	0 07	0 07½
Glove boxes, fine quality, per box		0 11
Fancy washed figs, in baskets, per basket		0 20
" pulled figs, in boxes, per box		0 22
" stuffed figs, " "		0 28
12-oz. boxes	0 06½	0 07

NUTS.

Grenoble walnuts	0 12½	0 14
Tarragona almonds		0 13
Sicily filberts		0 11
Shelled walnuts		0 20
Marbot Walnuts	0 10	0 11
New Brazils	0 15	0 16
Jumbo pecans		0 14
Large "		0 12½
Shelled almonds	0 24	0 26
Peanuts, Spanish shelled		0 13
" Virginian braod, shelled		0 12
New chestnuts, per lb.		0 11
Peanuts, Bon Tons		0 11½
" Sun brand		0 10
" Diamond G brand		0 08
" Coon brand		0 07½
Italian chestnuts, per lb.		0 07

Green Fruits.

Business during the week has been unusually quiet, with the exception of a demand for California navel oranges. These are selling freely at $3.00 to $3.25. Pineapples are slow sellers. Florida tomatoes are coming in freely and in much better condition, selling at $4.50 to $5.00 per crate. Two cars of California celery is expected this week; probable price will be about $5.00 to $5.50. Peanuts, all grades, have advanced ½c per lb. Grenoble shelled walnuts are cheaper than seen before on this market. We quote:

Cocoanuts, per bag of 100		4 50
Pineapples, 24 to case	4 50	5 00
" 30 to case		3 50
Cranberries, finest dark		8 50
" dark		7 50
" 25 quart boxes		2 25
Jamaica oranges, per bbl.	4 50	5 00
" " per box	2 50	2 75
" grape fruit, per box	3 50	4 00
Florida oranges, per box	4 00	4 50
Florida grape fruit, per box		5 00
Mexican oranges, per box	2 00	2 25
California naval oranges, per box	3 00	3 25
New Messina lemons 300's		2 50
" " " 360's		2 25
Bananas, large bunches, crated	1 25	1 50
Bananas, 8s, per bunch, crated		1 00
Apples Winter varieties	2 50	4 00
Sweet potatoes, per bbl.		4 75
Almeria grapes, per bbl.	5 50	7 00
Celery, California golden heart, per case		5 50
Tomatoes, Floridas, crate	4 50	5 00
Lettuce, Boston		0 85

Vegetables.

Business is fairly good in mostly all lines. Potatoes remain firm with a strong undertone to the market. Choice stocks sold in car lots at 62 1-2c and two cars were sold on track at 64c. In a jobbing way prices range from 75c to 80c per bag. Onions—The demand continues good with prices firm, particularly for red, which continue scarce, $3.75 per barrel is asked for both red and yellow.

Bunch lettuce, per doz. bunches		0 75
Radishes, per doz. bunches		0 25
Mushrooms, per lb.		1 70
Mint, per doz. bunches		0 20
Parsley, " "		0 20
Sage, per doz.		1 00
Savory, per doz		1 00
Beets, new, per doz.		0 25
Egg plant, per basket		0 75
Rhubarb, outdoor, per doz		0 35
Green onions, per doz.		0 15
Spanish onions, large cases, per case		3 75
" " crates, per case		1 50
Red onions, in 75-lb. bags, per bag		2 50
Yellow onions, in 80-lb. bags; per bag		1 75
Green house water cress, per doz.		0 45
Green cucumbers, per bush. hamper		1 25
" per half bushel bamper	0 60	0 75
" per bbl		3 50
" per doz.	0 40	0 50
Green cabbage, per doz.		0 60
" beans, per bush.	1 00	1 25
Waxed beans, per bush.		1 00
Cauliflowers, home grown, per doz.		1 50
Green peppers, per basket		0 45
California celery, per case		5 50
Canadian celery, per doz.		0 75

Fish.

The demand for frozen fish continues to improve. There has not been much business in salt fish as yet; this was expected, though shortly a good trade will set in. New, large, frozen herring are now arriving freely, and both in size and quality are this year much better than for several seasons past. These

herrings come direct from Newfoundland, via Halifax, and are a very important factor in the frozen fish trade. Frozen haddock has also been arriving freely, but most of the stock is now in. Prices are a little easier on some lines, but the tendency is for higher figures and firmer position, and before Lent begins, there will be some advances as stocks this year are not very heavy and the demand for fish of every kind is increasing in Canada every year. We quote:

Standard bulk oysters, per gal	1 40
Selects	1 60
Shell oysters, bbl	5 00 8 00
Fancy Malpecques	9 00 10 00
Caraquet	4 00 5 00
Dressed bullheads	0 09
Haddies	0 06½
Bloaters in boxes, 100 fish	1 00
Smoked herring, per box, new	0 12
Fresh haddock, per lb	0 03½ 0 04½
Pike, " round winter caught	0 05 0 05½
Halibut, per lb	0 08 0 08½
Gaspe salmon, fresh frozen	0 15
B. C. Salmon, frozen	0 08½ 0 09
Fresh steak cod	0 05½
Market cod	0 04
Whitefish	0 07½ 0 08
Dore	0 06 0 06½
Fresh frozen Smelts	0 09 0 12
Fresh frozen Herring, 100	1 50 1 90
New frozen Tom Cods	1 90
No. 1 Labrador herring in 20-lb pails	0 80
No. 1 Herring, Labrador, per bbl	5 00
" " half bbl	2 75 3 00
No. 1 Holland herring, per half bbl	6 50
No. 1 Scotch herring, " "	6 50
" " per keg	1 00
Holland herring, per keg	0 65 0 75
No. 1 Salt mackerel, pail of 20 lbs	2 00
Boneless cod, 1 and 2-lb. blocks, per lb	0 06
" fish, " " "	0 05½
" " loose, in 25 lb. boxes	0 04½
Pure Georges cod, 40 lbs	0 07½
Skinless cod, cases 100 lb. (new)	5 00
Green Codfish, (200-lbs.) No. 2	5 75
" " No. 1	7 00
Large "	7 00
Labrador Salmon, half bbl	9 00
" " (200 lbs.) bbls	17 00
" " Large (300 lbs.)	24 00
B.C. salt salmon, bbl	14 00
" " ½ bbl	7 50
Lake trout, salt, 100 lbs	5 00
Sea Trout in bbls, 200 lbs	9 50
" half bbls	5 50
Marshall's kippered herring, per doz	1 40
Canadian kippered, per doz	1 00
Canadian ¼ sardines, per 100	3 75 4 00
Canned cove oysters, No. 1 size, per doz	1 30
Canned cove oysters, No. 2 size, per doz	2 25

Country Produce.

BEANS.

A steady market obtains with business on the small side, no large lots being turned over. Prices are unchanged.

Choice primes	1 35 1 40
" less than car lots	1 40 1 50
Primes	1 30 1 35

HONEY.

No material changes are noted this week. Business quiet. White clover honey in comb is none too plentiful and brings 12 1-2c to 13c.

White clover, extracted, tins	0 08 0 08½
" " kegs	0 07½ 0 08
" " comb	0 12½ 0 13
Buckwheat	0 06 0 06½

MAPLE PRODUCTS.

The position of the market remains unchanged, no heavy demand being noticeable for any maple products. It is expected, however, that considerable more life will be noticed within the next few weeks. The action of the Inland Revenue Department in insisting upon the branding of pure maple syrup, as such, and the labelling of compound goods as compound, has proved of interest to dealers and blenders of syrups.

Maple syrup, in wood, per lb	0 05½ 0 05½
Maple syrup, in large tins	0 50 0 60
Pure sugar, per lb	0 07½ 0 08
Pure Beanes, county, per lb	0 08½ 0 09

HOPS.

Business very quiet. The demand limited and prices unchanged.

Choice	0 32 0 35
Fair to good	0 28 0 31

Flour and Feed.

FLOUR.

Despite the fact that Canadian Spring wheat markets have shown a further advance of 1 3-4c per bushel during the week, millers have made no change in their quotations and the local market is still unsettled with prices irregular. The demand is limited and buyers are not disposed to buy freely on account of the unsettled condition prevailing. Demands from foreign sources during the week have been received.

Manitoba spring wheat patents	5 50 5 80
" strong bakers'	5 20 5 50
Winter wheat patents	5 50 5 70
Straight rollers	5 20 5 30
Extra	4 55 4 60
Straight rollers, bags, 90 per cent	2 55 2 65

FEED.

Manitoba bran and shorts are easier and in some instances cuts in prices equal to $1 per ton are noted A fair demand prevails. Ontario bran is steady but offerings small.

Mouillie	25 00 28 00
Ontario bran, in bulk	16 00 17 00
" shorts	20 00
Manitoba bran, in bags	17 00 18 00
" shorts	20 00

ROLLED OATS.

There is nothing new to report in the condition of the rolled oats market. The feeling is steady and demand only fair, and for small lots.

Fine oatmeal, bags	2 60
Standard oatmeal, bags	2 60
Granulated " "	2 50
Rolled oats, "	2 55
" bbls	5 00

HAY.

A limited demand has prevailed during the week. Supplies appear to be coming forward more freely with but a limited demand. The undertone is in consequence easy and no actual changes in price to note from our figures of last week. Foreign advices were firm, but as prices are very low dealers do not feel disposed to increase their shipments.

No. 1 timothy	9 00 9 50
" 2 " choice	8 00 8 50
" 2 " ordinary	7 00 7 25
Clover	7 00 7 50
Clover mixed	6 50 7 00

ONTARIO MARKETS.

Groceries.

January 18, 1905.

ONTARIO wholesale grocers have had an agreeable surprise this week in so far as business was much more brisk than usual at this time of year. Apparently the consumptive demand for groceery staples in the country has increased or else the retail trade was not stocked as heavily as expected, since general buying has set in unusually early. Some wholesalers think the unprecedented firmness of sugar has had a tendency to stimulate general buying. In any event active buying in sugar is the feature of the week. The majority of the trade are still purchasing from hand to mouth, and at the present time are generally speaking supplied for only three or four weeks ahead. A very small minority, however, speculatively inclined, are buying ahead on a small scale.

During the week there has been an advance of 10c all round in granulated and 15c in yellows and there is every prospect of a further advance in New York markets. Canned goods are in seasonable demand, trade in fruits having opened up with excellent prospects. A livelier demand is noted in tea, an unusual feature being the inquiry for China greens. The coffee market is dull, speculative prices averaging about 1-4c lower than last week.

Trade in prunes and currants is fair at firm prices, a scarcity in large sized prunes being noticeable as well as a corresponding slight advance in prices. An advance of 1s in Valencia raisins and of 3d in currants is reported in primary markets, although the local market has not been affected as yet. A scarcity in California evaporated apricots has also been noted during the week.

CANNED GOODS.

A remarkably good trade is reported in canned goods generally, notwithstanding the season of the year, corn and tomatoes moving particularly freely. Canned fruits, including apples, are in more active demand with the market steadily improving, especially at outlying points. Canned fish are quiet. Our quotations are as follows:

Tomatoes, 3's	1 25
Corn, 2's	1 15 1 20
Peas, 2's	0 82½ 1 30
Sliced beets, 2's	0 85
" " 3's	0 95
" " whole	0 95
Pumpkin, 3's	0 75
" gal	2 50
Squash	1 00
Asparagus tips, 2's	2 50
Golden waxed beans, 2's	0 80
Refugee or Valentine beans, 2's	0 85
Crystal waxed beans, 2's	0 92½
Spinach, 2's	1 40
" 3's	1 80
Baked beans, plain, 1's	0 45
" " 2's	0 72
" " 3's	0 90
Tomato sauce, 1's	0 50
" " 2's	0 78
" " 3's	1 00
Chili sauce same as tomato sauce.	
Catsups, tins, 2's	0 78
" " gal	4 50
" jugs	7 70
Apples, standard, 3's	0 80 0 85
" preserved, 3's	1 47½
" standard, gal	1 70 2 00
Pears, Flemish Beauty, 2's	1 52½
" " " 3's	2 00
" Bartlett, 2's	1 87½
" " 3's	2 82½
" whites, 2's	1 72½
" " 3's	2 67½
Peaches, pie, 3's	1 25
Cherries, red, pitted, 2's	2 20
" " not pitted, 2's	1 75
" English black, pitted, 2's	2 20
" " " not pitted, 2's	1 75
" white wax, pitted, 2's	2 42
" " " not pitted, 2's	2 00
Lawtonberries, heavy syrup, 2's	1 57½
" preserved, 2's	1 75
" standard gal	4 97½
Plums, Damson, light syrup, 2's	1 00
" " heavy syrup, 2's	1 30
" " 3's	1 85
" Lombards, light syrup, 2's	1 05
" " heavy syrup, 2's	1 35
" " 3's	1 90
" green gage, light syrup, 2's	1 15
" " heavy syrup, 2's	1 47½
" " 3's	2 00
" egg, heavy syrup, 2's	1 52½
" " 3's	2 10
Pineapple, sliced, standard, 2's	2 35
" extra " 2's	2 47½
" grated, " 2's	2 62½
Raspberries, red, heavy syrup, 2's	1 40
" preserved, 2's	1 60
" black, heavy syrup, 2's	1 35
" preserved, 2's	1 50
Rhubarb, preserved, 2's	1 15
" 3's	1 90
" gal	2 62½
Strawberries heavy, syrup, 2's	1 60
" preserved, 2's	1 75
Lobster, talls	3 50
" 1-lb. flats	3 75
" ½-lb. flats	2 00

Mackerel	1 00	1 25
Salmon, Fraser River, "Horseshoe" and "Maple Leaf,"		
1-lb. talls, 5 cases and over		1 77½
1-lb. talls, less than 5 cases		1 80
1-lb. flats, 5 cases and over		1 90
1-lb. flats, less than 5 cases		1 92
½-lb. flats, 5 cases and over		1 17
½-lb. flats, less than 5 cases		1 20
Salmon, "Clover Leaf."		
1-lb. talls, 1 to 4 cases		1 80
1-lb. flats, 1 to 4 cases		1 87½
1-lb. talls, 5 to 9 cases and over		1 77½
Chums	0 95	1 00½
Sardines, Sportsman ¼'s		0 14
" ½s		0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04½
" " ½'s	0 09	0 11½
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies, per doz		1 00
Haddies, per case		4 00
Kippered herrings, domestic		1 00
" " imported	1 40	1 45
Herrings in tomato sauce, domestic		1 00
" " " imported	1 40	1 45
California ripe olives, tins, per doz		4 75
Corned beef, 1s, per doz		1 50
" 2s, "		2 70
" 6s, "	8 00	10 00
" 14s, "		18 00
Lunch tongues, per doz		3 00
Potted meats, ½s, "		0 50
" ¼s, "		1 00

SYRUPS AND MOLASSES.

One of the features of this week's markets is the increased sales of West Indian molasses which article is steadily growing in favor among the Canadian grocery trade. During the week buying among the wholesale grocers has been general. New crop Demerara, Trinidad and Barbadoes molasses is arriving and new crop New Orleans is now due although the present test is practically prohibitive. An improved demand for corn syrups is noted for the week. The increased consumption of syrups and molasses is in no small measure due to the very firm situation in sugar. Our quotations are as follows:

Syrups—		
Dark		
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb.		0 02½
" ½-bbls "		0 02¾
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. " "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 25	0 30
" ½ bbls	0 27	0 32
" open kettle	0 45	0 50
Barbadoes	0 36	0 40
Porto Rico	0 35	0 40
West Indian	0 32	0 35
Maple syrup—		
Imperial qts		0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

COFFEES.

The coffee market is easier this week, speculative prices ruling about 1-4c lower than a week ago. Brokers report a more active inquiry for coffee generally, although very little business has been transacted during the week in wholesale circles. The substantial advance in Brazilian Exchange makes it temporarily impossible to buy coffees in Brazil.

The New York Journal of Commerce gives the following interesting forecast of the market:

In comparing the present situation of the market with that of a year ago it is well to bear in mind that the interests that now appear to be operating for higher prices were at this time a year ago opposed to the advance in prices which started when the speculative interests in the cotton market entered the coffee market as aggressive buyers and attempted to run away with it, and that it was through the heavy selling which came from the interests that are now supporting the market that the cotton interests who attempted to bull the coffee market last January had to desist. Another factor which also came into play last Spring, and which from all indications will not be experienced this season, was an abnormally large movement of coffee other than Rio and Santos, which proved to be sufficient to be more than offset the decreased production of Brazil coffee. This season, however, the indications are that there has been a further shrinkage in the production of Brazil grades of coffee, and the yield of coffees from other countries according to the information at hand promises to be below rather than above an average outturn.

Turning to the statistical position, it will be found that the world's visible supply of coffee is practically the same as at this season last year. It is believed, however, that during the balance, and which, by the way, is the second half of the crop year, the comparative statistical position will be much stronger, it being figured that large reductions in the world's stocks will be made, it being estimated that for the two months January and February alone there will be a decrease in the world's existing stocks of about 1,250,000 bags, compared with a shrinkage of 576,000 bags during the same months last year.

Europe's statistical position is stronger than it has been for several seasons past at this period of the year, she having allowed her stocks to steadily decrease since the opening of the crop year. Leading European interests, in fact, throughout the season have taken exactly the opposite stand from the leading interests in the American coffee trade. No credence has been placed on the reports from the producing countries that there was a material reduction in the yield of the coffee crop and European interests have held off as buyers, making no attempt to compete with American interests as buyers in the producing countries, buyers expecting to be able to obtain their supplies cheaper after the demand from American buyers was satisfied. Europe now, however, appears to be awakening to the knowledge that the crop shortage reported from Brazil was indeed a fact, and that by keeping out of the market she has allowed American interests to stock up at relatively cheap prices while she has been living upon reserve stocks and missed her market. We quote the following:

	Per lb.	
Green Rios, No. 7	0 10	0 10½
" " No. 6		0 11
" " No. 5		0 11½
" " No. 4		0 12
" " No. 3		0 12½
" Mocha	0 21	0 23
" Java	0 22	0 35
" Santos	0 11	0 13
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
Green, Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracaibo	0 16	0 23

TEAS

A fairly active tea market is reported for the week under review and the opinion of the wholesale trade is that January is going to prove an unusually satisfactory month. One feature in tea is the inquiry for China greens which have not sold freely on this market for some years. Particularly good values are being offered to the retail trade in Indian and Ceylon blacks, of which they are availing themselves generally. We quote the following prices:

Congou—half-chests, Kaisow, Moning	0 12	0 35
caddies, Pakling	0 19	0 40
Indian—Darjeelings, Pekoe souchongs	0 20	0 22
" Pekoes	0 25	0 30
" Orange Pekoes	0 35	0 45
Indian—Darjeelings	0 35	0 45
Assam Pekoes	0 18	0 22
Assam Pekoe Souchongs	0 16	0 18
Ceylon—Broken Orange Pekoes	0 23	0 25
Orange Pekoes	0 23	0 30
Pekoes	0 19	0 25
Pekoe Souchong	0 15	0 17
China Greens—Gunpowder, cases, extra firsts	0 35	0 42½
" half-chests, ordinary firsts	0 22	0 28½
Young Hyson, cases, sifted, extra firsts	0 37½	0 47
" cases, small leaf, firsts	0 30	0 37½
" half-chests, ordinary firsts	0 22½	0 32
" " seconds	0 22	0 24½
" " tbirds	0 15	0 17
" " common		0 14
Pingsueys—Young Hyson, ½-chests, firsts	0 25	0 30
" " seconds	0 16	0 18
" half-boxes, firsts	0 25	0 30
Japan—½ chests, finests May pickings	0 35	0 39
Choice	0 32	0 35
Finest	0 28	0 30
Fine	0 25	0 28
Good medium	0 20	0 22
Medium	0 18	0 20
Good common	0 19	0 20
Common	0 14	0 15

SPICES.

Trade in spices continues seasonable and without special feature. Our quotations are as follows:

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 25	0 35
" white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 14	0 17
Cassia	0 21	0 25	Mace	0 80	0 90
Nutmeg	0 45	0 75			

RICE AND TAPIOCA.

Rice and tapioca continue quiet at unchanged prices. We quote the following:

	Per lb.			Per lb.	
Rice, stand. B	0 03½	0 03¾	Tapioca, staple	0 03½	0 03½
Patna	0 05	0 05½	" donble goat		0 04
Japan	0 06	0 07	Carolina rice		0 08
Sago	0 03½	0 04			

Foreign Dried Fruits.

Business in foreign dried fruits has been transacted in fairly satisfactory volume for the week, considerable trading having been done in view of the lowness of the local market, especially in Valencia raisins. January-February shipments from primary markets will be reported within the next few days. According to latest advices raisins have become 1s and currants 3d firmer in the countries of growth.

Prunes are selling well, large sizes being particularly scarce and slightly firmer in price as a result. Currants are also moving freely. Word comes from the Pacific coast that there are only 6,000 tons merchantable raisins available at the present time as compared with 30,000 tons at the same time a year ago, and that a small percentage is suitable for seeding or fancy grading. Prices are low at present, but likely to advance. Small quantities of choice 1903 crop are offering. Our quotations are as follows:

PRUNES.

	Per lb.			Per lb.	
100-110s		0 04	60-70s	0 06	0 06½
90-100s	0 04	0 04½	50-60s	0 06½	0 06½
80-90s		0 05	40-50s		0 08
70-80s	0 05½	0 05½	30-40s	0 00	0 09

CANDIED PEELS.

	Per lb.		Per lb.
Lemon	0 09 0 10	Citron	0 15 0 17
Orange	0 10 0 11		

FIGS

	Per lb.		Per lb.
Tapnets	0 03½ 0 04	Elemes	0 08 0 13
Naturals	0 06½ 0 07½		

APRICOTS.

	Per lb.
Californian evaporated	0 12½ 0 14

PEACHES.

	Per lb.
Californian evaporated	0 11 0 14

PEARS.

California evaporated, per lb	0 14

CURRANTS.

	Per lb.		Per lb.
Fine Filiatras	0 04½ up	Vostizzas	0 07 0 08
Patras	0 06 0 06½		

RAISINS.

	Per lb.
New selects	0 06
Off stalk	0 05½
Sultana	0 06½ 0 10
Californian seeded, 12-oz. Muscatals	0 06½ 0 07
" " 1-lb. boxes "	0 07 0 08½
" unseeded, 2-crown. "	0 07½
" " 3-crown "	0 05½ 0 07
" " 4-crown "	0 07 0 08

DATES.

	Per lb.		Per lb.
Hallowees	0 04½ 0 05	Fards new choicest	0 09 0 10½
Sairs	0 04½ 0 04¾	" new choice	0 09½

FOREIGN NUTS.

Peanuts are firm and an advance is anticipated in the near future. Practically no orders have been received for other varieties of nuts during the week and trade is quiet. A slight advance in the price of shelled walnuts is reported in primary markets. We quote the following:

Peanuts, green, Virginia, per lb	0 08 0 10
" roasted "	0 10 0 11
" Spanish, green, per lb	0 09
" " roasted, "	0 10
" Japanese, green, per lb	0 09
" " roasted "	0 11
Almonds, Tarragona, per lb	0 12 0 12½
Walnuts, Grenoble, "	0 12½
" Bordeaux, "	0 09 0 10
Filberts, per lb	0 10½ 0 11
Pecans, per lb	0 13 0 15
Brazils "	0 16 0 16½
Cocoanuts, Jamaica, per sack	4 50
Italian Chestnuts, per lb	0 16

DRIED FISH.

A seasonable trade in dried fish is reported for the week at unchanged prices: Our quotations are as follows:

Boneless fish, per lb	0 04
Cod fish, 1-lb. bricks	0 06
Pure cod, per lb	0 10
Quail-on-toast, per lb	0 05½ 0 06
Flitched cod fish, in cases of 100 lbs., per lb	0 06 0 06
Labrador herring, per bbl	6 00 6 50
" " per ½ bbl	3 25 3 40
Scaled herring	0 14
Salmon trout, per keg	6 00

BIRD SEED.

Few orders have been received during the last week. Trade is expected to brighten up in a few days. Prices continue unchanged. Our quotations are:

Canary seed, per lb	0 06½
Hemp "	0 05
Cottam's	0 08
Brock's	0 07½

EVAPORATED APPLES.

Evaporated apples are in slightly better demand than last week, the current quotation being from 5½c to 6c. Dried apples are quoted nominally at 4c.

Country Produce.

EGGS.

A continuation of present mild weather conditions will increase the quantity of fresh-laid eggs now arriving. At present the market is inclined to be unsteady, some dealers fearing a slump. We have begun to quote fresh-laid eggs at 30c. Arrivals of fresh-laid eggs are eagerly purchased, and it is feared if the supply increases, a loss will be felt on pickled and cold storage. We quote the following prices:

Eggs, strictly new laid	0 00 0 30
Cold storage fresh	0 21 0 22
pickled	0 19 0 20

HONEY.

Prices continue unchanged. Trade is normal. There is a fair demand for No. 2 in sections among the retail grocery trade. No. 1 is being used almost exclusively by biscuit manufacturers. Our quotations are as follows:

Honey, extracted clover, per lb	0 08 0 09
" sections, No 1, per doz	1 90 2 25
" " No. 2, "	1 65

BEANS.

During the week prime Nos. 1 and 2 have advanced 10c. This is owing to scarcity. Great difficulty is being experienced in filling orders for foreign trade. We quote the following'

Beans, handpicked, per bush	1 65 1 70
" prime, No. 1	1 60
" prime, No. 2	1 50
" Lima, per lb	0 07 0 07½

SEEDS.

Reports stating that the crop of mammoth clover is not as large as was first estimated has caused a flurry in the seed market and an advance of from 50c to $1 per bushel. Supplies of red clover are arriving slowly. Domestic trade has started and an active trade is looked forward to. An absence of foreign demand is still quite noticeable. Our quotations are:

Alsike clover, per bush	3 50 6 00
Red clover	5 00 6 75
Mammoth clover, per bush	6 00 7 25
Timothy	1 00 1 35

Green Fruits.

Mild weather has caused a freer movement of green fruits, orders which accumulated during the cold weather having been shipped within the last day or two. Navel oranges are in active request. No valencias nor Mexicans have been received since the holiday season. The season for Mexican oranges is practically over, but shipments of Valencias are expected as soon as the weather becomes milder.

A good trade is reported in bananas. Consignments are arriving in good condition. Jamaicas are expected to be replaced next week by stock from Port Limon, which may mean an advance in price.

Lemons are arriving in large quantities and prices are easier. A number of small orders have been received for cranberries. Good orders for Almeria grapes continue to arrive; as supplies are limited, prices have advanced. Florida tangerines, half-straps, have declined 50c. Some dealers have large supplies of figs on hand, and as the inquiry has begun to ease off, prices have become ½c easier on Eleme and Protoben. We quote the following prices'

Florida oranges, per box	3 00 3 25
Florida grape fruit, per box	4 00 4 50
Florida tangerines (half straps)	2 25 2 50
Florida pineapple, per case	4 00 4 50
Mexican oranges, per box	1 75 2 00
California navel oranges, per box	2 75 3 25
Valencias ordinary, 420's	3 75
" large, 426's	5 00
" 714's	5 00
New messina lemons, 300's, per box	2 25 2 75
" " 360's, per box	2 25 2 75
Bananas, large bunches, crated	1 50 2 00
Bananas, 8's, per bunch, crated	1 00 1 25
Apples, Winter varieties	2 00 3 00
Sweet potatoes, kiln dried, per bbl	5 50
Almeria grapes, per bbl. choice	6 50 7 00
Cranberries, Budd's long keepers	10
Smyrna figs, Eleme, four crowns	0 7½
" " five "	0 8½
" " six "	0 9½
" " seven "	013½
" " glove boxes, 1-lb.	0 7½ 0 8½
" " Protoben, four crowns	0 9½ 010½
" " " five "	0 13 013½
Comadre figs	0 03½ 0 03½

The following cable was received by Eben James, Toronto, from Woodall & Co., Liverpool, on Jan. 16, 1905,—"4,500 bbls. selling, odd lots. Market dull and featureless."

W. B. Stringer & Co., Toronto, representing J. C. Houghton & Co., Liverpool and London, received the following cable from Liverpool Jan. 18, 1905,—"14,000 bbls. selling. Golden Russetts XXX 20s to 22s 6d, XX 15s to 16s; Greenings XXX 11s to 12s, XX 8s 3d to 9s; Phoenix 13s to 14s; Ben Davis XXX 10s 6d to 12s."

APPLE SHIPMENTS.

Total apple shipments for week ending January 14, 1905 :

	To Liverpool.	London.	Glasgow.	Various.	Total.
From Boston	9,200	1,967	10,735	....	21,902
New York	2,425	3,791	2,681	4,950	13,847
Portland, Me.	11,095	....	....	....	11,095
Halifax	....	4,585	....	....	4,585
St. John, N.B.	509	....	....	7	516
Total for week	23,229	10,343	13,416	4,957	51,945
Same time 1904	44,257	13,053	4,083	13,621	75,014
Same time 1903	54,430	2 657	5,269	1,540	63,896
Total since season opened					1,754,206 bbls.
Same time 1903-1904					2,700,218 "
Same time 1902-1903					1,877,183 "

Vegetables.

The vegetable trade is steady with an inclination to quietness. Few sales are reported in domestic onions owing to the high price. Dealers are expecting a good demand in the near future for greenhouse vegetables. A number of good sales are being made in California stock. Butter squash has advanced $1 per dozen and parsnips 10c per bushel. In addition to our list we have oyster plant selling at $1.25 per bushel, greenhouse rhubarb at $1.25 per dozen, and greenhouse onions selling at from 15c to 20c per dozen. Our quotations are:

Greenhouse lettuce	0 35
Greenhouse radishes, per doz. bunches	0 50
Mushrooms, per lb.	1 00
Dry Mint, per doz bunches	0 20
Parsley, " "	0 20
Sage, per doz	0 15
Savoury, per doz	0 15
Carrots, per bag	0 60
Beets, per bu	0 50
Beets, per bag	0 60 0 75
Dry Onions, per bag	1 90 2 00
Dry Onions, per basket	0 50
Spanish onions, per case	3 50 4 00
Green house water cress, per doz	0 25
Cauliflowers, per doz	0 75 1 50
Michigan celery, per doz	0 50
Canadian celery, per doz	0 35 0 75
Potatoes, per bag	9 00
Butter squash, per doz	2 00 3 00
Parsnips, per bu	0 60
Parsnips, per bag	0 75
Red cabbage, per doz	0 50 1 00
" per head	0 10 0 15
Cabbage, per head	0 05 0 10
" per doz	0 50 0 75
Turnips, per bag	0 30 0 35
California celery, per case	5 50
Hothouse cucumbers, per doz	1 50 1 75
Mushrooms	0 80 0 90
Artichokes, per bu	0 75
Oyster plant, per bu	1 25
Greenhouse rhubarb, per doz	0 00 1 25
" onions, "	0 15 0 20

Fish and Oysters.

Cold weather continues to enliven the fish trade. Smelts are scarce and prices likely to remain firm. The consumption of oysters is reported far in excess of former years. Prices remain unchanged. Our quotations are as follows'

Frozen halibut	0 10 0 11
British Columbia salmon	0 10 0 11
Whitefish, frozen, per lb	0 07½
Haddock " per lb	0 06 0 07
Cod, steak " "	0 07
Trout, lake, per lb	0 07½
Pike, per lb	0 05 0 06
Finnan haddie, per lb	0 07 0 07½

Oysters, Long Island natives, per imp. gal		1 70
" Baltimores, per wine gal		1 40
" "Select," " "		4 80
Ciscoes, per hasket		1 25
Bloaters, per box of 100	1 00	1 25
Labrador herring, ½ bbl		3 25
" " large bbl		6 00
Shrimps, per gal		1 25
Sea herring	2 00	2 25
Smelts, No. 1		0 12
" No. 2		0 08
" extras		0 15
Frozen fresh water herring		0 04

Grain, Flour and Breakfast Foods.

GRAIN.

Supplies of wheat continue to diminish. During the week Manitoba Northern has advanced 1c per bushel on No. 2, and ½c on No. 3. Red and white wheat each have advanced 1c per bushel. Oats are becoming scarcer, and another advance of 1c is noted. Peas have declined 1c per bushel, while an advance of 1c per bushel is noted in rye. Our quotations are as follows:

All on track Toronto.		
Manitoba wheat, Northern No. 1 new	1 12	1 12½
" " No. 2 "	1 08½	1 09
" " No. 3 "	1 02½	1 03
Red, per bushel, new	1 09	1 09½
White " "	1 09	1 09½
Barley " "	0 48	0 52
Oats, "	0 37½	0 38
Peas "	0 73	0 74
Buckwheat "	0 58	0 58½
Rye, per bushel, "	0 83	0 84

FLOUR.

Trade is brisk, the change made by the large manufacturers a week ago having resulted in an advance of 10c on Manitoba Wheat Patents and 20c on Strong Bakers. Large quantities continue to be exported. Other prices continue unchanged. We quote the following:

Manitoba wheat patents, per bbl. in bags	5 40	5 60
Strong bakers " "	5 20	5 40
Ontario wheat patents " "	4 90	5 00
Straight roller " "	4 85	4 95

BREAKFAST FOODS.

Prices of rolled oats and oatmeal are firm, on account of the high price of oats, with likelihood of an advance. A better variety of orders is beginning to arrive and trade is becoming stimulated generally. Prices remain unchanged. We quote the following:

Oatmeal, standard and granulated, carlots, on track, per bbl	4 45
Rolled wheat in boxes, 100 lbs	2 90
" " 50 lbs	1-50
Rolled oats, standard, carlots, per bbl., in bags	3 90
" " " " " in wood	4 15
" " " " for broken lots	4 30
Rolled wheat, per 100-lb. bbl	3 00
Oornmeal	3 35
Split peas	5 00
Pot barley, in bags	4 00
" in wood	4 25

Hides, Tallow, Skins and Wool.

The hide market is quiet. Trade is beginning to rally from the lull caused by the Christmas holidays. Supplies of hides are limited, and few sales are being made at full market prices, owing to inferior quality. Tallow is easier on the Chicago market. Wool is nominal. London sales opening Jan. 17 report an advance on Merinos and fine cross-breds of 5 per cent. above par. Reports from Liverpool state an advance on all varieties. We quote:

HIDES.

No. 1 green steers, per lb	0 09½	
" 2 " " "	0 08½	
No. 1 green, per lb	0 09	
" 2 " "	0 08	

CALFSKINS.

Veal skins, No. 1, 6 to 14 lo. inclusive	0 10	
" " " 2 " " "	0 08	
" " " 1 15 to 20 lb "	0 09	
" " " 2 " "	0 07	
Sheep skins	1 25	1 40

TALLOW.

Rendered tallow, per lb	0 04½	0 04½

WOOL.

Unwashed wool, per lb	0 13	0 14
Fleece wool, new clip, per lb	0 21	0 22
"Rejections"	0 16	0 17
Pulled wools, super, per lb	0 23	0 25
" " extra "	0 24	0 26

SUGAR.

The strength of the sugar situation has continued unabated during the week, very large sales of Cubans being reported totalling about 400,000 bags, the latest transactions transpiring at 3 7/8c c and f, equal to 5 7-32, duty paid, landed terms. This records an advance of 3-32c for the week, but there is nothing to indicate that the limit to the advance has yet been reached, as speculators are taking an interest in the market and seem disposed to pay full prices, expecting to make their profit on the turnover, and looking forward to a crop shortage.

There have been some fluctuations in Europe, the general tendency being towards firmness; 88 per cent. beet is being quoted nominally at 16s 2¾d for January shipment, equal, say, to $5.47 duty paid, for 96 test centrifugal on New York parity. It would be thus observed that there is still a differential in favor of cane sugar in New York of over ¼c per lb. Holders of cane sugars are strong in their pretensions, and we hear of 4c c and f being asked for centrifugals. It is believed that large sales could be effected if sufficiently large quantities of sugar could be secured.

Withdrawals against contracts in the U. S. have been good, some refiners being already oversold. During the week U. S. refiners advanced prices 10c per 100 lbs. and Canadian refiners followed with an advance of 10c in refined and the rest of the list, with the exception of No. 1 and 2 yellow, which were advanced 15c. The differential between granulated and yellows locally is only ½c. per lb., doubtless attributable to the falling off in supplies of low grade raw sugars. It is interesting to note that prices to-day locally are $1.65 per 100 lbs. higher for granulated than a year ago, and $1.80 for raws.

Receipts at 3 Atlantic ports for the week ending Jan 11 were 20,711 tons with meltings 30,000 tons, an increase for the week of 3,000 tons, leaving stock in all hands 75,861 tons, a decrease of 9,289 tons from last week. Total stocks of Europe and America at latest uneven dates were 2,659,361 tons, or 688,586 tons less than at the same date a year ago.

In Cuba there are 151 central factories grinding, against 101 at the same time last year, but stocks do not seem to be coming forward freely to shipping ports, and it is a matter of concern to merchants whether they will be able to fill January contracts. Combined stocks of U. S. and Cuba on Jan. 11 were 120,361 tons, as against 181,947 tons at the same period a year ago. Our quotations are as follows:

Paris lumps, in 50-lb. boxes	6 38
" in 100-lb. "	6 28
St. Lawrence granulated	5 73
Redpath's granulated	5 73
Acadia granulated	5 73
Berlin granulated	5 68
Phoenix	5 58
Bright coffee	5 58
Bright yellow	5 48
No. 3 yellow	5 48
No. 2 "	5 33
No. 1 "	5 23

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, Jan. 19, 12.30 p.m.

PROVISIONS—Prices unchanged. Fresh Abattoir killed hogs, $7 to $7.50; couotry dressed, $6 to $6.75. Cured meats unchanged. Fair business doing. Car of hogs sold to-day at $6.50 to $6.85.

CHEESE — Market quiet and firm. Prices unchanged. Stocks light. White quoted at 11c.; colored, 10⅞. Receipts good.

BUTTER—Situatiou unchanged. Firm tone. Receipts light. Choicest, 22c.; finest fresh, 21½ to 21⅝c.; dairy rolls, 19c.; good creamery, 20c.

EGGS—Quiet, but steady. Cold storage, fair-sized lots, sold at 16 to 18½c.; selected Fall fresh, 27 to 30c.

POULTRY—Market quiet. Demand light. Turkeys, 12½ to 15c.; chickens, 10 to 12c.; ducks, 10c.; Geese, 10 to 12c.

A VISITOR FROM ENGLAND.

Mr. H. G. Nobbs, of Holbrooks Limited, manufacturers of malt vinegar, Worcestershire sauce, pickles, etc., Birmingham, Eng., paid a visit to the Toronto offices of The Canadian Grocer this week. The Holbrooks' firm are among the largest manufacturers of condiments and sauces in the United Kingdom, their high-class goods being known throughout Great Britain, South Africa and Australia almost as household words. Mr. Nobbs is introducing Holbrooks' Worcestershire sauce to the Canadian grocery trade.

NOVEL ADVICE CARDS.

Through the courtesy of Lucas, Steele & Bristol, Hamilton, The Canadian Grocer is in receipt of a sample set of picture postal cards which this Hamilton firm are using as advice cards for their travelers. The handsome lithographed views of the ambitious city are meeting with the approval of the trade generally, and are in every way a credit to the firm.

RECUPERATING AT HOT SPRINGS.

Mr. Albert Allard of Provost & Allard, wholesale grocers, Ottawa, is at present in Hot Springs, Ark., taking the baths. Mr. Allard has been severely afflicted with rheumatism, and during the past three or four months been practically unable to attend to business. On the advice of his physician he is trying the hot sulphur baths. A letter shown The Grocer last Saturday by his partner, Mr. Provost, announced his arrival at the springs and his residence in St. Joseph's Infirmary, Cedar Terrace. The Grocer wishes him a speedy recovery from his affliction.

Buyers of molasses will do well to communicate with H. P. Eckardt & Co., Toronto, who are selling a very fine line of West Indian.

White & Co., Toronto, expect their first car bitter marmalade oranges about Jan. 25.

FOR SALE.

A THOROUGHLY established grocery business in a thriving manufacturing town of 7,000 population. Stock all new. Other business interests will take our time after Feb. 1st, 1905. Address—Box 208, THE CANADIAN GROCER, Toronto, Ont. (3)

TRAVELER WANTED

WANTED—Grocery Traveler to carry side line of high grade grocery store fixtures on commission. Address Box 212, CANADIAN GROCER, Toronto. (3)

A Good Repeater

A prominent grocer, when recently asked what kind of goods he liked to sell best, replied:—

"Give me a good repeater like Royal Baking Powder; an established article of undisputed merit which housekeepers repeatedly buy and are always satisfied with."

NEW baking powders and new foods, like new fads, come and go but Royal goes on forever. Grocers are always sure of a steady sale of Royal Baking Powder, which never fails to please their customers, and in the end yields to them a larger profit than cheaper and inferior brands.

ROYAL BAKING POWDER CO., NEW YORK.

TRADE CONDITIONS IN BRITISH COLUMBIA.

Vancouver, B.C., Jan. 12, 1905.

OF paramount importance this week has been the interest taken in the doings of the commission appointed by the Provincial Government to take evidence concerning the workings of the Assessment Act, which was passed at the session of the Legislature a year ago. The sessions are being held in Victoria and all classes of business men are following the proceedings closely. The Vancouver Board of Trade has taken the matter of securing evidence in hand, and at a special meeting a report from a select committee of the board was received. In it the principal objections to the Act were stated to be: 1. the taxation of manufacturing plant at the same rate as merchandise stock, which it is claimed has a tendency to discourage industries; 2, the laxity of the arrangements for assessment and collection, allowing of great lack of uniformity and system, whereby no taxes are collected at all, in many cases, and in particular in respect to the income tax. The recommendations made, were, 1, that the tax on plant should be on half value; 2, that a change in the manner of securing returns from individuals be made, as it is upon these returns the assessor depends to make his levy; 3, that book debts should be exempt from taxation; 4, that an income tax be substituted for the present personal property tax; 5, that the Government commission should hold a session in Vancouver as well as Victoria.

Oddly enough, neither the board nor its special committee, appeared to pay any particular attention to one feature of the Act, which has been strongly condemned by wholesalers in the province. That is, to the encouragement afforded by the Act to outside business men, who are not in any way taxed for doing business in the province. It might be stated otherwise as follows: The wholesale merchant in British Columbia, who has his warehouse and carries a full stock of the lines he trades in, has to pay a tax on his average stock. The business man who is located outside of the province has entire immunity from this personal property tax, and he is to that extent encouraged. The tax is 1 per cent., and if a merchant has $100,000 invested in stock the tax amounts to a tidy sum, equal to a small profit annually. The expression was frequently made this year, that it would pay better for wholesalers to drop their stocks here, send out their traveling men and sell from sample, filling orders from outside the province. Such a course has in fact been seriously considered by some, and the only thing which prevented, was the promise that the commission now sitting would report, and that on their report the Government would base amendments to the Act.

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From advices just received from Dawson, it is learned that the market conditions there are about as follows: Potatoes and eggs, two very important staples of the Winter stocks, in the Klondike capital, are extremely plentiful, every one having stocked up well last Fall. The price of potatoes is from 6 to 8c per lb, wholesale, and eggs are $11 per crate, though some of the dealers continue to hold them at $13.50 per crate, and oranges and lemons, which are also plentiful, at $10 per crate, all of which prices are very moderate for the season. In some stores hams have been selling as low as 27 1-2c.

• • •

"Sugar never was as dear as at the present moment," said a leading wholesale groceryman to your correspondent, when the usual inquiries were put to him this week, when in search of changes, and features. The price at the refinery is now 6 1-4c and that is more than it was ever quoted at before. No reason has been assigned for the second raise which was put into effect recently.

• • •

A thousand sacks of potatoes, old stock, from California, arrived by the last steamer from San Francisco and they sell readily, at 1 1-2c per lb, wholesale. There are several reasons for this rather unusual activity in importations of the tuber. Of course the failure of the crop last year owing to drought has had some effect, while the heavy shipments to Dawson early in the Fall, all of which were of the choicest Ashcrofts, very materially reduced the visible supply of good potatoes. Even the small stocks now in store in the Okanagan and upper country, are sure to stay where they are for a couple of months, as it would not be safe to bring them down, as they would certainly freeze.

• • •

Very great interest in fruit-growing circles has been aroused through the letters of the agent-general in London, Hon. J. H. Turner. As will be recalled, the fruit exhibited by this province carried off the prizes at the Colonial Fruit Show, under the anspices of the Royal Horticultural Society in London, a gold medal being awarded. Hon. Mr. Turner reports that as a direct result the London merchants have become actively interested in desiring stocks of apples from British Columbia. One of these, in writing to Mr. Turner asking about the chances of getting a stock, said that but two varieties, the Spitz and the Newton Pippin, would stand the long shipment. The writers say that they annually receive large consignments from Oregon, and therefore are inclined to the belief that they can get them from British Columbia equally as well. It is anticipated that a good trade in the choicer varieties, and most carefully selected stock, can be worked up with the Old Country market.

• • •

Some rancher back in the Rainy River district of Western Ontario may need money badly, but if he were to know that in the crops of his poultry were appreciable quantities of gold, he would likely have his head turned, and would sacrifice the birds. The fabled goose of golden egg fame, was but little more valuable than the Christmas bird bought by a citizen of New Westminster. In the crop of the bird, among the gravel was found gold dust equalling in value $1.50. It was free gold, and coarse. The bird was one of a shipment received from Winnipeg, whence it came from the Rainy River district.

Markets.

The grocery stocks are showing very little change. In canned goods the eastern vegetables are holding at fair prices, but not much move is noticeable. In canned tomatoes, the California goods are a strong rival to the eastern stock. The present prices quoted on eastern are $1.45 while the California are sold at $1.25, and some dealers prefer them, as they say the California goods are better filled with solid meat. The difference in price also allows retailers to sell at 2 for "two bits" a very favorite division mark in this country. The Ontario goods are put up in tins slightly larger than the imported tomatoes, but that is the only advantage.

Dried fruits are still moving slowly, and no marked change in quotations is to be noted. The second advance in sugar, putting it up to $6.25 for granulated makes the biggest raise and the highest price in the history of the local article.

* * *

In produce, local butter has continued plentiful and at very reasonable prices, though the present colder weather, if it continues may have the effect of reducing the supplies and increasing the price. Edenbank, the most widely known proprietary name, is now bringing 30c wholesale, while other makes of local creamery are quoted at 26 and 27c. It is said that at least one local creamery has several thousand pounds of surplus stock in cold storage, which is a remarkable change from the old way, when local butter was very limited in supply and out of the market in Winter. The change is being emphasized every day. During the past week a new creamery association was organized for the district of Maple Ridge, some 20 miles east of Vancouver, on the main line of the C.P.R. The new creamery will be owned by the ranchers, and it is proposed to erect at Port Hammond, a station on the line of railway, and also on the Fraser River, giving both means of transportation.

Eastern creamery, what little there is in the market, is commanding 25c. Really good dairy, if there were any offering, would readily bring 20c. Strictly fresh, selected eastern eggs are worth 26 and 27c, and selected pickled, 25c. Local fresh wholesale are at 35c now, but few offering.

* * *

Cured meats remain rather higher than outside markets would seem to warrant at the present time. Hams and

bacon are figured about 15 to 16c. Trading is quiet.

* * *

Contrary to all expectations, another lot of Japanese oranges came into the market, the Kanagawa Maru, of the Japanese steamship line, the Nippon Yusen Kaisha, arrived on Saturday last with 1,200 bundles, for this market. They are jobbing at 40c, and will not be restocked, as the season is later than usual. The California oranges are coming in freely and at the extremely low wholesale price of $3 for choice navels. As long as Japs are offering the California oranges move slowly. A few cases of grape fruit have been received recently.

The supply of apples from local districts is apparently very considerable yet. Though not choice stock the offerings are at very moderate prices, and consequently the higher priced Okanagan goods are held back or shipped to the Northwest Territories.

* * *

The condition of the potato market has been referred to before. The price for California goods is $30 per ton, with Asherofts selling readily at the same price if there were any to be had. Lower Mainland crop is worth about $20 per ton, wholesale.

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,
St. John, N.B., Jan., 1905.

BUSINESS continues quiet. The wholesale grocers seem well satisfied with the results of last year's business. Many say it is the best year for some time. Those in the guild feel particularly well satisfied with the results of this association idea. It has enabled them to get the benefit of the advance in prices, something never before possible. Even those outside are satisfied, for they have had all the advantages with none of the disadvantages The guild people, however, and with some degree of truth, say these merchants are little better than parasites, content to reap a benefit to the cause of which they do not contribute.

St. John, like very many other cities, is not satisfied with its assessment law. The Board of Trade in particular has made many efforts toward improvement. The common council have appointed a commission of three leading business men to take up the matter. It is hoped it is the beginning of better things.

The Board of Trade have been very active of late, having almost daily sessions, in regard to Atlantic steamship subsidies. They feel if the Government grant subsidies they should be more careful to have the regulation such as will tend to the satisfaction of shippers and particularly that more attention should be given to see that the contracts entered into are carried out. Strong memorials have been sent to the department. The continued advance in sugar is the one item of real interest in markets.

Oil.

In burning oil prices are a little lower and there is a large sale. Lubricating oils are unchanged and sales are chiefly forward business. Linseed oil while unchanged on the local market is rather lower for import. It is the lowest figure known for a long time. Turpentine remains quite steady. Cod oil is firm at rather higher figures.

Salt.

There is somewhat more interest in Liverpool coarse salt. Spot business is light and prices unchanged but firm. Fine salt is quiet.

Canned Goods.

Corn and tomatoes are firm and there are fair stocks. Fruits are unchanged. Strawberries are not in large supply. Gallon apples are dull. Salmon is unchanged and a fair stock held. Oysters continue firm at full figures. In domestic fish haddies, kippered herring and clams are very light stock. There is a fair supply of sardines.

Green Fruits.

Business is not large. Valencia oranges are being quite freely sold, but quality is as yet but fair. Some Jamaicas are still offered. Californias sell but slowly. There is a fair demand for Floridas. Apples, while not a large stock, show little change in price. For best stock, western spie are sold. A few Malaga grapes are still here. Lemons are low and quality but fair. Cranberries are rather higher, light sale.

Dried Fruit.

There is little of interest. Figs and peels have little sale after the holidays. In raisins, little wanted except seeded of which stock is quite largt. Prunes show only fair sale, with prices low. Apricots and peaches are high and few moving. Dates are low. Evaporated apples are rather dull at the low price quoted. Onions are higher and currants show a fairly steady sale at even prices.

Sugar.

There continues a regular advance. Prices are a cent above those of three months ago. There has been a cent and three-quarters advance in the year. Sales continue large. There is some complaint that the retailers have advanced prices even more than the market justifies. Large stocks are held.

Molasses.

Stock of Barbadoes is light and full prices are asked. While there is quite a full stock of Porto Rico, particularly for this season, holders seem confident. The high sugar market means new molasses will be high.

Fish.

Sugar prices effect the fish business, as there are large shipments being made to the West Indies, where the market is better than for a long time. In local market there is a fair supply of fresh fish. Dry cod are still very high. Pickled herring remain unchanged; this is a quiet season. Smoked herring are quite low. Haddies are firm and large shipments made West. Frozen smelt are rather scarce.

Flour, Feed and Meal.

Flour has again joined in the advance. Both Ontario and Manitoba flours are higher. Oats are higher, but oatmeal is unchanged. Cornmeal is hardly as firm. Beans, while showing a range in price, are higher. Yellow-eye beans are quite freely offered. Barley is firm. Peas are scarce. Sale in these lines is not as large as formerly.

St. John.

(Provision Markets.)

Provisions—Business in barrelled meats continupes small. Beef is quoted higher. Smoked meats are quite firm. Pure lard is easy in price. Prices are low and holders of stock are hoping for better things. Fresh beef is unchanged with sales but fair. There is little lamb and mutton has but a limited sale. Some little veal is now being offered. Pork is firmer.

Mess pork, per bbl	$15 00	$17 00
Clear pork "	17 00	20 00
Plate beef "	13 00	14 50
Mess beef "	10 50	12 00
Domestic beef, per lb	0 04	0 05
Western beef "	0 07	0 08
Mutton "	0 04	0 05
Veal "	0 06	0 07
Lamb, "	0 06	0 07
Pork "	0 05½	0 06
Hams "	0 12	0 13½
Rolls "	0 10	0 13
Lard, pure, tubs "	0 08¾	0 08¾
" " pails "	0 08½	0 09
Refined lard, tubs	0 08	0 08½
" " pails	0 08½	0 09

Butter—Good butter is scarce. Right stock is high and in demand. In lots of country butter the proportion of good is very small and quite a little has to be graded not fair but bad.

Creamery butter	0 24	0 26
Best dairy butter	0 19	0 20
Good dairy tubs	0 16	0 18
Fair "	0 14	0 15

Eggs—Prices are high. Sales are affected. There is quite a range between fresh and held stock.

Eggs, henery	0 25	0 28
" case stock	0 23	0 25

Cheese—Prices are higher and market very firm.

Cheese, per lb	0 11	0 12

GOOD RECORD FOR 1904.

The Toronto branch of the Salada Tea Co., which ships to Ontario and the Northwest, reports an increase in business for 1904 (their fourteenth year) of twenty-one per cent. as compared with that of 1903, the consumption of "Salada" in Toronto alone being twenty-seven per cent. greater than last year. The Montreal branch, during the same period reports an increase of 23 1-2 per cent. This branch is nine years old and is the distributing point for Quebec, Nova Scotia, New Brunswick and Prince Edward Island. A similarly gratifying volume of trade was done in the United States, the Chicago branch alone showing an increase of one hundred and seventy-seven per cent. for the year.

Mr. John Baker, of the firm of Baker & Gunn, general merchants, Carlyle, N. W.T., was married on Jan. 18, to Miss Haidee V. Summers, of Brandon, Man.

BY ROYAL APPOINTMENT

CEREBOS TABLE SALT

Used like Common Salt, but contains the Vital Phosphates of Whole Wheat.

USED IN ALL THE ROYAL HOUSEHOLDS AND ALL THE BEST HOTELS AND FAMILIES IN EUROPE.

Sold wholesale by the following firms:

Montreal:	Toronto:	Winnipeg:	Victoria:	Vancouver:
D. H. Rennoldson.	W. G. Patrick & Co.	Kenneth Mackenzie & Co.	R. P. Rithet & Co., Limited.	Kelly, Douglas & Co

T. KINNEAR & CO. IN THE LEAD.

	Won.	Lost.	Points.
T. Kinnear & Co...	2	0	1000
Grocery Brokers...	1	1	500
H.P.Eckardt & Co.	1	1	500
Canada Grocers....	0	2	000

The third game of the Toronto Wholesale Grocers' League series was played on Saturday, January 14, at the Aura Lee Rink between the Grocery Brokers' and H. P. Eckardt & Co., the score being 3—0 in favor of the former.

The pace set was fast from start to finish and the class of hockey excellent from an onlooker's standpoint. From the blow of the whistle till the calling of half-time, the play was keenly contested and the roving of the puck indicated that the teams were evenly matched. During the first half the Grocery Brokers scored two goals. Good clean combination on the part of the brokers was quite noticeable at the outset, while the other team seemed inclined to indulge in individual work. Soon after the start of the second half Webber found the net and added another goal to those already won by the Brokers. Robertson in goal, Brown at coverpoint, and Williams on the forward line for H. P. Eckardt & Co. showed up well and although the puck was in the territory of the Brokers net a number of times their loss may be attributed to the fact that they refused several good chances to shoot. P. Millman and Banks showed up well in their respective positions and proved to be a strong defence. The line up was as follows: Grocery Brokers —Goal, Guthrie; point, P. Millman; coverpoint, Banks; forwards, A. Millman, Donaldson, May and Webber.

H. P. Eckardt & Co.—Goal, Robertson; point, Tickell; coverpoint, Brown; forwards, Williams, Hill, Chapman and McLaughlin. Hugh Lambe officiated as referee.

Kinnear vs. Canada Grocers.

The game between T. Kinnear & Co. and the Canada Grocers, scheduled for January 12th and postponed owing to the poor condition of the ice, was played off on January 16 at the Victoria College Rink, resulting in a score of 2 to 1 in favor of T. Kinnear & Co.

Individual play was the feature of this game and the impregnable defence of the winners proved once more to be of great value. During the first half the game resembled "shinny," off-side playing and tripping being quite prevalent owing to the leniency and the oversight of the referee. After ten minutes of hard play Kinnear's won their first game. Then continued a series of individual rushes, the puck traveling very quickly to each end of the ice, until within an few minutes of half time, when, by the aid of a piece of momentary combination the Canada Grocers were successful in scoring their only goal of the evening. Among those who showed up well in individual work were Kinnear and McGregor for T. Kinnear & Co., and Stewart and Hortop for the Grocers. During the second half the game was more evenly contested, and although the puck was in the Grocers' territory most of the time, Kinnear's were only able to secure one goal. During this half some excellent stops were made by Wylie, goalkeeper for the Canada Grocers. The line up was as follows:,

Canada Grocers—Goal. Wylie: point. Barnhouse; coverpoint, Tasker; forwards, Stewart, Hortop, Smith and Warren.

T. Kinnear & Co.—Goal, Holden; point, Walkinshaw; coverpoint, Hamphrey; forwards, H. Rennie, C. Rennie, Kinnear and McGregor. Frank Morrison acted as referee.

A GOLDEN OPPORTUNITY.

Readers of The Canadian Grocer will notice that the stock of groceries and liquors belonging to the Hazell estate is being offered for sale this week. With the stock and fixtures goes a lease of the best corner in the city of Hamilton and one of the most attractive stands in Ontario which could not now be duplicated. In connection with the groceries and liquors there is ample accommodation for meat and fish business. Mr. Steele, of Lucas, Steele & Bristol, who is Mr. Hazell's sole executor, is well known to the grocery trade, and will be glad to give proper information to intending buyers or show them through the stock. Communications may be addressed to Mewburn & Ambrose, solicitors, Hamilton.

MONTREAL RETAIL GROCERS' ASSOCIATION.

THE regular monthly meeting of the Montreal Retail Grocers' Association was held Thursday evening, January 12, at Monument National. The meeting was well attended and considerable important business transacted. The abolition of the great commercial bugaboo the trading stamp question was under fire and the great majority of members present expressed themselves in favor of putting an end to the evil.

J. A. Beaudry handed in his resignation as treasurer and P. Bruneau was elected to fill the vacancy.

Ald. Lariviere brought up the trading stamp question. There was practical unanimity on the desire to suppress the stamps but there was considerable discussion as to the means to be adopted to rid the grocers and other merchants of this alleged nuisance. The dry goods dealers wrote calling on the grocers to take action in the matter. and submitting a copy of the agreement, signed by the dry goods merchants, binding themselves not to give trading stamps. After discussing the matter thoroughly, the grocers adopted the form of agreement. Two grocers in each ward will take the agreements in hand, and obtain signatures from the grocers. It is expected that this will prove effective in stopping the stamp trade among the grocers.

A notice of motion given at the last meeting in favor of limiting the number of liquor licenses to grocers was taken up. The proposal was vigorously opposed by Messrs. Vital, Raby, P. Bruneau and others, who maintained that such a move would result in an increase in the taxation of grocers, and would prevent young men from going into the grocery business unless they had large capital behind them.

The promoters of the measure, among whom are Ald. Lariviere and N. Marchand, took an opposite view. The result of such a measure, they argued, would be to clear out these little groceries, which are merely a blind for the illegal sale of liquor by the glass under a grocer's license. Finally a motion by Ald. Lariviere, seconded by N. Chartrand, was adopted.

MANITOBA MARKETS.

Special Report from the Winnipeg Office of THE CANADIAN GROCER.

Quotations corrected by telegraph up to 12 a.m. Thursday January 19th, 1905.

WHOLESALE trade is more active than was to be expected at this time of year and jobbers are well satisfied with the satisfactory opening of the new year. Sugar continues to make sensational advances and wholesale houses with good stocks are making large profits at present prices. Coffees are stiffening and an almost immediate advance in green Rios is expected. There is no money for the wholesale house in green Rios at present prices and retailers likely to require any in the near future would be well advised in stocking up without delay. A new stock of boneless chicken, turkey and duck is on the market now and quotations of same will be found below under "Canned Goods." The combination price on bluestone is $5.75. On February shipments the terms are 30 days net with dating from March 1st and after the 1st March the terms are 30 days net from date of shipment. The general condition of the wholesale grocery market is satisfactory and collections are improving.

Sugar.

The retailer who looks back for three months and calculates the amount of money he would have been in pocket had he bought sugar in large quantities at that time is apt to have a fit of the "blues," but scarcely any person at that time believed that sugar would make so many sensational advances. Another advance of 10 cents on granulated and of 15 cents on yellows occurred on the morning of January 13th, a few hours after The Grocer went to press last week. Advances are being made farther west which are bringing sugar for those points to a higher level than prevails in Winnipeg. A resume of some recent advances may be of interest. On January 8th the B. C. Refinery announced an advance of 10 cents per cwt on all grades of sugar for points between Winnipeg and Dunmore, but from Dunmore to the B. C. boundary the advance was 20 cents. This was followed on the 12th by an advance of 10 cents on granulated and 15 cents on yellow to apply to all points between Winnipeg and Dunmore, but from Dunmore to the boundary the advance was 20 cents on granulated and 25 cents on yellow. A summary of the situation on January 14th showed that the following advances have been made on the list of November 16th: From Winnipeg to Portage La Prairie (both points included) the advance on this list amounted to 55 cents on granulated and 60 cents on yellow. From Portage La Prairie to Dunmore the advance was 85 cents on granulated and 90 cents on yellow. From Dunmore to the B. C. boundary the advance was $1.15 on granulated and $1.20 on yellow. These figures show that the far western advances have been greater than those nearer Winnipeg where competition between rival refineries is keener. We quote:

Montreal granulated, in bbls	6 30
" " in sacks	6 25
" yellow, in bbls	5 80
" " in sacks	5 75
Wallaceburg, in bbls	6 20
in sacks	6 15
Icing sugar, in bbls	6 90
" " in boxes	7 10
" " in small quantities	7 35
Powdered sugar, in bbls	6 70
" " in boxes	6 90
" " in small quantities	7 15
Lump, bard, in bbls	7 00
" " in ½ bbls	7 10
" " in 100-lb. cases	7 00

Canned Goods.

There is very little activity in the canned goods market and there is not much of interest to note. New supplies of boneless chicken, turkey and duck are on the market and are quoted below. Owing to the high price there is little demand for canned tomatoes. We quote:

Apples, 3's, 2 doz, cases, per case	2 45
Cherries, red pitted, 2's, 2 doz	4 40
Currants, red, 2 doz. cases, per case	3 35
" black, " "	3 75
Gooseberries, " "	3 50
Lawtonberries, 2's, " "	3 35
Pears, (Bartletts) " "	3 50
Peaches, 2's, " "	3 75
" 3's, " "	5 75
Raspberries, red, " "	2 90
" black, " "	3 00
Strawberries, " "	3 50
Plums, Lombard, 2 doz. per case	2 35
" green gages, 2 doz. case, per case	2 50
Tomatoes, 3's, per 2 doz., cases	2 85 3 00
Corn, 2's, " "	2 60
Peas, 2's " "	1 90
Beans, 2's, " "	1 90 1 95

You get two profits on

CLARK'S MEATS

the money and the satisfaction, and the last named is not to be despised.

A SATISFIED CUSTOMER IS YOUR BEST ADVERTISEMENT.

AT HAND Another consignment of

Selected Olive Oil

IN 1 GALLON TINS.

This is the finest Olive Oil imported into Canada.

WRITE FOR PRICES.

W. P. DOWNEY, 26 St. Peter St., MONTREAL

EPPS'S GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS COCOA

Agency Offer—Very important and up-to-date manufacturers of

FINEST PROVENCE EDIBLE OLIVE OILS

desire sole selling agents to offer to Wholesale Buyers in Toronto or Montreal, also agents for New York Chicago, and other centres in U.S. Highest references given and required.

Reply immediately to A.D., 9 and 10 St. Mary-at-Hill, LONDON, E.C., ENGLAND

1842 ANOTHER SLUMP in prices 1905

CLEARING SALE

BEFORE STOCK TAKING

DRIED FRUITS "1903" (Cold Storage.)

265 Boxes	Griffin & Skelly PRUNES,	100/120, 50 lbs	$1 25 box.
234 "	Daisy "	100/over, 50 "	1.25 "
138 "	G. & S. PRUNES, Santa Clara,	90/100, 25 "	.90 "
99 "	" " " "	70/80, 25 "	1 00 "
148 "	" " " "	60/70, 25 "	1.25 "
371 "	Bevans 2 cr. Loose Muscatels Raisins, 22 lbs		.90 "
220 "	16-oz. Glove Figs		.03 each.
85 "	Italian Lemon Peels, 7 lbs		.35 box.
25 Cases	Shelled Walnuts, 55 lbs		.13½ lb.

FIGS 1904 FIGS

36 Boxes	10-lb. Table Figs, 4 stars,	2 inches	.07½ lb.
432 "	10 " " "	5 " 2¼ "	.07½ "
30 "	12 " " "	6 crowns, 2¾ "	.09 "
2160 "	Glove, 16 oz		1.00 doz.
300 "	Small, 12 oz		70 "
100 Tapnets	Comadre, 33 lbs. gross each		1 00 tap.

EVAPORATED FRUITS

1904 Griffin & Skelly **1904**

PEACHES ***APRICOTS*** ***PEARS***

25 LBS. EACH.

SANTA CLARA PRUNES (all sizes.)

CANNED MEATS (In Store.)

ONE Carload

400 CASES

BONELESS CHICKEN

BONELESS DUCK

CHICKEN SOUP ***BONELESS TURKEY***

PIG'S FEET ***LUNCH TONGUE***

Aylmer & Kent Canning Co's

CANNED BAKED BEANS

400 Cases "LOG CABIN BRAND"

1s Plain and Tomato Sauce
2s " " " "
3s " " " "

Special Discounts

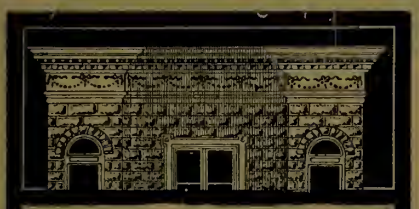
Samples Sent With Pleasure

Our stock is large and well assorted in all lines of Groceries, Teas, Coffees, Wines and Liquors.

PROMPT SHIPPERS **LOW PRICES ALWAYS**

L. CHAPUT, FILS & CIE

Wholesale Grocers and Importers **MONTREAL**



Our Sheet Metal Fronts

Offer you splendid improvement, at small cost, for any style of building.

We make them complete, to suit any sized or shaped structure—the entire metal finish including door and window caps, cornices, etc.—in a great variety of styles.

They give a very handsome effect, and enduring, practical satisfaction.

We give estimates if you send measurements and outline of the building.

Think it over.

Metallic Roofing Co., Limited,
Wholesale Manufacturers,
Toronto, Canada.

Butchers, Merchants and Hide Buyers Should write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freights. He pays full market values. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.

Orlan Clyde Cullen, C.E.L.L.M.

Counseller at Law U.S. Supreme Court.
Registered Attorney U.S. Patent Office.

U S. and Foreign Patents, Caveats, Copy rights and Trade Marks. Military and Naval Inventions a specialty. Address,

Box 264, Station G., Washington, D. C.

GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,
Totten P. O. Virginia.

Suppose, for example, that you were to put up a package Bird Seed—what would you put in it?

BROCK'S BIRD SEED

is one man's answer.

NICHOLSON & BROCK, TORONTO

Salmon, finest sockeye, per case		7 00
" humpback, "		3 75
" cohoes "		5 25
Boneless chicken, 1b. tins, per doz.		3 25
" turkey " "		3 25
" ducks " "		3 25

Spices.

The spice market is quiet this week. Peppers are firm with some tendency to advance. Whole cloves are firm at the same price as ground cloves. We quote:

Pepper, black, per lb	0 18
" white, "	0 25
Cayenne, "	0 21
Cloves, ground "	0 25
Cassia, "	0 16
Allspice, "	0 14
Ginger, "	0 15
Cloves, whole	0 25

Rice, Tapioca, Etc.

The market is quiet at former prices. Texas rice may be offered on the local market shortly in competition with Japan rice as an effort is being made to place a trial lot with local wholesale houses. We quote:

Rangoon rice, per lb	0 04
Patna " "	0 04⅛
Tapioca, per lb	0 03½
Sago, "	0 03½

Syrups and Molasses.

Barbadoes molasses is firmly held in view of unfavorable reports from Barbadoes which seem to point to a shortage. Corn syrups are easy owing to large western crop and in case of a shortage of molasses they may take the place and prevent any great rise in price. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 40
" " 5-lb tins, per 1 "	2 70
" " 10-lb tins, per ½ "	2 50
" " 20-lb tins, per ¼ "	2 40
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Barbadoes molasses in ½-bbls. per lb	0 04
New Orleans molasses In ½-hhls, per lb	0 02½
" " in barrels	0 02½
Porto Rico molasses in ½-bhls., per bbl	0 04½

Coffee.

As noted above in the general summary of the situation one of the features of the market this week is the continued strength of green Rios. There is no doubt that an advance of probably a cent must be made very soon as at present prices wholesale houses are making no money and may very soon be losing money. We quote:

Green Rio, per lb	0 10½ 0 11
Roasted, per lb	0 14

Nuts.

We quote as before:

Almonds, per lb	0 12½
" (shelled), per lb	0 28
Filberts	0 11
Peants, extra choice	0 11½
Jumbos	0 14
Walnut, per lb	0 12
" (shelled) "	0 25
Pecans, per lb	0 15 0 16
Brazils, per lb	0 16

Foreign Dried Fruits.

Local houses are fairly well stocked with California dried fruits and it will be some time before the scarcity in California will have much effect on prices here. Currants are easier in Greece, but the advance in freight rates since the close of navigation has been sufficient to keep prices here steady at their former level. There is the usual seasonable demand. We quote:

Valencia raisins, Trenor's, per case f.o.s	2 00
" selects	2 20
" layers	2 25
California raisins, muscatels, 3 crown, per lb	0 06½
" " 4 "	0 07½
" " choice seeded in ¾-lb. packages per package	0 06½
" " choice seeded in 1-lb packages per package	0 08

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

FOR SALE.

A THOROUGHLY established grocery business, in a thriving manufacturing town of 7,000 population. Stock all new. Other business interests will take our time after Feb. 1st, 1905. Address—Box 210, THE CANADIAN GROCER, Toronto, Ont. (4)

WINDOW FROST Defied—Secret for dollar; boy can apply. Money back guarantee. Williams, 189 Jarvis, Toronto. (3)

SITUATIONS VACANT.

ASSISTANT EDITOR WANTED—Some one well acquainted witb the grocery and provision business as assistant editor for THE CANADIAN GROCER at Montreal. State fully experience and salary wanted. Address, Managing Editor, THE CANADIAN GROCER, Montreal (2)

BUSINESS CHANCES.

THE LOCATORS—W. B. Herbert, General Manager. The largest and oldest exclusive business brokers in the West. Address The Locators, 63 Merchants' Bank Building, Winnipeg.

GROCERY and Hardware—Ninety-two miles from Winnipeg. Stock $8,000, cash payment easy, balance to suit purchaser. The Locators.

CONFECTIONERY — In Winnipeg. About one thou and; half cash, balance arranged, clearing th rty per cent. Owner has to sell on account of ill health. The Locators.

GROCERIES, Clothing, Boots and Shoes—Stock about $4,500. Turnover $10,000. This can be bought at a snap. About seventy-five miles from Winnipeg. The Locators.

FOR above or any other lines of business, address The Locators, 63 Merchants Bank Building, Winnipeg. (115)

AD WRITERS

AD. WRITER—Smart, capable, practical, open to engagement. Williams, 189 Jarvis street, Toronto. (3)

I WRITE ADS—Send quarter, and few details, for sample ad. Williams the Advertect, 189 Jarvis street, Toronto. (3)

FOR SALE

THE GROCERY, PROVISION AND LIQUOR BUSINESS OF

Hazell & Son

Owing to the death of Mr. Tom Hazell, the above business must be sold at once. This is an exceptional chance to acquire the best retail grocery business in Western Ontario.

For terms and particulars of stock, lease, etc., apply to

R. T. STEELE,
(Messrs. Lucas, Steele & Bristol)
Hamilton, or

MEWBURN & AMBROSE,
Spectator Building, Hamilton,
Solicitors for Estate.

BUTTERFLY JAPAN

Original Flavor and
Choicest Cup Quality.

WARREN BROS. & CO., :: TORONTO.

Prunes, 90-100 per lb	0 04½
" 80-90 "	0 04½
" 70-80 "	0 05½
" 60-70 "	0 05½
" 50-60 "	0 06½
" 40-50 "	0 07½
" silver "	0 09½
Currants, uncleaned, loose pack, per lb	0 05½
" dry cleaned, Filfatras, per lb	0 05½
" wet cleaned, per lb	0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 06½
" Vostizzas, uncleaned	0 06½
Dates, new per lb	0 05
Figs, cooking in bags, per lb	0 04½ 0 04½
Apricots, choice, in 25-lb. boxes, per lb	0 13½
" standard, " "	0 12½
Peaches, choice, " "	0 12½
" standard " "	0 12
Pears, (choice halves) " "	0 13½
Nectarines, choice " "	0 11
Plums, choice (dark pitted) per lb	0 10½
Candied Peel—Lemon peel, per lb	0 09
Orange "	0 09½
C·tron "	0 14

Evaporated Apples.

Market is dull and large supplies are at hand. Prices quoted are for the very best stock available and are no doubt, subject to concessions for any but prime stock. We quote:

Evaporated apples (new), 50-lb. cases	0 06½	0 06½
" " 25-lb. cases		0 06¾

Green Fruits.

There are no new features worth noting. Best grade Winter apples are firmly held at prices quoted below as supplies are none too large. We quote:

ORANGES.

Washington navels, 126's	3 75
" 150's	4 00
" 176's to 250's	4 25

LEMONS.

California lemons, 288's, 300's and 360's	5 00
" " 240's and 400's	4 50

(10c. off 5 case lots of oranges and lemons).

CRANBERRIES.

Cape Cod cranberries (frozen), per bbl	9 00
Jersey oranberries (unfrozen) "	11 00

BANANAS.

Per express only, per bunch	4 00

APPLES.

Fancy XXX apples, Russets, per bbl	3 50
Fancy XXX apples, Baldwins, "	3 50
Fancy XXX apples, Greenings, "	3 25

GRAPES.

Malaga keg grapes, per keg	8 00

Fish and Oysters.

Trade continues brisk. We quote:

Lake Winnipeg whitefish	per lb.	0 06
Yellow pike (pickerel)	"	0 05
Lake Superior trout	"	0 08½
Lake Superior loose frozen herring	"	0 03
Tubbees	"	0 04
Gold eyes	"	0 03
Blue fish	"	0 18
Mackerel	"	0 15
Red snapper	"	0 15
B.C. salmon (case lots 9c.)	"	0 09½
Halibut	"	0 08½
Jack fish	"	0 03½
Tomicods	"	0 05
Hake	"	0 07
Perch	"	0 04½
Eels	"	0 08
Cod, steak size	"	0 08
Cod, market size	"	0 07
Flounders	"	0 05
Haddock	"	0 08
Brook trout	"	0 22
Atlantic smelts, extra, 20-lb. boxes	"	0 12
" " No. 1, " "	"	0 08½
" " No. 2, " "	"	0 07½
"Halifax" brand salt cod, fish cakes 24-1's "		0 11
"Acadia" " " " 20-1's "		0 09
"Bluenose" " " " 20-1's "		0 07
"Acadia" " " 2-lb. boxes "		0 09
" " " 4-lb. " "		0 09
" " shredded, 24 cartons, per bx.		2 00
" " " bulk, in 15-lb. boxs.		0 08
Large Labrador and Nfld salt herrings per 100 lb.		5 00
" " " per 20-lb. pail.		1 20
Salt mackerel, in 20 or 30-lb. pails		0 12½
Finnanhaddie, in 15 or 30-lb. boxes		0 08½
Smoked halibut strips		0 11
Kippered gold eyes, per doz		0 50
Yarmouth bloaters, 60 in box, per box		1 75
Lobsters, fresh boiled, per lb		0 25
Shrimps, large size, per quart		0 60
Caviar, extra, small jars, per jar		0 40
Frog legs, 6 doz. in box, per doz		0 40
Oysters, standard, per gallon		2 00
" select, "		2 15 2 25

Green Vegetables.

We quote as follows:

Native onions, per lb	0 02½ 0 03
Spanish onions, per case	1 75
Carrots, per bush	0 45
Beets, "	0 60
Turnips "	0 35
Potatoes "	0 75
Celery per case (7 to 9 doz)	6 50
" " (doz.)	1 00

Flour.

Local prices are being well maintained in spite of reports of cutting in the east. We quote:

No. 1, patent	2 90
" 2, "	2 70
" 3, "	2 10
" 4, "	1 50

Breakfast Cereals.

As noted last week cornmeal is being quoted lower than prices below for February delivery, but none of the low priced meal is yet in the market. Oatmeal is easier. We quote:

Rolled Oats, 80-lb. sacks, per cwt	2 00
40-lb. " "	2 05
20-lb. " "	2 10
8-lb. " "	2 40
Cornmeal, in sacks, per cwt	1 50
" in ½ sacks, "	1 55

Eggs.

Prices continue steady at former quotations. We quote:

Eggs, fresh	0 26
" finest glycerine pickled	0 24

(Pakced in 25c. cases) which are not returnable.

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., 28 MARTIN'S LANE, CANNON STREET, LONDON, ENG.

JOHN LATHAM & SONS,
LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

DAVID SCOTT & CO.,
Est. 1878. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of
CANNED GOODS.
T. A.—Scottish, Liverpool.

GRIFFIN & CULVERWELL,
Brokers, invite consignments of general produce, especially BUTTER, CHEESE, AND ALL FOOD PRODUCTS. Correspondence invited. References given. WRITE US.
139 REDCLIFFE ST., BRISTOL, ENG.

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, APPLES, POULTRY.

E. BIERMANN & CO.,
FRUIT AND PRODUCE BROKERS,
5th Ed. A.B.C. Code,
CARDIFF, WALES.
APPLES AND ALL KINDS OF FRUIT AND PRODUCE.

HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

Agencies Wanted for Britain.—European and Canadian references and an extensive connection are points upon which I rely. CANNED GOODS, DRIED FRUITS, HONEY, PEAS.
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WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England
We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER.
We sell cost, freight and insurance. Western Union Code.
LONDON, LIVERPOOL, GLASGOW.

STOKES BROTHERS,
GENERAL MERCHANTS,
EXETER, ENGLAND,
Dealers in Eggs, Apples, Bananas, Potatoes and Fruits of all Kinds.
Correspondence solicited.

This space $15.00 per year.

LOOKING BACK

how many black leads have you seen die out? Every year adds to the number! But the oldest black lead on the market—

JAMES' DOME

keeps up, never in 64 years has it dropped back.

W. G. A. LAMBE & CO., Canadian Agents.

ACME TABLE SALT.

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, - Toronto, Ont.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

Some people will tell you that they pack bulk pickles which will keep. We go considerably further than telling.

Every order given to one of our travellers is put on a duplicate guarantee, one of which he gives to you. This guarantee clearly states that we hold ourselves responsible for any of our pickles that may go bad in the six months following the date of shipment of the order, providing the following precautions are taken—that the barrel or pail is kept covered; that you do not use tin or any metal vessel to dip the pickles with (use a crockery bowl—it's cleaner, too); that the vinegar is taken in proportion to the pickles, so that they are always kept slightly covered with vinegar; that no sweepings, particularly nails, are allowed to get into the barrel; and that the pickles be kept from any extreme of heat or cold. We give this guarantee to your wholesale grocer. If you buy through him the guarantee stands the same.

Lion Brand Pickles are a perfect mixed pickle—small cucumbers, small white onions, and hard, white branches of cauliflower, cut close, pickled in whole spice and in the most perfect pickling vinegar made. They come out crisp and firm, perfect in color, delicious and wholesome.

In Pails—1 gall., 75c.; 2 galls., $1.40; 3 galls., $1.95; 5 galls., $3.00; 10 galls., $5.50; or in 20 or 40-gall. Barrels, 45c. per gall. Barrels extra.

THE OZO CO., Limited,
MONTREAL.

N.B.—We have an illustrated Price Current of our products that is certainly worth the post card that will bring it.

PURE FOOD LAWS

AT the regular weekly luncheon of the Toronto branch of the Canadian Manufacturers' Association last week the principal topic discussed was "Pure Foods." Among the speakers were W. D. Wilson of the Wilson, Lytle, Badgerow Co., J. Turnbull of the Nasmith Co., and R. A. Donald of the Pure Gold Mfg. Co.

The argument hinged upon the best ways and means of preventing unjust competition. The difficulty lay not only in a proper enforcement of the Pure Food Law, but in insuring the sale of groceries, drugs and chemicals that have not lost in strength or value through age. It is a significant fact that while the Canadian dealer must comply with the Pure Food Law, he is not protected from the imported article, which is not subject to the requirements of the Pure Food Law. Hon. A. B. Morine, ex-premier of Newfoundland, closed the discussion with an excellent suggestion based upon many years' experience as a legislator and business man. He urged the manufacturers not to depend too much upon legislation but more upon education. He had given a good deal of attention to the subject, and had noticed that the consumer usually bought what the retailer placed before him. It was for the manufacturer to educate the retailer to handle only pure foods and the retailer would do the rest. Following are verbatim reports of some of the addresses delivered:

W. D. Wilson, of the Wilson, Lytle, Badgerow Co.

When the great minstrel man, Billy Rice, started his stump speech on the silver question, he said, "You do not know anything about the silver question and I do not know anything about the si,ver question, therefore, I will explain it."

I cannot say the same to-day, for I see about me many men who do know a great deal about the question of pure food, and labels on packages.

Now I am not going into the subject very deeply, but intend leaving room and time for discussion. I will, as the reverend gentlemen do, divide the subject into three parts, and leave the application for the meeting.

Firstly: Should food be adulterated at all? Would it not be a great and glorious state of affairs, if all goods put up for sale were absolutely pure; no sand in the sugar; no Fuller's earth in the baking powder; no acid in the vinegar; no turnips in the marmalade; no water in the whiskey, and last, but not least, no corruption in politics? if the only label required on the package was,—"Made in Canada," and the name of the article? Would not the name of Canada rise to a height never before thought of? Would not the name and fame of this great country be heralded throughout the world as the most honest, as the most pure, as the most healthy country in the world, in which to dwell?

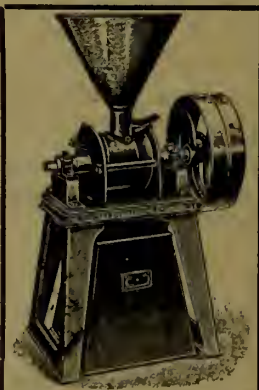
But secondly, gentlemen, would this suit all classes of the community? One thing which we must avoid is class legislation, as it has caused so much trouble in the past, and the classes in Canada are in the minority, the masses here, as in every other country, predominating; and, of course, adulterated food being cheaper than absolutely pure food, it is thereby placed more within the reach of the majority of the people, and as this is a free country, why have not the people the right to what they want? Legislation against the wants of the people has always been a failure. For instance, legislation enforcing prohibition has never been a success, whereas a strict license system has been found to be more satisfactory and effective.

Thirdly: Our Government has, it seems to me, taken a middle course between these two extremes, and the Brodeur Act has been placed on the statutes, which, while not saying that adulteration may not take place, tries to systematize and regulate that adulteration.

The law says that food shall be deemed to be adulterated: First, if any substance has been mixed with it so as to reduce or lower, or injuriously affect its quality or strength. Second, if any inferior or cheaper substance has been substituted wholly or in part. Third, if any valuable constituent of the article has been wholly or in part abstracted. Fourth, if it is an imitation of, or sold under the name of some other article. Fifth, if it consists wholly or in part of a diseased and putrid animal or vegetable substance, or in the case of milk, if it is the produce of a diseased animal. Sixth, if it contains any added poisonous ingredient which may be injurious to health.

Then the law goes on to say that if any article not injurious to health has been mixed with the food, it must be labelled compound; it must have the manufacturer's name on it, and then it may be sold. This law appears all right, but it does not always work out. Permit a reference to the business in which I am personally interested, the vinegar business. The law states that all vinegar labelled "White Wine" must be the result of the fermentation of some alcoholic mixture, our vinegar being made almost entirely out of alcohol. One of our greatest troubles is competition with vinegar made from acetic acid, a by-product of wood alcohol and acetate of lime. As yet, it is very hard to find a chemical test that can absolutely distinguish one from the other, although it is very easy to do so by either taste or smell, and unless an officer actually sees the acid and water being mixed, it is very difficult to prove that it is an illegal and deleterious article. We urged the Government to change the law, and place the burden of proof upon the retailer, and make him prove that his vinegar was purchased from a licensed, bonded manufacturer. This they have refused to do, although I can see no hardship to the retail merchant if that were the law.

Now as to carrying out the law as laid down in the Brodeur Act, Inland Revenue officers and officers of the weight and measures department have the right at any time, when requested to by the Minister of Inland Revenue, to obtain samples of goods from any merchant, paying for the same, also any city council, or village, has a right to appoint inspectors who shall have the same powers as the Revenue officers. These inspectors may require any public


GRINDING MILL

Machinery for the preparation of

TEA, COFFEE, COCOA, CHICORY, PATENT FOODS, FRUIT, ETC.

PATENT **GAS-HEATED ROASTERS,** INTERNAL OR EXTERNAL FLAME. IMPROVED ROASTER, FOR USE WHERE GAS IS NOT AVAILABLE, FOR COKE, WOOD, STRAW, ETC., FUEL. COOLERS. FANS.

PATENT AUTOMATIC TEA MILLING, BLENDING, SIFTING AND PACKING MACHINERY.

QUICK MIXERS FOR BAKING POWDER, COFFEE AND CHICORY, SPICES, ETC. STEEL AND STONE MILLS. **FRUIT CLEANING AND DRESSING MACHINERY.**

THE GROCERS' ENGINEERING CO.

(Late Waygood-Tupholme Ltd.)

Cole Street, Swan Street
LONDON, S.E., ENGLAND

Illustrated Catalogue Mailed (Post) Free.

People are conservative—they acquire **habits,** and prefer to continue in **old ways** rather than adopt **new ones.** This is sometimes **good,** sometimes **bad.** **In tea drinking,** it is remarkable how **Blue Ribbon** users are slow to take up anything else.

Blue Ribbon Ceylon Tea

THE JOHN L. **CASSIDY** CO. LIMITED

MONTREAL.

A Thing of Beauty

Is our strictly up-to-date

"Ivanhoe" Dinnerware

The Readiest Seller on the market.

Anticipate our traveller by a mail sample order, or if he has not heretofore called a request to do so will be appreciated.

CHINA BAR GOODS | GLASS SILVERWARE | LAMPS CUTLERY

and everything in

CROCKERY

IF YOU WANT A GOOD THING WE HAVE IT

BASSETT CHINA

A LINE THAT HAS BEEN MUCH ADVERTISED IN WOMEN'S MAGAZINES

GET

A SAMPLE DINNER SET

From which to sell to your CUSTOMER'S REQUIREMENTS

WE CAN SUPPLY

DECORATION No. 6935

As an OPEN STOCK PATTERN.

Will sell it to only ONE Merchant in a Town.

NICE AS FRENCH CHINA

At about HALF THE PRICE.

WRITE FOR CONTROL

B. H. M.

BARNARD & HOLLAND CO.

290 St. James Street, VICTORIA SQUARE.

MONTREAL.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

MOTT'S

Chocolates Cocoas and Coatings

No better value possible for the money.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO JOS. E. HUXLEY WINNIPEG.

A TRADE WINNER FOR GROCERS.



The full flavor the delicious quality, and the absolute **purity of Lowney's Cocoa** distinguish it from all others. It is a **natural** product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the nutritive and digestible product of the **choicest** Cocoa Beans. A quick seller and a **profit** maker for dealers.

THE WALTER M. LOWNEY COMPANY,
o. 447 Commercial Street, **BOSTON, MASS.**
CANADIAN BRANCH: 530 St. Paul St., Montreal

WANTED

TWO FIRST-CLASS TRAVELLERS

ONE FOR EAST OF TORONTO. ONE FOR WEST OF HAMILTON,

TO REPRESENT

STANDARD SPICE MILLS,
STANDARD COCOANUT FACTORY,
STANDARD CANNING CO.,
STANDARD BROOM FACTORY,
HAMILTON YEAST CO.

GOOD SPECIALTY MEN PREFERRED. GOOD SALARIES TO MEN WHO ARE CAPABLE OF EARNING THEM.

APPLY TO ..... ***LUMSDEN BROS., Hamilton, Ont.***



12 lb. and 25 lb. air-tight cans

Include with your next order

A CAN OF

"BOSTON LUXURY COFFEE"

(IT'S GREAT.)

JOHN SLOAN & CO.

Toronto Belleville

analyst to analyze any samples collected by them, and the inspectors may prosecute any person manufacturing or offering for sale any article which has been certified to be adulterated.

When obtaining the sample, the inspector must, in the rresence of the merchant, send a sample to the Minister of Inland Revenue, sealed, so as to corroborate or discredit the analysis of the local analyst.

With regard to penalties for manufacturing articles of food adulterated so as to be injurious to health, the penalty for manufacturing and selling is about the same for the first offence, not exceeding $100, and not less than $10.

For manufacturing articles adulterated so as not to be injurious to health, the penalty is a little higher against the manufacturer than against the seller. Now, if the seller can prove that he did not know that the goods sold by him were adulterated, though not injurious to health, he is not subject to a fine for the first offence, but the goods in stock are confiscated.

B. Turnbull, of the Nasmith Co.

It is very desirable that there should be pure food laws, provided, however, the enforcement of them is just and equitable throughout the country and without favoritism.

As an Association, this subject should be viewed from two standpoints, namely, that of the manufacturer who buys ingredients for manufacturing purposes, and the manufacturer who sells goods for consumption. The manufacturer who purchases ingredients finds it just as difficult to buy pure goods as the retailer, but from practical experience I have found that whenever one is willing to pay the price, he can obtain pure goods for manufacturing purposes. The increased cost is offset by the fact that it takes less of the pure goods to attain the desired end that it does of an inferior line.

So far as the manufacturer is concerned in selling to the public, it appears to me that, generally speaking, the public do not appreciate the manufacturer's interest in them; they are looking for price and bulk, and so long as the public are doing this, no matter what the description on the goods is, they will buy the goods if they have the appearance and carry the price with them.

The question of using a label which will describe the character of the goods in the package, is a step in the right direction for individual packages; but in my humble estimation the word "compound," or any other descriptive word upon the package will not interfere with 90 per cent. of the buying public taking the article.

If we seek legislation for package goods, we also should see that protection is ensured to those who buy goods in bulk; that when bulk goods are displayed for sale they should be marked in a similar manner to package goods.

There is one law in the Old Country that has worked extremely well in connection with bulk goods, that is, in relation to a substitute for butter, called "Margarine." According to the laws of the land each tub of Margarine displayed upon the counter must have the word Margarine printed in large type to indicate that it is a substitute. This law is strictly enforced, and in picking up Old Country papers one frequently sees a grocer in the police court for failing to have the Margarine sign on the article. It is a fact, commonly admitted, that the putting of this sign on this article has not in any way interfered with its sale, but on the other hand, the sale of Margarine to-day is very much greater than it has been in years past.

To my mind, manufacturers have got to do two things: to make money, and to meet the demands of the public. If a man can conscientiously produce a line of goods, using ingredients that are not harmful to the public health, I do not see why we should legislate against him. The manufacturer who seeks to establish a business on the basis of quality and to obtain a trade which will increase from year to year, will require to advertise and educate the public to pure goods according to his standard and not the standard of any other manufacturer.

Judicious advertising, which makes comparison between pure and adulterated foods, will assuredly win trade for the manufacturer who insists on purity in his factory.

Goods labelled "Made in Canada" should mean "Where Purity is Paramount."

R. A. Donald, of the Pure Food Co.

The matter of a descriptive label for imported goods is receiving attention

THE SUGAR KING

has the floor just now and there's no telling what the old fellow may do next. One thing seems certain, the cheaper lines of biscuits will be put out of business this year. However, depend on it we are not going to sacrifice quality whatever the price may be.

MINCE MEAT

Absolutely the best, in 25-lb. pails, 6½c. per lb., freight prepaid in 5-pail lots.

IMPERIAL BISCUIT CO., Limited, - GUELPH, ONT.

Canada's Reputation

as a Soda Cracker country is known far and near. thanks to the zeal of Biscuit manufacturers. This fame is being maintained and increased through

Perfection Cream Sodas

—Sodas that have put into them the very best of everything — materials, cooking, equipment, and purpose.

They have taken their place **at the Front** solely on account of their excellence.

We confidently invite every grocer to stock them.

Equallized freight rates.
Cards and Tins.

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

now in the United States. The law there is very specific and demands that imported goods shall bear a label giving a definite description of the contents. We have had nothing like that in Canada; as a matter of fact, it is possible to import goods from the United States and have them marked in a manner to suit the purchaser, and this is very often done in a peculiar manner to say the least; but, as so many goods are imported and sold in direct contravention of the Act, what should be done is to make the law officers of the Department inspectors of imported as well as of domestic products, and to absolutely refuse entry to goods falsely marked.

Leaving that matter and taking up another, there is not any question but that the public as a whole pay for first-class goods as a rule, nor is there any doubt but that very often they get inferior stuff. The profit on such transactions is sometimes great and totally out of proportion to the value of the goods; there is, therefore, no ground for stating, as it has been stated by Mr. Brodeur, the Minister of Inland Revenue, that the public being satisfied, it ought not to be a matter to take action on. The public does not know, therefore it cannot judge. The consumer, in going into a store to purchase any article of food sold in bulk, generally asks for so much and pays the price, and in every instance investigated, it has been found that they paid a proper price for the best goods and in a great many cases received a much cheaper article.

As to the best means of enforcing the Act, there is some difference of opinion; the Department claims to have not enough money to proceed with a rigid enforcement in all parts of the Dominion, and so has to content itself with locality work of a very limited character. There should be an absolute prohibition of the importation of fillers of all descriptions for any kind of goods; there should be a high duty upon adulterated goods of all descriptions and a proper label devised which would be placed upon all goods, such label to give the exact composition of every adulterated or compounded article. But above all, there should be some method pursued which would lead to the education of the public regarding the standard of food they ought to have, and these standards should be rigidly maintained.

C. Winter, general merchant, Grand Mere, has been burned out.



OUR FIRST YEAR

in making

E. D. S.

JAMS, JELLIES and SEALED FRUITS
(IN GLASS)

has been eminently satisfactory. We have received the approbation of the trade who have had the best of reports from their customers.

ABSOLUTELY PURE GOODS

is our standard and we shall not depart from it.

E. D. SMITH'S
FRUIT FARMS
WINONA, - - ONT.

We beg to advise the Grocers of the Dominion that we are making the finest **MILK CHOCOLATE** produced in the world, and are using pure Canadian Milk.

COWAN'S COCOA (Maple Leaf Label) Absolutely Pure.

THE COWAN CO., LIMITED, TORONTO

DON'T ASK FOR "DUTCH COCOA"

—ASK FOR—

VAN HOUTEN'S COCOA

There are other Dutch Cocoas. Van Houten's "beats the Dutch."

Grocers, don't supply other Cocoas when your customer will appreciate only Van Houten's.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

"Irresistibly Delicious!"

PETER'S
THE ORIGINAL
MILK-CHOCOLATE

One taste will make a Peter eater!

MADE IN VEVEY, SWITZERLAND—FOR EATING ONLY.

A Quick, Steady and Profitable account for any dealer.

Send for a Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

Eagle   Peerless

Two lines that have established themselves as leaders with every grocer

Borden's

"Eagle" Brand Condensed Milk

and

"Peerless" Evaporated Cream

When your customers ask for *the Best* Condensed Milk or Cream, you may safely hand out *"BORDEN'S."*

Write for prices, etc.

WILLIAM H. DUNN, - MONTREAL

JOS. IRVING. 92 Wellesley St., TORONTO.
ERB & RANKIN, Halifax, N.S.
SCOTT, BATHGATE & CO., Winnipeg, Man.
W. S. CLAWSON & CO. St. John, N.B.
SHALLCROSS, MACAULAY & CO., Victoria and Vancouver, B.C.

old reputation

Attention!

old reputation

The BEST of Swiss Milk Chocolates

KLAUS'S CHOCOLATES

are now introduced in the Canadian Market.

(Klaus's Chocolates were awarded the Gold Medal at the Glasgow Exhibition.)

Wholesale Depot for Canada:

Canadian Swiss Trading Co.

17 ST. JOHN ST.,

MONTREAL.

Are receiving some
EXTRA FINE
Almeria Grapes
Also
FANCY
Havana Pines
Also another car
EXTRA FANCY
Golden Heart California Celery

INCLUDE A CASE IN YOUR NEXT ORDER

McWILLIAM Mc. AND E. EVERIST

TORONTO, - - ONTARIO

The DAWSON Commission Co., Limited
FRUIT, PRODUCE AND COMMISSION MERCHANTS.
Cor. Market and Colborne Streets. TORONTO

DRIED APPLES
We pay highest market prices for bright dry quarters and make prompt remittance.
The W. A. GIBB CO.
Packers and Exporters
5 and 7 Market St., HAMILTON

IN STOCK
New Figs Spanish Onions
Celebrated Camel Brand.
Jamaica Oranges Malaga Grapes
Bbls. or boxes.
If our travellers do not call on you, write, wire or phone your orders which receive prompt attention.
HUSBAND Bros. & Co.
Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO.

GREEN FRUITS

Mark of the Dominion Fruit Division.

IN conversation with a representative of The Canadian Grocer this week, A. McNeill, Chief of the Fruit Division, Ottawa, expressed himself as optimistic concerning the future of the Canadian fruit-growing industry, which will ultimately be placed upon an even commercial basis with the dairying industry.

Mr. McNeill has just completed an extensive trip through the fruit-growing districts of the Maritime Provinces and New York State, and reports renewed interest in fruit growing all over the country. Preliminary to engaging in an aggressive campaign on a big scale the Fruit Division have been carrying on educational work at the Provincial Winter Fairs and Association meetings. As a direct result the long-standing prejudice against scientific research in fruit culture is slowly giving place to an active interest in everything tending to put the industry upon a more substantial footing. The work is, of course, only in its infancy, but is already meeting with marked appreciation. For instance, the Ontario Fruit, Flower and Honey Show held in Toronto last December as an experiment, is now guaranteed as a permanent thing. Mr. McNeill says some innovations will be introduced next year, among them, an exhibit of fruit machinery and accessories which has become a strong feature of fruit conventions in New York State.

CROP STATISTICS.

It is the aim of those in charge of the Fruit Division to generalize and enlarge upon the work previously done in gathering market and crop statistics. Individual fruit growers are in need of authoritative information on the growing crops and market conditions; such is unavailable at the present time except to a few fruit dealers who are sharp enough to keep on the inside.

In this connection it is interesting to note that the prognostications of the Fruit Division months ago on the course of the apple market have been verified almost to the letter. News about the latest varieties of fruit on the market will always be suspiciously received by the conservative grower; it is another matter if he can get a forecast of prices on which he can rely. Many an apple grower would have been money in pocket had he held back part of the apples exported earlier in the season until now.

CO-OPERATION.

Much remains to be done in unifying the fruit interests of the different provinces. Dominion organization is necessary in order to deal with questions affecting the Canadian fruit-growing industry as a whole, such as "Inter-provincial trade" and the "Fruit Marks Act"; at the same time leaving to the different provinces the control of what concerns them individually.

FINEST APPLES IN THE WORLD.

As an instance of what might be accomplished by such an organization, of which the present Fruit Division is only the beginning, reference is made to the "Famcuse" apple, generally conceded to be the finest dessert apple in the world. A Canadian fruit grower recently asked one prominent American fruit dealer what he thought of the "Famcuse," and got the answer that every box could find a ready market in the United States; the difficulty was, "Fameuse" was not to be had except in limited quantities and these of decidedly inferior qhality. There is no reason why a market should not be found for "Fameuse" apples in the cities of the United States and Europe among the fancy trade, for the simple reason that this apple stands in a class by itself. If such an end is to be realized, co-operation among the fruit growers of the St. Lawrence Valley is essential in the matter of fruit production and marketing, in addition to the development of this particular industry to its fullest possible extent. The efforts of the Fruit Division in this direction are to be highly commended.

CURRENT PRICES.

A vexatious question among fruit growers in the Maritime Provinces just now is that of package. Shippers down there have discovered that the barrel in use in Ontario for export trade not only contains more fruit, but brings a considerably better price than the smaller barrel used by Nova Scotia shippers. Co-operation would have adjusted this inequality long ago.

Among Ontario growers, particularly the tender fruit men of the Niagara peninsula, more or less dissatisfaction is being expressed on account of the unsuitability in shape and capacity of the basket package in use at the present time.

FRUIT PROSPECTS.

Although it is early to forecast the apple crop of 1905, Mr. McNeill thinks

that ordinarily this year's should be a light yield, following as it does bumper crops in 1903 and 1904. Peaches and other tender fruits have passed through one critical period safely and ought to yield well, barring unfavorable weather conditions.

Canned Goods for Japan.

There are indications of an increasing demand for foreign vegetable foods in Japan as well as other lines of provisions, says A. MacLean in his latest report to the Department of Trade and Commerce, Ottawa. The higher-class Japanese are gradually increasing their use of canned jams, vegetables, fruits, etc., and the middle classes are following suit. This should be an incentive to Canadian exporters of canned goods to be wide awake in order to compete successfully with the United States, Germany, France and other fruit-growing countries whose commercial standing in the Japanese market has been built up by long experience and strenuous effort.

In peas, French produce leads the market, a few Italian brands, coming next. The prices range from 15 to 17 1-2 cents (Canadian currency) per one pound can. Almost all come in one pound cans, and cheaper brands are mostly in request. The brand known as "Petits Pois, Moyen," is in favor. It is estimated that a little over 200,000 cans were imported during 1903, and though no accurate figures for this year are available as yet, it is expected that there has been some increase over last year. Some split and green peas also come from the United States and are used for soups. In 1903, the import amounted to about 1,400 bags, each containing 66 pounds. There is much chance of success for Canadian exporters if only they are determined to push their goods into the Japanese market.

B. C. Fruit Growers' Association.

The British Columbia Fruit Growers' Association has appointed the following officers for the year 1905: President, T. W. Stirling, Kelowna; first vice-president, Thos. A. Brydon, Victoria; second vice-president, J. C. Metcalfe, Port Hammond; third vice-president, James Johnstone, Nelson; secretary-treasurer, W. J. Brandrith, New Westminster; executive committee, Messrs. T. W. Stirling, J. C. Metcalfe, R. H. Palmer, Victoria; H. Kipp, Chilliwack, and W. J. Brandrith.

News Items.

The town of Caledonia, Ont., has defeated a by-law for bonusing a canning industry.

California Celery

We are headquarters for this delicious Winter vegetable, are handling it regularly and can be relied upon having it at all times.

Crates contain from 6 to 8 dozen Large Heads.

The verdict of those who have handled it is, "That it is a great seller and a money maker."

Add a case to your Fruit Order this week.

WHITE & CO., Toronto

WHOLESALE FRUIT, PRODUCE AND FISH

P.S.—Rowe's Long Island Native Oysters, have you tried them?

W. B. STRINGER **B SHURE** J. J. McCABE

and let us have your order promptly for **SPRING SHIPMENT** "St. Nicholas" Lemons. You cannot afford to be without "St. Nicholas"—they're positively the best.

61 Front E., Toronto. **W. B. STRINGER & CO.** Fruit Brokers.

DIAMOND BRAND MAPLE SYRUP

Not the lowest price, but the highest quality.

SUGARS LIMITED

MONTREAL.

Jan. :: **CALIFORNIA NAVEL ORANGES** :: 1905

Are now at their *best*, and *big* sellers. *TWO (2) CARS ARRIVING THIS WEEK* and prices right. *EXTRA FANCY FRUIT*, all sizes. Also car *FANCY BANANAS*, due Thursday.

Send us your orders. They will have our prompt attention.

Phones: 114, 189 | **HUGH WALKER & SON, Guelph, Ont.** | Night phone: 245

TRADE MARK

This design a guarantee of quality.

DO YOU PUBLISH A CATALOGUE?

IF YOU DO YOU SHOULD USE "CANADIAN-MADE" PAPER All grades, from the highest "Glossy Finish" to the rough "Antique" and bulky "Featherweight."

YOUR PRINTER CAN SUPPLY IT.

CANADA PAPER CO. Toronto LIMITED Montreal

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886

BATH BRICKS

A Perfect Article. Sell it. Insist upon having McDougall's

D. McDOUGALL & CO., Glasgow, Scot.

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

27 St. Sacrament Street, Montreal

Tel. Main 778. Bond 28.

There is no Better Known Groceryman in Nova Scotia Than Mr. J. A. Gass

of

J. A. GASS & SON.



whose place of business is on Granville Street, Halifax. Mr. Gass has been in business for a great number of years and during that time he has handled thousands of barrels of flour and has witnessed the coming into popularity successively of many different brands. "The popularity of a brand of flour is not based on chance or what the makers say about it," said Mr. Gass in an interview; "but on the quality of the flour itself. There is a certain brand which for many years deservedly had the lead because it was without doubt the best the market afforded, but, from my own personal observation I feel that it now must take second place to ROYAL HOUSEHOLD. Formerly we would use no other flour in our own house than the one I speak of, but shortly after ROYAL HOUSEHOLD came on this market, I sent a barrel home one day to give it a good trial. Nothing would now induce us to go back to the other brand and it would never enter our heads to use one of the ordinary kinds.

"I don't know whether anybody will ever succeed in producing a better flour than ROYAL HOUSEHOLD, but I am firmly convinced there is not a better made to-day. It not only makes a fine loaf, but we find a barrel of it makes more loaves than any other kind; and while we find it best for bread, we also find it best for pastry.

"All of my customers who buy it say the same thing, and I can well understand the immense popularity which the flour has and can see that it will control the best part of the high-class trade before very long."

FLOUR AND CEREAL FOODS

The Wheat Situation.

A VERY active wheat market has ruled during the week, and there are many in the trade who are inclined to the bull side of the market looking for $1.50 wheat between now and May. Before that price is reached, however, there can be little doubt but that millers in the United States will be importing Russian and Danubian wheat. Already the arrival of 1,100 tons of wheat from Antwerp is reported in New York; this grain was originally shipped from the Pacific coast and later held in storage at Antwerp. In any event American millers will take a good deal of Canadian wheat in bond; Minneapolis mills at present are buying very freely.

The large buying now going on is purely a matter of supply and demand. With Canadian wheat selling so much below the American market, it is only natural that U. S. buyers are getting all they can of it. The demand for milling wheat is excellent, especially in Ontario, but offerings are light. The large bakers have become impressed with the idea that Manitoba flour is going to be scarce and are buying freely. The demand for flour is also brisk abroad as well as at home at the present high level of prices and both England and Japan are in the market.

The visible supply of wheat in Canada and the United States on Jan. 17, 1905, was 39,985,000 bush., or 681,000 bush. less than a week ago; of corn 11,279,000 bush., an increase for the week of 360,000 bush.; of oats 20,300,000 bush., a decrease of 902,000 bush. from last week. The total amount of wheat in sight on Jan. 17, consisting of the visible supply and the quantity on passage was 68,000,000 bush., as against 68,586,000 bush. last week. The total amount of corn in sight was 27,919,000 bush., against 26,999,000 bush. for the previous week.

The world's wheat shipments for the week under review were as follows: America, 701,000 bush., as compared with 2,711,000 bush. a year ago; Argentine, 176,000 bush., as against 392,000 bush. a year ago; Australia, 520,000 bush., as compared with 658,000 bush. for the corresponding period a year ago; Danube, 2,096,000 bush., as against 544,000 bush. last year; India, 2,096 bush., compared with 1,176,000 bush. a year ago, and Russia, 2,576,000 hush., as against 1,554,000 bush. for the corresponding week of 1904. The most important feature of the situation is the continued decrease in Russian grain shipments.

The English trade is beginning to get accustomed to the absence of American wheat, and with the possibility (if the Argentina crop estimates be correct) of 300,000 quarters to 350,000 quarters per week from this source during the next three months, and 150,000 quarters from India, are inclined to regard supplies as assured during the next three months, with the help of the surplus stocks on hand compared with previous years.

There can be little doubt but that the European requirements in these three months will not be less than 1,100,000 quarters per week; the actual net imports into European countries in the four months ended Nov. 30 averaged 1,165,000 quarters per week; but with the prospect of an average of 1,025,000 quarters per week in the next three months, and possibly more if India does not soon show signs of slackening, the ordinary wheat buyer is disposed to adjourn until later in the season the "pinch" in supplies, due to the absence of American wheat, if "pinch" there is to be.

The Australian Harvest.

IT is now considered that the grain harvest will not be up to the expectations held a month ago. In Victoria there has been a serious set back in harvest prospects, while South Australia reports are favorable as to the quantity and quality of new season's wheat. Approximately the commonwealth will have about 20,000,000 bushels of new wheat available for export against 40,000,000 bushels exported in 1903-4. The effect of this serious decline is likely to be noticeable in the European markets, and should harden prices.

Since the opening of the present season, at the beginning of December, 1903, the exports of Australian wheat and flour are,—reducing the flour to the equivalent in wheat,—together equal to about 39,000,000 bushels of wheat. Of this quantity the States of Victoria and South Australia have exported about 28,500,000 bushels. The trade with England in Australian flour appears likely to continue for some time to come. Recent published reports indicate that the quality of the leading Australian brands is fully appreciated, and a determined efforts is being made by Australian millers to establish a permanent basis for future trade.

Prohibitive Freight Rates.

It is authoritatively stated that the reason for closing down the American Cereal Co.'s plant at Peterborough, Ont., was the high freight rates ruling from Canadian inland points to the seaboard. Until the season of 1904 conditions favored Peterborough, owing to two successive crop failures in the United States, which placed the American wheat market above an export basis. In 1904 conditions returned to their natural level, both markets being on an export basis at the present time

The cost of manufacturing is directly dependent upon transportation, and as the freight rates are cheaper in the United States than in Canada, the American Cereal Co. can deliver their products to the seaboard through the United States at a lower price than through Canada.

The closing down of the Quaker Oats industry in Peterborough has been a serious blow to the town, and with a view to securing a readjustment in railway grain rates in Canada, the Peterborough Board of Trade is soliciting the co-operation of the Montreal Chambre de Commerce in obtaining such concessions as will enable large manufacturers of cereals to secure rates that will encourage them to manufacture for foreign markets.

British Milling Booming.

WHILE American milling is feeling the pinch of dollar wheat and slack demand for flour, English, and especially Irish, mills, who aforetime regarded the former as dangerous, are "in clover," so to speak.

In view of American inability to export flour, new additions to the milling capacity of the United Kingdom are being erected, some of which are nearly ready to operate. These are certain to find business. Even in Ireland, so re-



Pretty Wintry

we grant you, but somehow or other we don't mind the weather. The sales of

Orange Meat

keep right on, winter and summer.

When people get using it, they want it always. Fact. And you, grocerymen, are sharing the reward along with ourselves.

We just want to tell some of you that you can get our breakfast food from your wholesale grocer.

The Frontenac Cereal Co.
Limited.

KINGSTON, ONTARIO.

cently in the "slough of despond," "many orders have been placed for new machinery," and old mills long out of commission are starting up, while all are increasing their output. Some flour has, indeed, been recently imported from the continent, but the amount is small; even the amount imported from across the channel is not depressing to the Irish trade.

But British millers are doing more that recovering their own port trade, for American flour never got far inland; they are now aggressively on the look-out for export business in markets where American flour formerly held the field. "Holland, Norway and Sweden," says Milling, "seem to offer openings for British flour. Other markets," adds the same keen observer, "might be found in the West Indies and in Egypt, Malta," etc., where flour dealers in the past few years were supplied by American millers.

Japan Likes Canadian Flour.

The Lake of the Woods and Ogilvie Milling Companies report that good-sized orders for flour are still coming from Japan and that several shipments have recently gone to that country from their western mills. Japan goes in chiefly for low-grade flour, and the ability of the Canadian product to hold its quality in all climates makes it extremely popular in the far East.

R. Meighen Elected Director.

At the annual meeting of the Bank of Toronto on January 11 among the new directors elected to fill vacancies was R. Meighen of the Lake of the Woods Milling Co., Montreal.

New Milling Company.

The Maple Leaf Flour Mills Co., of Ottawa, with capital stock of $1,000,000, is applying for incorporation. The provisional directors are D. C. Cameron, of Winnipeg, A. Carmichael of Rat Portage, H. S. Dowd of Quyon, Que., J. A. Cameron of Dominionville, and J. D. Flavelle of Lindsay.

Cereal Notes.

G. Thompson has decided to retire as president of the Montreal Corn Exchange.

Twenty-five million five hundred thousand bushels of grain were inspected at Winnipeg during the period beginning Sept. 1 and closing Dec. 31, 1904. The previous year the figures were 23,500,000 bushels, an increase in favor of the present year of 2,000,000 bushels.

Arthur May & Co., grain exporters, have moved their office from 210 Produce Exchange, New York, to 324 Board of Trade Building, Montreal. The business will be carried on as before with head offices at Durban, Natal, and branches at East London, Delagoa Bay and Johannesburg, South Africa, and Montreal.

The plant of the Battle Creek Health Food Co., at London, Ont., destroyed by fire a few months ago, has been rebuilt and is now again in operation.

A branch of the Grain Growers' Association has been organized at Rookhurst, Manitoba.

CANADIAN DISTRICT CHAMPIONS.

F. E. MUTTON, Canadian manager for the National Cash Register Co., has just returned with his staff from attending the annual two weeks' convention of the firm at Dayton, Ohio. The following gentlemen from Canada were present: F. E. Mutton, district manager for Canada; A. Blackwell, sales agent, Montreal, Que.; J. M. Roy, sales agent, Province of Quebec; J. J. Quinn, sales agent, Province of Quebec; J. P. Mason, sales agent, city of Montreal; J. A. Hossack, salesman, city of Montreal; A. G. Fiddis, salesman, city of Montreal; R. E. Van Dyke, sales agent, Nova Scotia; F. W. Thomas, sales agent, New Brunswick; Wm. Brizzolari, sales agent, Northwest Territories; B. L. Robinson, sales agent, Northwest Territories; G. A. Christie, sales agent, Northwestern Ontario; C. H. Collins, sales agent, city of Toronto; W. J. Irvine, salesman, city of Toronto; W. W. Digby, sales agent, Southwestern Ontario; W. A. Harston, sales agent, Northwestern Ontario; W. D. McDonald, sales agent, Western Ontario; J. D. Roberts, sales agent, Central Ontario; W. E. Wright, sales agent Eastern Ontario; J. T. Brownrigg, office manager, Toronto, Ont.; H. A. Scott, salesman, Toronto office; C. J. Whipple, sales agent, Manitoba; C. S. Faul, office manager, Winnipeg, Man.; J. E. McIntyre, sales agent Manitoba; O. K. Morris, salesman, Winnipeg, Man.; Jas. Anderson, salesman, Manitoba; Jas. W. DuLaney, manager Canadian factory, Toronto, Ont.

The delegates also included representatives from all parts of the world.

The Canadian representatives had the satisfaction of bringing home with them a beautiful silk banner as the champion selling district of the world for National Cash Registers. The banner is being proudly displayed by Mr. Mutton in the offices of the company in the Rossin House block, King street west, Toronto.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

Shredded Wheat
...AND...
TRISCUIT

NEW PRICE LIST

SHREDDED WHEAT

Per Case, Containing 50 Cartons, $5.25
" 1-2 " " 25 " 2.75

TRISCUIT

Per Case, Containing 30 Cartons, $3.00

1 per cent. 10 days, net cash 30 days.

FOR SALE BY ALL WHOLESALE GROCERS

We beg to call the attention of the trade to the fact that we have the most modern machinery for manufacturing the following goods:

Rolled Oats
Gran. Wheat
Gold Dust
Family Oatmeal
Ground Wheat
Sd. and Gr. Oatmeal



Pot and Pearl Barley
Ground Oats
Flaked Wheat
Split Peas
Pea Meal
Ground Corn
All kinds of Feed

Consequently the goods are the best in the market.

PHONE, WIRE OR WRITE US FOR QUOTATIONS. PROMPT DELIVERY IN MIXED CAR LOTS OR OTHERWISE. LETTER ORDERS A SPECIALTY.

WM. McCANN MILLING CO., OFFICE and MILLS FOOT JARVIS STREET Toronto

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Notable Cigar Department.

NINE years ago on a back street in a western Ontario city, a young man started a grocery, just a common every-day grocery with nothing to distinguish it from any other of its kind, except possibly that it was smaller than the average, and its windows always looked fresh. The young man did not have much capital, but he had lots of grit, and go in him.

To-day, he has the finest store in the city. He can supply you with anything eatable. He always has fruit and vegetables, just a little earlier, a little fresher and a little more attractive in appearance than any other store in the city. As a result, he has the pick of the trade, the cream of the profits, and is flourishing like a green bay tree.

He was the first in the city to abolish the old-fashioned counter, and to substitute silent salesmen. Each of these units is a department in itself. One for confectionery, one for butter and eggs, one for cheese and meats, for dried fruits, for coffees and spices, and for cigars and tobacco, and that brings us to the point of this article. The cigar and tobacco department occupies the place of honor just as you come in the door, the most prominent place in the finest and most successful grocery in Western Ontario.

What does it mean? Nothing more or less than that this is one of the most profitable lines than can be handled in a grocery; if properly attended to, and carefully appointed, a line fully compatible with the most select city trade, and one that has the important advantage of attracting the male element of the community.

In laying your plans for 1905, do not forget your cigar and tobacco department. The editor of our Window and Interior Display department is always available for consultation in working out attractive schemes for displaying cigars and tobacco, as for any other department of the trade.

Tobacco Interests at War.

The Executive Committee of the Interstate Tobacco Growers' Protective Association of Virginia and North Carolina is now engaged in a war with the American Tobacco Co.

Japan's Tobacco Monopoly.

JAPAN'S tobacco monopoly is dealt with in the annual report of United States Vice Consul Sharp at Kobe, recently received. The law relating to the monopoly of leaf tobacco, he says, was promulgated in March, 1896. This law provided that all leaf tobacco grown was to be bought by the Government and in turn sold to the manufacturers by the Government at a fixed rate of profit. The Government has realized a good profit from this system, but in studying the customs in respect to tobacco monopoly of other countries it was seen that the monopoly of leaf tobacco was but a step to the establishment of the monopoly of tobacco manufacture, with the result that the law of monopoly of tobacco manufacture was established in March last.

According to this law, though the Government has the exclusive right of tobacco manufacture, the cultivation of leaf tobacco is left to private growers, as heretofore. Tobacco is to be made at public factories established in various parts of the country. The manufactured article is to be sold to retailers through the hands of wholesale merchants and then to the consumer, the wholesale merchants and retailers to be appointed by the Government.

In the case of cigarettes, the new monopoly law went into effect in July, and the requirements regarding cut tobacco will go into effect in April next.

The tariff on cigars, cigarettes, snuff, and cut tobacco from the United States, is 150 per cent. under the law which went into effect April 1, 1903.

Mogul in Montreal.

DURING the festive season just past practically everybody in Montreal was specially interested in what the stores had to show. Those who had charge of the window dressing realized the situation, and whatever part of the city one happened to visit, the eye was sure to be caught by attractive displays. With so many rival claims on the public notice, it is according high praise to the grocers and tobacconists to say that their stores received more than an average share of attention from passers-by.

Many walking along St. Catherine St. remarked on the Oriental appearance of certain windows. Models of Egyptian temples, brilliantly lighted, were the feature. This effect was heightened by the use of quaint lamp shades which looked as if they might have been brought from some Eastern shrine.

These particular displays were in honor of the introduction of "Mogul," the new Egyptian cigarette, which is proving such a success. The trade price of "Mogul" is $12 per thousand. They are put up in cardboard boxes of 250 (packages of 10), and can be had with either cork or plain tips and in round or oval shapes. As these cigarettes command a ready sale at 15c per package, dealers obtain a good margin of profit.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

THE AMERICAN VISITOR

is surprised when he is charged only 5 cents for a **Pebble** Cigar. In the U. S. they pay 35 cents per lb. duty on Havana fillers, and $1 85 a lb. on Sumatra wrappers, less 20 per cent. They cannot make a clear Havana-filled 5c. cigar profitably. We can, and prove it in the **Pebble.** In the U. S. they have to pay "2 for a quarter" for cigars equal to our **Pharaoh.**

DO YOU CATCH THE POINT?

J. BRUCE PAYNE, LIMITED, Mnfrs., Granby, Que.

Jan. 20, 1905

Things don't turn up in this world until somebody turns them up. A pound of pluck is worth a ton of luck.

—*GARFIELD.*

What Garfield says

applies nicely to the history of **T & B** SMOKING TOBACCO. Its success is not an accident. Its favor is not luck.

GEO. E. TUCKETT & SON CO., Limited, Hamilton, Ont.

KING Buffalo Cigar

AN ADVERTISED CIGAR
A first quality Cigar.
A Cigar that attracts and holds Trade.
$35.00 per M.
Express paid on sample order when cash accompanies order.

CANADA CIGAR CO.
MAKERS, - - LONDON, ONT.
Mention the Canadian Grocer when ordering.

The Chamberlain Cigar

The best value in Canada! Sold the world over! It will help your trade tremendously! Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO
J. M. FORTIER, Limited,
MONTREAL.

MANUFACTURERS OF
Cigarettes and Cut Tobacco.

The name of
McALPIN

SMOKING
TONKA
SOLID COMFORT
PINCHIN'S
HAND MADE

STANDS for high grade Tobaccos which pay the dealer a better profit than he was familiar with before McAlpin began the business of tobacco making.

CHEWING
BRITISH NAVY
KING'S NAVY
BEAVER
APRICOT

McALPIN
CONSUMERS' TOBACCO CO. LIMITED
TORONTO

Freights And Charters

SWEET CAPORAL



CIGARETTES

STANDARD OF THE WORLD

Sold by all Leading Wholesale Houses.

IT is evident that the grain shipments are improving, and a glance at the manifests for the past week suggests good business. For instance, when the ss. Manxman, of the Dominion Line, sailed away from Portland to Bristol the G.T.R. shipped 66,000 bushels of wheat, 19,000 bushels of oats, 43,316 bushels of corn, 21,128 bushels of buckwheat, in addition to many smaller quantities of general cargo. A considerable quantity of cheese was taken, and also provisions, notably 2,000 packages of lard. The Allen Line ss. Ontarian also sailed from Portland and carried an excellent variety of cargo including 72,000 bushels of wheat and 9,300 bushels of oats. On this boat was also carried 2,507 barrels of apples. From St. John, N.B., the Manchester Importer sailed on January 8th with a first rate cargo for Manchester. This comprised 24,000 bushels of barley shipped by C.P.R. as well as 4,469 boxes of cheese and immense quantities of provisions.

However, whatever may be the reason it may be noticed that from the G.T.R. terminal, namely Portland, the cargoes have been nearly double in size when compared with the shipments from St. John, N.B. There is no doubt that St. John as a Winter port is certainly growing in importance, but outside of the C.P.R., which line feeds its own steamers, the amount of cargo obtained is not by any means as large as it may be some day, and as it ought to be now. Take the Allen Line. This firm simply trade with St. John because they have to send the mail boats to a Canadian port and the Government of Canada holds them to that part of their contract very rigidly. Certainly this is paying dearly for loyalty, and there must be some means of explaining why the immense shipments go to the seaboard and use Portland as a terminal. It would appear from conversation with some of the leading freight men that there is not the slightest discrimination in favor of Portland because it happens to be in the United States. It would seem that the facilities for handling cargo all point to Portland, and when grain or anything of that kind requires handling, the conveniences available at Portland are more pleasing to the shippers. They may not be better, but the shippers have got accustomed to sending their goods by the American port and so the Canadian port suffers. Business is picking up in St. John and the bookings for the next two months look very favorable.

The C.P.R. will likely make things move more lively when they get the new twenty-knot boats which Mr. Piers reports are to be constructed for them. As they are to be delivered only in the Spring of 1906 it is a long way off and the alleged secrets which are said by Mr. Piers to be applied to the building of the boats may tend to stimulate trade.

BERTH QUOTATIONS--St. John, Halifax and Portland

The undernoted rates from West St. John are subjected to 5 per cent. primage additional.

Description.	Liverpool.	London.	Bristol.	Glasgow.	Manchester.	Dublin and Belfast.	Capetown and Port Elizabeth.	Leith.	Aberdeen.	Cardiff.	Hamburg.	Havre.	
Oil Cake	* 5/	‡ 5c	‡ 9c	‡ 6c	* 5/	*11/6	*12/6	.....	.....	.....	.....	.....	.....
Sack flour	* 5/	‡ 5c	‡ 9c	‡ 7c	* 5/	*12/	*12/6	.....	.....	.....	.....	.....	.....
Canned meats, fish	* 7/6	*12/6	*15/	*12/6	*10/	*15/	*15/	.....	.....	.....	.....	.....	.....
Provisions	* 5/	*12/6	*15/	*12/6	* 5/	*17/6	*15/	.....	.....	.....	.....	.....	.....
Tierces lard	* 5/	*12/6	*15/	*12/6	* 5/	*17/6	*15/	.....	.....	.....	.....	.....	.....
Pail lard	* 7/6	*17/6	*20/	*17/6	* 7/6	*20/	*20/	.....	.....	.....	.....	.....	.....
Butter	*15/	*25/	*25/	*30/	*15/	.....	*80/c.s.	.....	.....	.....	.....	.....	.....
Cheese	*10/	*20/	*20/	*25/	*10/	.....	*80/c.s.	.. ..	.....	.....	.....	.....	.....
Eggs in c. s. (meas't)	*10/	*15/	*15/	*15/	*10/	.....	*40/c.s.mt.	.. ..	.....	.....	.....	.....	.....
Clover seed	*10/	*10/	.....	*15/	*10/	*15/	*15/	..	.....	.....	.....	.....	.....
Cotton	‡15c	.....	.....	.....	‡15c	.....	.....	.....	.....	.....	.....	.....	.....
Apples, per bbl.	2/	2/	2/6	2/6	2/	31/	10/c.s.	.....	.....	.....	.....	.....	.....
Meas't goods	†Fine20/ 7/6	....	†Fine20/ 12/6	†Fine2/ 12/6	†Fine2/ 10/	†12/6	†15/	.....	.....	.....	.....	.....	.....
Leather sole	*20/	*25/	*25/	*30/	*20/	*22/6	*25/	.....	.....	.....	.....	.....	.....
Leather finish	*15/	*20/	*20/	*20/	*15/	*17/6	*20/	.....	.....	.....	.....	.....	.....
Lumber, hard	* 8/	‡10¼c	*12/6	*14c	* 8/	*15/	*15 m't.	.....	.....	.....	.....	.....	.....
Lumber, soft	* 9/	‡12c	*15/	‡16c	* 9/	.....	*17/6 m't.	.....	.....	.....	.....	.....	.....

* Per ton 2,240 lbs. † Per ton of 40 cubic feet. ‡ Cents per 100 lbs. without primage.

The above is for general information only. These rates liable to change without notice and are therefore **Subject to Confirmation.**

When ocean charges are collectable at port of destination, rates exchange on basis of $4.80 to £1 sterling. When ocean charges are prepaid, rates exchanged on basis of $4.86 to £1 sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option prompt advice will be facilitated by informing us of the relative weight and measurement of the mdse. when applying for rate. It is also necessary to know shipping point and on whose account engagement is to be made. All contracts subject to confirmation.

Mr. J. G. Jardine, Canadian commercial agent in South Africa, is in Toronto.

THE OFFICE END

DEVOTED TO THE OFFICE STAFFS OF BUSINESS ESTABLISHMENTS

FORMING A JOINT STOCK COMPANY.

A few items of general interest to the Bookkeeper after the formation of a Joint Stock Company or the amalgamation of industrial concerns.

By H. R. W.

IT would be impossible to give a set of opening entries applicable to every business, as it would depend largely upon the arrangement made with the vendors in regard to the transfer of their business, but in a general way, the "assets" transferred should be debited, crediting "Shareholders of Old Company," the "Liabilities" credited, debiting "Shareholders of Old Company," the balance in the "Shareholders" account showing the amount of stock held by them in the new company, the completing entry being:

"Shareholders of Old Company" Dr.
To Capital Stock account Cr.

If stock is offered for public subscription the entries for "General Ledger" purposes might be made as follows:

Shareholders Acct. Dr.
To Capital Stock account Cr.
(For Amount of Stock Subscribed.)

Cash Dr.
To Shareholder Cr.
(as instalments are received on subscription)

thus closing "shareholders" account in the general ledger.

If various classes of stock are subscribed for, such as first preference, second preference or common, these divisions may be credited instead of simply using the term "capital stock."

As a rule, shareholders are treated collectively in the "General Ledger," one, two or three accounts being kept according to the class of shares subscribed for, the accounts for the individual shareholders being kept in the stock ledger.

A First Difficulty.

Probably the first difficulty with which the office man will have to contend when the amalgamated company has not taken over the accounts receivable or payable of the individual companies, will occur upon receipt of a cheque or money order, the amount of which includes accounts due both to the old and new companies. Let it be supposed, for instance, that Bentley & Jones owe one of the old companies $10 and the amalgamated company $15, the latter being subject to cash discount of 2 per cent. Upon receipt of the cheque or money order, the remittance may be entered in the cash book of the new company as follows:

		c.d.	amt.
Bentley & Jones.....	$24.50	..	....
Less amt. of account for Old Co.	9.80	30	$14 70

The amount posted to the credit of Bentley & Jones in the books of the new company being $15, made up of cash $14.70 and cash discount 30c, the balance $9.80 being entered in the cash book of the old company in the usual way, together with cash discount, if allowable. The new company may pay over the amount of each individual balance due or the aggregate amount due at the end of the day or week.

When goods are returned after the amalgamation has taken place, which were charged prior to the date of transfer, the correct method, although it may appear on first sight a roundabout way of arriving at the desired result, is to credit the goods through the books of the old company at the price originally charged, and, if necessary, transfer such credits, by means of cross entries, to the books of the new company, charging at the same time or at the end of a stated period all goods thus returned and credited to the new company at cost price. If this course were not pursued, the goods would be taken into stock by the new company and a liability assumed by crediting the customer at the selling value, whereas such goods should be taken into stock at cost, as the old company had originally made the profit on them. As the success of a business depends to a large extent in these busy days upon the system employed, a few suggestions as to handling the office department after an amalgamation may not be amiss.

A Few Suggestions.

The aim should be to dispense with all unnecessary work without destroying in any way the history of transaction, the question continually before the office man being, "Is there a possibility of this work being done in a shorter or simpler manner and yet obtain the necessary result?"

Each branch should keep its own cash book in the form of loose sheets, which may be kept on files, a duplicate sheet of each day's transactions being sent to the head office where it shall be audited, filed and posted.

Vouchers for sundry payments should accompany the sheets and should be vouched for by the manager of the branch.

An additional check on the cash would be to have the balance on hand on a certain day, say on the end of the month, deposited in the bank, and the pass book entered by the bank and sent to the head office for verification.

All accounts should be kept at the head office, both personal and impersonal.

Each office may keep its own bank account, and remittance by draft made to head office for all over a stipulated amount.

All accounts payable should be settled by the head office, unless goods are settled for in cash when purchased by the branch, in the latter case the vouchers being sent as usual with the cash sheet.

The invoicing may be done by the individual office in triplicate, one copy sent to the customer, one copy to the head office for posting medium, and the third filed in the branch office for reference only.

This list is for the purpose of placing retailers, manufacturers' jobbers and other readers in touch with reliable and competent accountants and auditors whose services are so frequently required for such purposes as opening books,

Leading Canadian Accountants and Auditors

adjusting and auditing accounts, arranging partnerships or organizing joint stock companies, devising special office systems, making collections and investigations, handling estates, making valuations, etc.

DAVID HOSKINS, F.C.A.
Chartered Accountant, Auditor, Financial Valuator.
27 Wellington Street East, - - Toronto, Canada.

This Space $15 a Year.

JENKINS & HARDY,
Assignees, Chartered Accountants,
Estate and Fire Insurance Agents.
15½ Toronto Street Toronto.
465 Temple Building, Montreal.
100 William Street, New York.

This list is for the purpose of placing manufacturers, wholesale and retail merchants and other readers throughout Canada, and firms abroad doing business in Canada, in touch with the legal profession throughout the Dominion, for the collection of accounts, legal representation,

LEGAL CARDS.

organization of companies, the arrangement or dissolution of partnerships, or assignments, as well as all other matters of a legal nature.

For advertising rates apply to MacLean Publishing Co., Limited, Montreal or Toronto.

TUPPER, PHIPPEN & TUPPER,
Barristers, Solicitors, Etc.
Winnipeg, - - Canada.

ATWATER, DUCLOS & CHAUVIN
Advocates. Montreal.
Albert W. Atwater, Q. , Consulting Counsel for City of Montreal. Chas. A. Duclos. Henry N. Chauvin.

This Space $15 a Year.

This Space $15 a Year.

Educational Department.

The following institutions for the education of business men's sons and daughters are recommended by this paper :

1889.

The Belleville Business College, Limited,

Business firms get the best results by applying to us 10 days before vacancies occur in their employ.
See Catalogue pages 21, 27, 33, 41.

J. A. Tousaw, Secretary. } BELLEVILLE, ONTARIO. { J. Frith Jeffers, M.A., President.

St. Margaret's College, Toronto

A Boarding and Day School for Girls.
Thorough courses in every department.
Only teachers of the highest academical and professional standing employed.

GEORGE DICKSON, M.A., Director.
MRS. GEORGE DICKSON, Lady Principal.

TELEGRAPHY SHORTHAND

METROPOLITAN Business College
– OTTAWA, ONT. –

BOOK-KEEPING TYPEWRITING

One inch space in this dept. $45 per year.

Special Advertising Rates have been arranged for space in "The Office," and will be gladly quoted on request.

HOTEL DIRECTORY.

NEIL McCARNEY, PROP. W. C. McCARNEY, MANAGER

THE PROVINCIAL

LEADING COMMERCIAL HOTEL. GANANOQUE, ONT.
Located in Heart of Business Section. Ten First-class Sample Rooms.

HOTEL GRAND

O. F. BAKER, PROP. GALT, ONT
First-class accommodation for Commercial Men.

ALCOHOLISM

The best treatment for all persons afflicted with the disease of drunkenness is known only to Dr. MacKaye Address : City Hall, Montreal, Que. Absolutely privat. treatment.

LITHO-GRAVURE PRINTING

Send for Sample Book.

Beautiful designs in Letterheads, Billheads, etc., in the new Litho-Gravure Style. Looks just like an engraved plate. It is much cheaper, but don't look t. Send stamp for samples.

G. A. Weese & Son, 44 Yonge St., Toronto.



STANDARD TELEPHONE SETS FOR SALE

$5.00 per set. Slightly used but in good order

Apply to

SALES DEPARTMENT:

178 Mountain St., - Montreal, Que.

OR

To any local manager of the Bell Telephone Company of Canada.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Kirkwood specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

Edited by
John C. Kirkwood,
TORONTO.

THE VALUE OF A NAME.

IT will be recalled by many that some few years ago there was brought an action by Walter Baker Co., cocoa and chocolate manufacturers, against certain parties who were trading in similar lines under the name of W. Baker & Co.

In the trial that followed, it was recognized by the Court of Massachusetts that the trade-mark of Walter Baker & Co. was worth one million dollars, a value derived from 28 years of persistent and generous advertising.

This incident serves to illustrate the worth of a name or trade-mark as a commercial asset, and it affirms a truth that has not yet been learned by many a manufacturer, namely, that the only way to make a name or a trade-mark valuable, is to advertise it.

The practice of trademarking one's products is common enough, but this is done in the majority of cases as a protection against infringement. The making of the trade-mark valuable is another thing, and one unfortunately which has received scant attention from those most concerned.

The other day I came across a certain manufacturer in Toronto who has for years been making his goods with his initial A. This letter is the basis of a peculiar design which constitutes his registered trade-mark. He had never attached much value to the mark as a selling factor; it served more to indicate a high quality of manufacture then anything else. This manufacturer sells largely through the jobbing trade, and puts up many lines for the jobber under their private name or label. As he put it himself—"They get lots of label but mighty little of any good," meaning that at the price at which he has to manufacture for the jobber, there was no room for him to give much in the way of quality. He continued to sell his own "Big A" lines at the same time. One day a jobber said to him—"Oh, the people want your Big A brand." The manufacturer was awakened by that remark to see that he had been losing a great deal in not having advertised his Big A brand, and thus developing both a demand for and a confidence in Big A goods. It may be remarked that this manufacturer has begun an advertising campaign whose text is "Big A goods for Quality."

About a dozen years ago E. J. Bliss of Boston conceived the idea of the Regal Shoe. Something over two million dollars has been spent in advertising this shoe, and an offer of five million dollars for the Regal Shoe trade-mark would be refused.

Instances could be given without number of the commercial value of the advertised trade-mark, but the foregoing will suffice.

The average manufacturer is in bondage to some one. His distributer, his jobber, his salesmen, or his retailers have him at their mercy. He recognizes these elements as his mediums of distribution and is afraid of them. The manufacturer selling an advertised trademarked article is absolutely independent. If his goods are right, and his advertising right, the retailer finds it easier to sell them than to explain why he fails to keep them. The question of price is not difficult on advertised trademarked articles. The salesman, the jobber and the distributer of an advertised trademarked article are in their proper places—they are the assistants of the manufacturer, not his boss. When the manufacturer trademarks his product he is making a step in the right direction. When he advertises that trade-mark he has taken the other step which leads to his independence.

Advertising Failure.

The following paragraphs are for the consideration of those whose faith in advertising has become weak, and who may need the encouragement of others' experience and wisdom.

A common error in advertising is to stop if one doesn't get immediate returns, or because "business is dull." In the first case one is disappointed without reason, for not sufficient time has been given to yield results. Those who look for prompt returns must think that the public has been just waiting for their advertisements to appear, and directly will make a headlong rush for the goods advertised. Stopping one's advertisement in dull times only helps to increase the dullness. Trade would be brisker if everyone kept on trying to make it brisker.

Failure of a trial advertisement has set more business men against advertising in general than any other factor in publicity,—which is a pity when one considers the unreasonableness of expecting much from a trial advertisement. It is like the first discord struck on the piano by the beginner. If a student becomes disgusted with such an initial effort he will never advance farther in his work; and if an advertiser abandons his advertising intentions because the trial or single advertisement has not proved remunerative, he will never get farther on towards the end desired.

* * *

To think that advertising indulged in for part of the year will leave a reminder in the minds of the public for the balance of the year is a besetting business sin.

* * *

Experienced advertisers know that from six months to several years are required to make advertising yield paying returns. Consequently there is no telling how much money will be required to keep things going until the psychological moment is reached when advertising begins to pay.

* * *

Never expect the first advertising to bring back its cost immediately—the average return is about 20 per cent., and the profits usually come from subsequent sales.

* * *

Advertising is a hard enough proposition at its best, even for established concerns. Think how much more difficult it must be for the new-comer who has not a single claim on the business world, to make his way against those who have been established for years, and whose connections have been of long duration.

* * *

A handful of sand thrown at a wall will make no impression,—a single pebble will leave some impression. A lot of small type does not catch the eye nearly so quick as a single word in bold, plain caps.

* * *

One brick never built a house, neither can one advertisement build up a business.

WM. BRAID & CO.
COFFEE IMPORTERS

How is your Coffee Trade?

BRAID'S BEST COFFEE is increasing in popularity every day because consumers appreciate its merit.

ARE YOU SWIMMING WITH THE TIDE?

If not, now is the time to change.
Don't let your neighbor outstrip you, as he surely will unless you carry a good stock of Braid's Best Coffees.
Bucking the current has carried down many a strong swimmer.

BRAID'S BLENDED COFFEES are the best for grocers to buy—

FIRST—Because they yield him a satisfactory profit.
SECOND—Because the quality never varies.
THIRD—Because they give the public better satisfaction than any other coffee sold.

These Coffees are a triumph of the expert coffee man's art. An order will make you a permanent customer of ours, and every sale a steady patron for you.

Write us for Samples

WM. BRAID & CO.,
Importers of Teas, Coffees, Spices, etc., VANCOUVER, B. C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

January 19, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—

	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 5 "	0 80
" 12, in 5 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
6-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

MAGIO BAKING POWDER.



Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 96
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 25
1 "	16 "	

JERSEY CREAM BAKING POWDER.

½ Size, 5 doz. in case	$0 40
¼ " 4 " "	0 75
½ " 3 " "	1 25
1 " 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ½ lb., 4 doz.	$ 45
OceanBaking Powder, ¼ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz $2 25

HOME BAKING POWDER, CO., MONTREAL.

Sizes.	Per doz.
2 doz. case ½ lb.	$2 40
1 " 1 lb.	4 75

1 to 5 cases, 5 per cent.
5 to 10 cases, 10 per cent.



EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

"BEE" BRAND BAKING POWDER.

6 oz. cases, 4 doz., per case	$3 50
10 oz. " 3 doz., "	4 00
16 oz. " 4 doz., per doz	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 15
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ½ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 15
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.



"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each ..... per lb. 16½c
"Sappbire"—14-lb. boxes, ½-lb. pkgs. per lb 12½
"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb. 10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.



JAMES' DOME BLACK LEAD.

	Per gross
5a size	$3 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	2 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 40
" 5-doz. 10c. "	0 85

Boeckh's Brooms.

Bamboo Handles, A, 4 strings	$4 50
" " B, 4 "	4 20
" " C, 4 strings	3 95
" " D, 4 "	3 70
" " F, 4 "	3 40
" " G, 3 "	3 10
" " I, 3 "	2 70

Cereals.

Wheat Oil, 2-lb. pkgs., per pkg	0 06
" 7-lb. cotton bags, per bag	0 13½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—

Hygienic, 1-lb. tins ..... per doz.	$6 75
" ½-lb. tins ..... "	3 50
" ¼-lb. tins ..... "	2 00
" fancy tins ..... "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 55

BATGER'S

STRAWBERRY JAM

IF YOU HAVE NOT ALREADY DONE SO — ORDER A TRIAL CASE OF 4 Doz.

NEW STYLE

SQUARE JAR WITH METAL AND CORK SCREW TOP.

DO IT NOW.

ROSE & LAFLAMME, MONTREAL.

People who have once used

PATERSON'S CAMP COFFEE ESSENCE

want it always. That is why it sells so well.

ROSE & LAFLAMME, Agents, MONTREAL.



Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs	3.75
" ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caracas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb tins,	4½ doz. to case	per doz.,	$ .90
½ " "	4 " "	"	2.40
½ " "	2 " "	"	4.75
1 " "	1 " "	"	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.



	Per lb
Mott's Bromo	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ½s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 28
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liquors	0 20

0 32
0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 580 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb, tins.	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44
Sweet chocolate powder—	
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	32c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	34c.
Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	33c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	35c.
Medallion sweet chocolate—	
3-lb. bxs., 24 bxs. in case, ¼-lb. pkgs.	44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	44c.
Milk chocolate—	
3-lb. bxs., 24 bxs. in case, ¼-lb. pkgs.	35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	35c.
Vanilla sweet chocolate—	
3-lb. bxs. 24 bxs., in case, ¼-lb. pkgs.	32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	32c.
Tid-Bit chocolate—	
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	30c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	30c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ¼-lb. pkgs.	23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs	23c.

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, qp. 4d. "	4 65





Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20





TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream, per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	$ 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20

High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1?

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCHEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30

15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 30
Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II. 40-lb. boxes	42½c.
" III. 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

G. H. & A. G. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$6 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

Of the many grades of Syrups sold in Canada the most satisfactory to handle is

Crown brand Table Syrup

—It is pure.
—It is clear.
—It has finest syrup flavor.
—It is all syrup.

Put up in Tins—

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ½-Brls., Kegs and Pails.

Freight paid on 5 cases and over to all railway stations East of North Bay.

FOR SALE BY ALL JOBBERS.

MANUFACTURED ONLY BY

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

63 Front St. East, TORONTO, ONT.
Works: CARDINAL, ONT.
164 St. James St., MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case $0 82
doz. packages (12 to a case) 0 75
doz. packages (12 to a case) 0 95

Cleaner.



	Per doz.
4-oz. cans	$ 0.90
8-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents.
The Davidson & Hay, Limited, Toronto

Food.

Per doz

Gelatine.

Per gross
Knox's Gelatines $16 75
Robinson's patent barley ½-lb. tins $1 25
" " " ½-lb. tins 2 25
" " groats ½-lb. tins 1 25
" " 1-lb. tins 2 25

Per doz.
" " 5 doz., at.. $ 1 40
" " 1 doz., at.. 1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz
Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—
12-oz. glass jars, 2 doz. in case, per doz. $0 95
2-lb. tins, 2 doz. in case " 1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb. 0 06½
7 and 14-lb. wood pails per lb. 0 06½
30-lb. wood pails " 0 06½
Pure Fruit Jellies—
12-oz. glass jars, 2 doz. in case, per doz. 0 95
2-lb. tins, 2 doz. in case " 1 60
7 and 14-lb. wood pails, 6 pails in crate per lb. 0 06½
30-lb. wood pails " 0 06½
Home Made Jams—
1-lb. glass jars (16-oz. gem) 2 doz. in case per doz. 1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb. 0 09
7, 14 and 30-lb. wood pails, 6 pails in crate per lb. 0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper per lb.	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5-lb. boxes per lb.	0 40
"Acme" pellets, 5-lb. cans per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$ 3 60
3 cases "	3 50
5 cases or more	3 40

Matches.

UNITED FACTORIES, LIMITED. Per case.

Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

	1 case.	5 cases.
Parlor—		
Imperial	$5 75	$5 50
Best	3 75	3 50
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat.

Wethey's condensed, per gross net $12 00
per case of doz. net 3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., -lb. tins per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins per doz.	0 85
" ½-lb. tins "	1 45

E. D. MARCHAU, Montreal.

"Condor," 12.lb. boxes—	
½-lb. tins per lb.	$ 0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars per jar	0 70
1-lb. jars "	0 25



Orange Meat.

Cases, 36 15c. packages... $4.50
5 case lots.... 4.40 (Freigbt paid.)
Cases, 20 25c. packages... 4.00
5 case lots.... 4.00 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass $1 50
" " quart gem jars 3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.
Cement stoppers (pints) per doz. $ 2 20
Corked " 1 90

Soda.

COW BRAND.



Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs box, $3 00.
ining 96 pcgs.), per

MAGIC BRAND.

Per case.

No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " (30 1-lb. " / 60 ½-lb. ")	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

"BEE" BRAND.

"Bee" brand, 8 oz., cases, 120 pkgs.	Per case
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	$2 75

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors per gross	$10 20
" black	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

BABBITT'S.



Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, bxs each doz., $2 per box.
WM. M. DUNN AGENT.



START 1905 RIGHT— by placing an order for

"PRINCE OF WALES"

Mocha and Java Coffee

Put up in 1 and 2 lb. (air-tight) tins

S. H. & A. S. EWING,

ESTABLISHED 1845

Montreal Coffee & Spice Steam Mills, - 53 & 55 Cote St., Montreal

Cor. Lagauchetiere St.



OHASER SOAP.

1 case	$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton.	$ 0 06½
No. 1 " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
ulinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

BEE STARCH CO., MONTREAL.

"Bee" brand, cases, 64 packages. 5 00

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 6 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch —	
1-lb. packages, boxes 40 lb.	0 07

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb.	0 06½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 06½
Canada Laundry, 40 to 46 lb.	0 05½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½



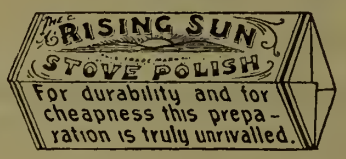
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

"BEE" BRAND CORN STARCH.

Cases 40 pkgs.	
San Toy Starch—	
10c. pkges, cases 5 doz., per case	4 75

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes. gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



DUNN, AGENT.



	pr. dz
Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 80
Blackene, 5-lb. cans, per lb.	0 10
Enameline stove dressing, per doz.	0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

"BEAVER" BRAND.

	Per case.
1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 60

SMALL'S BRAND—Standard.

	Per case.
1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 30



Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	
" " 120 ½-lb.	0 36



LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 40
" III 80-lb. boxes	0 36½
EMD AAA Japan, 40 lb "at	0 32½
" AA "	0 30
Blue Jay, basket fired Japan, 70 lbs.	0 27½
"Condor" IV 80-lb. "	0 32½
" V 80-lb. "	0 27½
" XXXX 80-lb. boxes	0 23½
" XXXX 30-lb. "	0 24½
" XXX 80-lb. "	0 21
" XXX 30-lb. "	0 22
" XX 80-lb. "	0 19
" XX 30-lb. "	0 20
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

Black Teas—"Nectar" in lead packets	
Green Label	retails 0 26 at 0 30
Chocolate Label	" 0 35 at 0 25
Blue Label	" 0 50 at 0 36
Maroon Label	" 0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb.	0 42½
" " —Maroon, 1-lb.	0 50
" " —Maroon, 1-lb.	1 50

"Condor" Ceylon black tea in lead packets

Green Label, ¼s, ½s and 1s, 60-lb. cases	retail 0 25 at 0 20
Grey Label, ¼s, ½s and 1s, 60-lb. cases	retail 0 30 at 0 23
Yellow Label, ½s and 1s, 60-lb. cases	retail 0 35 at 0 26
Blue Label, ¼s, ½s and 1s, 50-lb. cases	retail 0 40 at 0 30
Red Label, ¼s, ½s and 1s, 50-lb. cases	retail 0 50 at 0 34
White Label, ¼s, ½s and 1s, 50-lb. cases	retail 0 at 0 48

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.

	per lb.
No. 1	0 35
No. 2	0 30
No. 3	0 25
No. 4	0 20
No. 5	0 17½



LIPTON'S TEA (in packages).

Color of Label.	1 lbs. & ½ lbs. per lb.	Sold 1 lbs. for ½ lbs. per lb.
Ceylon-India, Ex. choice A Yellow	45	70
" " B Red	40	60
" No. 1 C Pink	35	50
" 2 C Orange	30	40
" 3 C L. Blue	22	30
4 C L. Green	20	25

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 30
" Amber, 8s. and 3s.	0 40
Chewing—Stag, bars, 10½oz.	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s.	0 44
" Currency, 12 oz bars, 12s.	0 47
" " 6½s. and 12's.	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½oz b'rs, sp'c'd 6½	0 51
" Pay Roll, 7s and 6½s.	0 52
" Fair Play, 8s. and 13s.	0 55

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ½-casks, 25 gals.	$5 45 $10 85
" casks, 60 "	10 25 21 40
Bottles, cases, 3 doz.	0 95 4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

1 case 50 5c. packages free with 5-case lots

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz
Washboards, Victor	$1 30
" Crown	1 35
" Improved Globe	1 50
" Standard Globe	1 80
" Original Solid Globe	1 80
" Superior Sld. Bk. Globe	1 95
" Jubilee	1 90
" Pony	0 90
Diamond King (glass)	2 90
Tubs, No. 0	11 25
" " 1	9 00
" " 2	8 00
" " 3	7 00
Pails, No. 1, 2 hoops	1 85
" No. 3, "	2 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. In case	$1 05
Gillett's cream yeast, 3 doz.	1 05
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " 3 doz. 5c.	1 00
" " 3 doz. 10c.	1 80

Try a barrel of

WILSON'S
PURE REFINED CIDER

if you want the best.

Ask for it. Take no other.

THE
W. H. WILSON CO.,
LIMITED
TILLSONBURG, CANADA

Dutch Chemical Works
AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS
Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY per doz. tins.....	2/3	4/-	7/-
PURE DUTCH COCOA per doz. tins.	4/3	8/-	15/-

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLIOATION.

C. & B.
Candied Peels

CROSSE & BLACKWELL, Limited
LONDON, ENG.

C. E. COLSON & SON, MONTREAL, Agents.

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To Owner
Cut Book 29
Page 4



Avoid This!

By using the

BELGIAN LAMP

King of 'em all. All sizes and styles. *Write now* for booklet with complete information.

GOWANS, KENT & CO.

TORONTO



"Perfectly clean from our kitchen to your customer."

There is no better Mince Meat on the market than

Wethey's Mince Meat

One try will satisfy your customers of that There is no better seller either. One try will satisfy you of that.

Perfectly clean, wholesome Mince Meat, done up in dainty packets. Why don't you sell it?

J. H. Wethey, Limited
ST. CATHARINES, ONT.

TWO GOOD SELLERS.

KKOVAH PLUM PUDDINGS.

Packed in 1-lb., 2-lb. and 3-lb. delft basins. A rich home-made English Plum Pudding. Put up in a clean and attractive form.

KKOVAH MINCE MEAT.

In 1-lb. and 2-lb. stone jars. A home-made Mince Meat of highest quality. Made by people who know how.

JAS. R. GREIG, MONTREAL, Sole Canadian Agent for Kkovah specialities.



Paid For Itself.

C. WILSON & SON, Limited, Scale Manufacturers,
TORONTO. HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

I have used your **BALL-BEARING COMPUTING SCALE** for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

Yours truly, _____

One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

C. WILSON & SON, Limited, **TORONTO.**

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Provision and Food Stuffs Trades of Canada.

VOL. XIX. MONTREAL AND TORONTO, JANUARY 27, 1905. NO. 4.



The Blueing of the clothes in the Laundry is always associated with the words

Keen's Oxford Blue

the selling of Blue by the grocers of the world is always profitable.

Sold Everywhere in One Ounce Squares—FULL WEIGHT.

PETIT CHOLAT

A Hard Sweet Biscuit with Chocolate Filling

A NEW BISCUIT

Send for a Sample

CHRISTIE, BROWN & CO., LIMITED, TORONTO AND MONTREAL

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29.

How is it ?

that when once we get a merchant to buy from us, he stays with us afterwards of his own free will ?

Answer that.

It is a fact that the men who buy

Wrapping Papers,
Twines,
Paper Bags,
Parchments,

and so on, never want to buy elsewhere. The money they save, the never-failing promptness of shipment, the courteous treatment—these are the things that appeal to them—the things that mark our service.

Haven't you an order ?

DOUGLAS & RATCLIFF LIMITED
Paper Merchants
30 W. MARKET ST., TORONTO

National Licorice Co.



Y. & S., SCUDDER and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.
Illustrated Catalogue on request.

Suffer from Headaches ?

We will send free to any dealer who suffers from headaches and who writes us a letter requesting it, a dozen of "Mathieu's Nervine Powders." This is an absolutely harmless and effective remedy—is sold low, giving dealers a good margin. Write us to-day.

J. L. MATHIEU CO., LIMITED
PROPRIETORS, SHERBROOKE, P.Q.
Proprietors also of Mathieu's Syrup of Tar and Cod Liver Oil.

While I Live I'll Crow

Advertise!

GET OUR BOOK.

100 Good Ads for a Grocery Store.

—Ready-made ads.—
BRIEF, BRIGHT, ADAPTABLE.

PRICE, $1.00

Sent "on suspicion." If you don't like it, return it. If you do, remit us $1.00.

THE CANADIAN GROCER,
10 Front E., - - TORONTO.

Tried Tested Trusted

"Tried and not found wanting"—that is the test that counts for permanent trade when you stock up with trusted goods. Quality counts in double-quick shape once you start the ball rolling. Here are goods "tried, tested, trusted"—goods that it pays to sell and recommend.

Here They Are!

"Thistle" Brand Maple Syrup

A rich, clear, clean Maple Syrup. A brand you can stake your reputation on. A brand "tried and not found wanting."

"Codou's" Macaroni and French Pastes

Made only from the **real** Russian Wheat grown in Taganrok. Tender and delicate beyond compare. Packed with tasteful labels, and full weight always. "Tried, Tested, Trusted."

Griffin & Skelley's Dried Fruits

Clean, rich, ripe—the pick of the pack always. Apricots, Peaches, Pears, Nectarines, Dried Plums, Prunes, Raisins. Full weight and highest quality there is or can be. "Tried and not found wanting."

Castile Soap "Shell" Brand

Seven per cent. more pure oil in it than in ordinary brands, hence its superior quality. A Castile Soap that leads all other brands in the Dominion. In one-pound bars and in pressed cakes. "Tried, Tested and not found wanting."

SOLD BY LEADING WHOLESALERS.

ARTHUR P. TIPPET & CO., Agents,

8 Place Royale, Montreal.

20½ Front St. E., Toronto.



None so Blind As Those Who Won't See.

THE CANADIAN GROCER can prove of valuable assistance to the selling end of any business which seeks trade among the grocery and general storekeepers of Canada.

We advance many plain, indisputable arguments to this effect.

And still there are some folks who can't see it.

Some who can't see how it's going to pay them.

And won't even invest a few dollars to find out.

Very few folks like this, but we would like to convince even them.

If we only could, we'd get a good deal of satisfaction out of it—and we know they would, too.

Don't you think they're blind to their own interests?

Here's a paper that finds a welcome in every worth-while grocery store from Halifax to Vancouver once every week—so can't you see that an announcement of any interest must surely command some attention?

The advertising columns of THE CANADIAN GROCER provide about the best way we know of keeping in close touch with all the grocers of Canada all the time.

You can see value in a paper like this—

Can't you?

The Canadian Grocer

232 McGill St., MONTREAL. 10 Front St. E., TORONTO.

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. A. LAMBE & CO.
TORONTO.
Grocery Brokers and Agents.
Established 1885

W. H. Millman & Sons
Grocery Brokers
TORONTO.

CALGARY.

Start the New Year Right

Increase your business by appointing us your Western Representatives. If you have anything to sell write us.

NICHOLSON, BAIN & JOHNSTON,
Wholesale Commission Merchants and Brokers
CALGARY, ALTA.
Head Office: NICHOLSON & BAIN, WINNIPEG.

VANCOUVER

THE GROCERY
Write or Wire CHAS. MILNE BROKER
VANCOUVER, B.C.

WANTED

The name and address of every grocer who does not sell

Chaser Soap

The Duncan Company of Montreal
P. O. Box 292.

WINNIPEG.

Dingle & Stewart
WINNIPEG, - - CANADA.
COMMISSION BROKERS.
Excellent Storage Accommodation.
Consign Your Cars to Us.

REGINALD LAWSON
MANUFACTURERS' AGENT
UNION BANK BUILDING
Correspondence Solicited
WINNIPEG, MAN.

EASTERN MANUFACTURERS
—AND—
SHIPPERS.
All EYES are turned on
MANITOBA AND THE WEST.
WE
Represent some of the leading houses in
CANADA and the U.S.
INCREASE YOUR TRADE. WRITE US.
NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.

BRANDON.

WE ARE HERE
To store, to ship, and if you wish, to sell, WE CAN DO IT. Consign your cars to us.
WILSON COMMISSION CO., Limited
Wholesale Commission Brokers,
BRANDON, MAN.



ROW'S GUM
1c. Lumps.
5c. Pkgs.
1c. Stick (in Pkg.)
5c. Bars
ROW & CO., Morristown, N.Y., and Brockville, Ont.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

BY ROYAL APPOINTMENT

CEREBOS TABLE SALT

Used like Common Salt, but contains the Vital Phosphates of Whole Wheat.

USED IN ALL THE ROYAL HOUSEHOLDS AND ALL THE BEST HOTELS AND FAMILIES IN EUROPE.

Sold wholesale by the following firms:

Montreal:	Toronto:	Winnipeg:	Victoria:	Vancouver:
D. H. Rennoldson.	W. G. Patrick & Co.	Kenneth Mackenzie & Co.	R. P. Rithet & Co., Limited.	Kelly, Douglas & Co.

H. G. W. TRADE MARK REGISTERED

CAPSTAN BRAND MINCE MEAT

Package Mince Meat

Put up in ¼ gross cases

2-lb. Pails, 2 doz. in Crate.
¼ " ½ " " "
25-lb. Pails. 75-lb. Tubs.
½-Barrels and Barrels.

The Capstan Mfg. Company, Toronto, Ont., Can.



A Favorite Relish

is the Canadian Relish



This relish is in demand with all leading grocers. It is on constant call by their customers—not once, but many times.

Goods marked with the brand "Sterling" are good goods — a guarantee always of a high-class article.

The T. A. LYTLE COMPANY, Limited

Manufacturers of High-Grade Pickles and Relishes

124-128 Richmond Street West, TORONTO.

Two Lines That Lead.

A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng.), produce **the** one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.

Your cool, commercial, common sense

tells you that nature has not put **all** the virtues of the tea plant into one little lonely isle, —other countries are equally favored, though in varying degrees. **JAPAN** produces the

cleanest,
healthiest,
most fragrant and
most delicious teas
in the world.

Try them,
show them to your customers, and
build up your tea trade.

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND"

MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.



ROSE & LAFLAMME, AGENTS, MONTREAL.



What is More Delicious?

IN THESE WINTER MONTHS THAN GOODWILLIE'S FRUITS? THEY RETAIN THEIR FLAVOR.

ROSE & LAFLAMME
MONTREAL

Be a Quality Grocer

Once a grocer has established himself as a quality man he has an asset which will pay him rich and lasting returns.

Customers who want cheap things regardless of quality are swept away from him by every bargain-sale wind that blows.

You don't want that kind of trade. You can't bank on it. It will never make you independent.

A HEINZ DEPARTMENT

is a Gibraltar.
Build one up.
Build upon it.

H. J. HEINZ Company — HEINZ — Pittsburgh U. S. A

57 VARIETIES.

CANE SUGAR SYRUP

We have a very fine lot of Choice Pure Cane Sugar Syrup, bright, sweet and heavy.

In Barrels, Half-Barrels, 2-lb., 3-lb., 5-lb., 10-lb. Tins.

For prices and samples write to

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

Agents

GEO. MUSSON & CO.,	TORONTO
JOHN W. BICKLE & GREENING,	HAMILTON
GEO. H. GILLESPIE,	LONDON
JOSEPH CARMAN,	WINNIPEG

IT IS NOT MALICE

that leads us to do all we can to stimulate the sale of

Ceylon Teas

We know beyond the shadow of a doubt that our teas are infinitely superior in quality, cleanliness and methods of preparation to all others. We know, too, that the public has said in the most emphatic manner possible that it wants Ceylon Teas. So we are doing just what is right to do under the circumstances.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for **Ceylon Black and Green Teas** on commission. Apply,

"COMMISSIONER,"

CANADIAN GROCER,
88 Fleet Street E.C. London, Eng.



If you have Money to Burn

Why! Go burn it. There is 10 times more satisfaction in burning money than in losing it in driblets. through carelessness of clerks, or disputed accounts. Who that has "pass-book" customers has not had accounts disputed and partially repudiated? The best way to avoid all complications and misunderstandings is as follows;

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

STOCK NOW.



Sutton's Worcestershire Sauce cannot be beaten for quality and price

G. F. Sutton, Sons & Co.

King's Cross
London, Eng.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

Our Grocery Cabinet

with 30 drawers, holding 10 pounds each, as shown at the Exhibition, is in great demand. Mouse, damp and dust proof. Price in oak, **$27.00**; in ash, **$24.00**, less 5 per cent. for cash. Cabinets made any size to suit your present shelving. Send us a trial order.

THE BENNETT MFG. CO.,
PICKERING. ONT,

REFRIGERATORS



WE GUARANTEE THE "EUREKA"

TO DO THE WORK for you every time. PERFECT CIRCULATION, PERFECTLY DRY AIR—PURE and COLD in hottest weather.

Write us for descriptive Catalogue, list of Testimonials, and see our Guarantee.

Eureka Refrigerator Co.
Limited
54 and 56 Noble St.,
TORONTO - - CANADA

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices throughout the Civilized World.**
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying, and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

——OFFICES IN CANADA——

HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada Toronto.



THE MOP THAT THE SUN NEVER SETS ON

USE HOT WATER

if you want to remove dirt—your customer knows this.

With a

TARBOX SELF WRINGING MOP

the **HOTTEST** water can be used because the hands need never be wetted. Your customers will certainly buy.

Order Tarbox Mops from your wholesaler.

TARBOX BROS., - Toronto.



FINEST GROWN IN GREECE.

approved by the Greek Government as being of superior quality and handsome appearance.



Packed solely for

W.H. GILLARD & CO., Wholesale Grocers, HAMILTON.



Keep Up the Standard

Amid all discussions regarding prices, one should remember the familiar truth that "good things are never dear."

There are poor things and bad things in all lines of trade, and these prove the dearest of all—even at the cheapest price.

They may "come low," as the saying is, but their cost is high, for they drive away trade.

Remember that not merely the "good," but the very best things in all the different grades are **Wood's Coffees**

CANADIAN FACTORY AND SALESROOM,

No. 428 St. Paul St., - - MONTREAL.

The Finest of all Imported

CASTILE SOAPS

is the

"SHELL" BRAND

every time

Get our prices before ordering elsewhere. Every box paper-lined

Soap turns out white and in perfect condition.

JAMES TURNER & CO., Wholesale Grocers. Hamilton.

BUYING BUSINESS SUPPLIES

By M. Martin Kallman in Saturday Evening Post.

THE purchasing department of the modern business house is ordinarily one of its most loosely organized and blindly conducted departments. To a scandalous extent purchasing agents are influenced by improper and dishonest considerations. No other department is so tainted by "business graft" as this—a condition which does not imply that the purchasing agent is naturally more dishonest than the other officers in the house organization, but that he is subjected to far greater temptation. On the other hand, there are thousands of purchasing agents whose integrity has stood the test of hot and steady fire—and who are still far short, in point of efficiency of what they should be, their inefficiency being less the result of their own shortcomings than of defects inherent in the general system under which they do their work.

Consider the nature of the demands made upon the purchasing agent of a fairly large commercial house or industrial concern. He is required to buy everything in the nature of supplies from a paper of pins to a trainload of coal—and that is putting it mildly, for in some instances the coal bought by one purchasing agent equals the entire output of a mine. The variety and diversity of the articles which he must procure is simply astonishing, and yet he is supposed to have a knowledge of all these articles that will enable him to buy them "closely" and economically—a supposition which is one of the weakest points of the system as it is commonly conducted.

Comparative Statement.

Any system involves a certain degree of red-tape; that cannot be avoided. Consequently, in any business organization not of the most elemental kind it is necessary for the main executive officials to get an idea of the results attained and the progress made by their subordinates through the agency of the "comparative statement." Very often, however, the comparative statement shows only the surface indications, is but skin deep, and does not get down to the real facts or reveal them to the official for whose eye the statement is prepared. I am forced to the conclusion that in few, if any, departments of the modern business organization is the comparative statement or report more superficial and misleading than in the purchasing department.

Why is this so? Because, inevitably and unconsciously, the purchasing agent comes to feel that his superior will mainly judge of his work in the matter of "close prices," of "inside buying." When once this idea gets possession of the purchasing agent his ambition is centred in making a showing for buying all of his supplies at less than the ruling market price. He wishes his comparative statement to show that every item purchased was bought at a price lower than the ruling price, and lower than his competitors might naturally be expected to pay.

Cheapness Outbids Quality.

His tendency to attach an exaggerated importance to this difference in price regardless of the total amount actually "saved" naturally increases with time, becomes a settled habit, and leads him into two grave errors: overbuying, in order to get a lower quantity price, and a lowering of his quality standards. He becomes willing to have the quality of supplies shaded down to permit him to make a more impressive showing on the score of low prices.

The items of printing and stationery illustrate admirably the vice of overbuying. The purchasing agent gets a requisition for, say, 10,000 blanks of a certain kind, and calls in the representative of the printing house for figures on the bill. The solicitor, if he is a good one and up to the tricks of the trade, will do a little calculating like this:

"Can't give them to you at less than five dollars at that quantity. Take 25,000, and I can put them down to three dollars and forty-seven cents."

The difference in price is impressive; it will look well on his report, and so the purchasing agent orders 15,000 more than the requisition calls for, or else he has the requisition changed.

And what is the result? Simply this: by the time two-fifths of the blanks are used the "form" must be changed, and 15,000 are so much waste paper.

The same thing occurs in buying almost every other kind of supplies. The purchasing agent does not have a sound idea of the quantity of a certain article that should be bought—very likely it is next to impossible for him to be really informed on that detail—and then he feels that he must secure the large and showy concession of price. In this manner and from these causes many a purchasing agent is every year entrapped into wasting thousands of dollars.

How to Avoid Wasting.

First, either by a departmental distribution of authority to purchase supplies, or by giving the head of each department a check upon the purchasing agent in the matter of quantity and quality of supplies peculiar to that department. In short, the head of the department using a certain supply must be better informed than any other person as to the quantity, quality and price of the article in question, and should, therefore, have a direct "say" on this point and be held responsible for overbuying and for inferior quality.

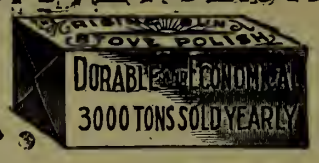
Second, the analysis of the purchasing agent's report on the part of the superiors to whom he is directly responsible should be far more searching and intelligent than it usually is—so much so that his mind will be effectively disabused of the idea that low prices are the main consideration asked from him. Real, practical, net economics of the long-time and far-reaching sort are the only kind of credit marks by which the work of the purchasing agent should be judged. Of course, this is, to a considerable extent, the basis in the houses having the soundest management and a system that works out the real spirit of organization instead of the "dead letter of the law."

But the other kind is altogether too common, and the "price showing" is the thing which very generally blinds the purchasing agent, so that he fails to get a fair view of what he has really accomplished, or to give that view to his superiors in his reports.

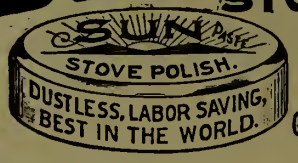
Sound Judgment Needed.

Good, level-headed judgment on the part of the purchasing agent is required

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

to keep a proper balance in his work, to give the requisite amount of time and care to the really important items. Too often the time which this executive should give to the big matters in his field is eaten up by the multiplicity of smaller ones.

I recall a case in which a purchasing agent—and a very conscientious one, too—gave so much time to the smaller matters that he was caught with an insufficient supply of coal. He worked for a large manufacturing concern which, because he had not given sufficient study to coal conditions, faced the alternative of going into the open market and paying almost a prohibitive price for coal or closing down and throwing hundreds of hands out of employment. In one sense of the word, that purchasing agent was not to blame for the costly predicament in which the concern found itself; he was expected to bestow so much detailed care upon the buying of a few dollars' worth of stationery, to put in so many hours beating down prices on little things, that he had no time in which to think for his employers, to look a long way ahead in the matter of coal and other supplies running into big money. In fact, he confessed that he felt obliged to put in about as much time haggling over a printer's bill of $100 as in contracting for a season's coal.

Overlooking Opportunities.

Because of this sort of thing, and also because of the feeling that he must show a concession in price, the purchasing agent is constantly overlooking opportunities actually to benefit his house. Here is a fair example of the way this tendency operates: A very large manufacturing house decided to install a modern office system, and sent for an expert who was the inventor of several of the devices used in the system, and who understood the whole matter completely. He was asked to quote prices on the equipment, and did no, his bid containing a clause to the effect that he would personally install the system and instruct the office force in its use. This part of the matter was either overlooked or ignored, and the purchasing agent at once started out to see if he could "beat the first man's figures."

Apparently this was the only consideration in the agent's mind. He had no difficulty in finding a firm which contracted to furnish the supplies at a lower figure. After the office equipment was received the question of its installation came up—and the purchasing agent found that on this score he had figured without his host. Eventually he discovered that the cheapest way in which he could get the equipment installed and the employes adequately instructed in the operation of the system was to employ the man who had been underbid and pay him a fee for his services, which would have been given without charge under the original arrangement.

To Improve Purchasing Department.

Perhaps the most important particular in which every purchasing department is open to improvement, not to say reform, is in the matter of recording the information necessary to its successful operation. Like the credit man, the purchasing agent is inclined to keep the most valuable information of the department "under his hat." This puts him in the position of being able to dictate to his employers and to make them feel that he is indispensable.

Every house should be in position to discharge its purchasing agent on an hour's notice without crippling the work of the department. In other words, the archives of the department should contain every item of information regarding every phase of the work necessary to place the new purchasing agent in complete control of the situation. Not only should this information be so tabulated and classified as to indicate the quantity, quality and prices of supplies used, but it should also focus before the eye the complete situation regarding the present amount of and probable demand for the more important supplies. Whatever may contribute to a better knowledge of the present and future "market conditions" of a leading supply should have a place in the archives—and be so recorded that its relative importance will be seen and realized.

Some, not to say most, purchasing agents seem to think that if their office system shows from whom the supplies have been bought, the quantity of each article used and the prices paid, then their exhibit is complete and satisfactory. This kind of a record takes in only the A B C of the supply-buying business. The record should go beyond the houses from which goods are bought and deal with the personalities with which the purchasing agent transacts his business.

Character Information.

The cards of the file should give the new purchasing agent a clew to the "personal equation" in each house, should furnish him with that sort of information which is gained by close personal acquaintance—in a word, with "character information." Particular attention should also be paid in the purchasing department to all literature and information relating to scientific progress in lines having a direct relation to the processes for which supplies are bought.

Here is one place where the difference between a routine man and a thinking man will show most clearly. The pur-

LIPTON'S GOODS

FULL LINES IN STOCK

Tea (all prices)
Coffee
Pickles
Vinegar
Worcester Sauce

Coffee Essence
Chocolate
Jellies (all flavors)
Jams, Jellies and Marmalade

Lime Juice
Pastes (Shrimp, Anchovy, etc.)
Curry
Capers

Also a nice assortment of English Candies, Fruit Tablets, Caramels, etc.

Ask our travellers for prices, etc.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

MEDITERRANEAN FRUITS

RIERA'S "MAPLE LEAF" Selected and 4-Crown Valencias,
Zini's Fine Filiatra Currants,
Tarragona Almonds,
Filberts, Etc., Etc.

CONSIGNMENTS ARRIVED

Wholesale grocers should communicate with

D. RATTRAY & SONS

General Commission Merchants

QUEBEC **Montreal** **OTTAWA**

OUR travellers are with you once more with their annual bargains in all grades of

TEAS

See their samples before purchasing.

BALFOUR & CO., **Wholesale Grocers** ***HAMILTON***

chasing agent who has a broad and progressive mind will make this feature of his system invaluable, for by it he and his house will be kept in pace with progress and will be the first to have those improvements which are practical and which make for economy and efficiency in the business world.

In so brief an article it is impossible adequately to suggest the general points in regard to buying supplies which should command the attention of the careful business executive: but one thing, at least, should be clear to him: no other department will give him a better return for close and unflagging scrutiny than this, and no other department requires better poise and balance. Conducted with too much conservatism, however, this will cramp the operation and cripple the efficiency of the whole business. I recall an instance where red-tape and delay in purchasing a fifty-dollar tool cost a manufacturing concern several hundred dollars. On the other hand, a careless, incompetent or lavish purchasing agent can soon wreck the profit account of a large and prosperous concern. Any chief executive who does not see to it that his purchasing department is in efficient hands, and that the system on which it is conducted is the best known, does himself, his associates and even his employes, a grave injustice.

RETURNED
JAN 27 19 5
Owner
Book 29
Page 36

L. Lalonde, general merchant, Chelmsford, has assigned to Clary & Buchanan, Sudbury; meeting of creditors called for Jan. 28.

AUTOMOBILING ROUND THE WORLD.

THE accompanying illustration entitled Automobiling Round the World, is one that will be of interest to readers of The Canadian Grocer. The reproduction is from a photograph taken at Medicine Hat, N.W.T., last September, for which we are indebted to D. H. Bissell, western representative of E. W. Gillett Co., Toronto.

Mr. Bissell is the man at the extreme left side of the picture with the sample case in one hand. The man at the wheel and the owner of the machine is Chas. F. Glidden, a millionaire of Boston, Mass. Permission was granted him by the C.P.R. authorities to make the trip over their tracks to Vancover, providing he carried a crew consisting of conductor and engineer, and with understanding that the machine would be run on schedule time. The trip was successfully made and on New Year's day Mr. Glidden and his wife, who is shown in photograph,, cabled from Suva, the capital of the Fiji Islands.



Automobiling Round the World.

Mr. Glidden has now traveled about 25,000 miles in his car and before he ends his tour in 1906, will have covered 40,000 miles if his schedule be carried out. From the Fiji Islands he goes to New Zealand, Australia, New Guinea, Borneo, Sumatra, China, India and Africa. Readers will observe that car wheels were substituted for regular wheels which are used on automobiles.

The man sitting beside Mr. Glidden is the conductor and the other man is the engineer.

INQUIRIES FOR CANADIAN TRADE

THE following inquiries concerning Canadian trade have been received from Manchester, Eng.:

No. 74. A number of Manchester wholesale fruit dealers desire correspondence with Canadian apple exporters, to purchase outright, or have fruit shipped on consignment.

No. 76. Manchester dealers in turkeys, geese and chickens are prepared to handle large quantities of Canadian poultry, and wish to be placed in touch with the Canadian shipper.

No. 78. A large soap manufacturer, who can use very large quantities of box-boards desires to get in touch with Canadian shipper of same, who can keep him supplied with regularity.

The following inquiries for Canadian trade have been received from Leeds, Eng.:

80. A Hull commission man desires an agency for Canadian houses in dried fruit and provisions; first-class references would be given and expected.

81. A large firm of long-established soap manufacturers for milling purposes desires direct communication with woolen mills in Canada desiring the same, namely: White curd soap, mottled soap in bars, pure oleine potash soap in barrels, dry concentrated 95 per cent. powdered soap in bags and for scouring, potash soft soap in barrels, carbon ash in bags.

The following inquiry has been received from Bristol, Eng.:

No. 11. A British firm desires to be brought in touch with exporters of butter, cheese and bacon.

The names of the firms making these inquiries with their addresses may be obtained upon application to the Department of Trade and Commerce, Ottawa.

Those desiring such information will be careful to give the office under which the respective inquiry appears and the number.

FREDERICTON GROCERS COMBINE

The wholesale grocers of Fredericton, N.B., have formed an association to control the price of flour in the local wholesale market. An effort is also being made to form a similar association among the retail grocery trade to affiliate with the wholesalers' association.

SELLING AGENTS WANTED.

A London firm are anxious to appoint sole selling agents in Montreal and Toronto for olive oil. Those interested may be put in communication by addressing Advertising Manager of The Canadian Grocer.

Why This "Trio" Wins

OUR PRICE-LIST IS YOURS FOR THE ASKING. SEND FOR IT.

Boeckh's Brushes, Boeckh's Brooms and Cane's Woodenware, win trade every day of the year because they are the "standard goods of Canada." The Grocer who buys them can't possibly lose money or trade because, first, their quality wins confidence; second, confidence holds business. Like gold dollars, they pass for full face value everywhere and at all times—their value is the same to-day, to-morrow and a year from now. Their name and fame are the result of years and years of constant, steady growth, of confidence in quality in the minds of the great Canadian public.

With the most desirable stock of bristles that money and skill can buy in European markets always on hand, with lumber yards always containing a great stock of domestic woods and imported veneers, with the largest and best equipped factories of their kind in Canada, then why shouldn't Boeckh's Brooms and Brushes be a product worthy to be known as "the standard goods of Canada."

—With a plant and timber yards covering over twenty-five acres, with the newest and most complete machinery, with twenty-four kilns for dry-kilning, with extensive timber lands to draw from (owned by the United Factories), then why shouldn't Cane's Newmarket Woodenware take first and foremost place in the mercantile world?

The "Trio"

BOECKH'S BRUSHES
BOECKH'S BROOMS
CANE'S WOODENWARE

Aren't all these pretty good reasons why this "Trio" wins?

UNITED FACTORIES, Limited

Head Office: TORONTO, ONT., 80 York St.

BRANCHES—Montreal, Que.; London, Ont.

—MANUFACTURERS OF—
Boeckh's Standard Brushes
Bryan's London Brushes
Cane's Newmarket Woodenware

NEW ORLEANS

MOLASSES

In Brls., Half Brls., and Tins to retail at 10c, 15c.

THOS. KINNEAR & CO.

Wholesale Grocers, = 49 Front St. E., Toronto, Canada



Business Changes

ONTARIO.

A. HUNTER, grocer, Brampton, has assigned to Geo. Broddy; meeting of creditors called for Jan. 30.

Wm. Franklin, general merchant, Lancaster, has compromised.

Precious & Co., grocers, St. Thomas, are offering to compromise.

J. T. Bryden, grocer, Dresden, has sold out to J. R. Johnston.

The business of T. Smith, grocer, London, is advertised for sale.

H. S. Watkins, tobacco dealer, Toronto, has assigned to A. Asher.

J. H. Roberts, general merchant, Actinolite, has been burnt out.

Wm. J. Wright, confectioner, Drayton, has sold out to Wm. Richards.

L. W. Myers & Co., grocers, Stratford, have dissolved partnership.

R. Howell, grocer, Millbrook, has assigned to R. W. Clarke; meeting of creditors held Jan. 26.

The stock of J. & S. Shiels, grocers, Gananoque, was advertised to be sold by bailiff, Jan. 21.

The stock of R. Burns, general merchant, Floradale, is advertised for sale by tender Jan. 25.

The stock of Hazell & Son, grocers, provision and liquor dealers, Hamilton, is advertised for sale.

QUEBEC.

A. Godbout, grocer, Quebec, has assigned.

B. N. Reid, general merchant, Alywin, is dead.

P. Dubuc, grocer, Montreal, has compromised.

The assets of P. St. Arnaud, grocer, have been sold.

A. Lanclot, general merchant, St. Constant, is dead.

We can interest you in

RICE

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

The assets of D. Brault, grocer, Montreal, have been sold.

N. Henrichon, general merchant, Lake Megantic, has assigned.

The assets of W. Boissonault, grocer, Quebec, were sold Jan. 19.

F. Gandoreau, grocer, Montreal, has assigned to Kent & Turcotte.

The assets of W. Boissonneault, grocer, Quebec, have been sold.

N. G. Bedard & Co., grocers, Montreal, are offering to compromise.

The assets of P. Hebert, general merchant, St. Maurice, have been sold.

Nault Freres, grocers, Montreal (St. Henri), have dissolved partnership.

The assets of A. Bolduc, general merchant, St. Evariste, have been sold.

The assets of C. Dionne & Co., general merchants, Fraserville, were sold Jan. 26.

A. Ducastel, manufacturer of confectionery, Montreal, is offering to compromise.

Chas. Winter, general merchant, Grand Mere, has assigned; meeting of creditors held Jan. 24.

The assets of H. E. Martinette & Co., general merchants, St. George East, have been sold.

Jos. Paiement, grocer and liquor merchant, Montreal, has assigned to Chartrand & Turgeon.

G. E. Frigon, general merchant, Chicoutimi, has assigned to V. E. Paradis, provisional guardian.

H. Boulais and F. Boulais have registered under style of Boulais & Frere, grocers, St. Hyacinthe.

The assets of Fountaine & Freres, general merchants, St. Cyrille De Wendover, were sold Jan. 23.

H. Trudeau and H. Leger have registered under style of Trudeau & Leger, grocers and butchers, Montreal.

E. E. Legendre, general merchant, St. Martine De Courcelles, has assigned; meeting to appoint curator held Jan. 20.

MANITOBA AND N.W.T.

K. Boez & Co., grocers, Regina, have dissolved partnership.

J. C. Lang, general merchant, Millbrook, has disappeared.

Squires & Wood, grocers, Calgary, have dissolved partnership.

J. P. Bernier, general merchant, St. Claude, held a meeting of creditors, Jan. 23.

Alexander & Law Bros., millers, Brandon, have been succeeded by the Alexander Milling Co.

The sheriff is in possession of the stock of the Francis Trading Co., general merchants, Francis.

NEW BRUNSWICK.

D. J. Purdy, grocer, St. John, has suffered slight damage to stock by fire.

NOVA SCOTIA.

Newcombe Bros. & Co., general merchants, Hantsport, have dissolved partnership.

A GENERAL MERCHANTS' ASSOCIATION.

Among the important events slated for Bonspeil Week in Winnipeg, is the meeting for permanent organization of the General Merchants' Association of Manitoba. Last August a preliminary organization meeting was held and although the meeting was not largely attended gratifying assurances of sympathy and promises of support were received from numbers of general merchants who, because it was a busy season, were unable to attend. The meeting for permanent organization is being held at a quiet time of the year when many merchants will be in the city on other business or for pleasure. The meetings are to be held in Trades and Labor Hall on February 8th and 9th at 1.30 p.m. The movement is one which should command the hearty support of the general merchants of Manitoba.



Upton's

HOME-MADE

GRAPE-FRUIT

MARMALADE

The latest table delicacy made by

UPTON

Your Co-operation is Wanted

TO DOUBLE THE SALES OF "HALIFAX," "ACADIA" and "BLUE-NOSE" BRANDS OF PREPARED CODFISH, and of HALIFAX SHREDDED CODFISH, and HALIFAX FISH CAKE in 1905.

IT WON'T BE HARD WORK.

ALL YOU NEED TO DO IS TO HANDLE THE FISH AND DON'T KEEP SILENT ABOUT HAVING THEM IN STOCK.

THE FISH WILL DO THE REST.

EVERYWHERE THEY ARE USED CONSUMERS HAIL THEM AS THE TASTIEST FOOD THEY'VE EVER HAD.

BLACK BROS. & CO., LIMITED

HALIFAX and LAHAVE, N.S.

A. H. BRITTAIN & CO., Agents, Board of Trade Building, MONTREAL
REGINALD LAWSON, Agent, - - WINNIPEG, Man.
CHARLES MILNE, Agent, - - - VANCOUVER, B.C.

FRESH AND CURED FISH

Failure of New England Fisheries.

MANY are the reasons advanced for the failure of these fisheries, but the true cause is Man. For three hundred years, in and out of the spawning season, he has ruthlessly preyed on the supposedly inexhaustible supply with never a thought of the morrow. With nets, pounds, weirs and other instruments of destruction, not satisfied with catching the fish themselves when about to spawn, he even destroyed the spawn itself—what little found its way to the breeding ground.

Time was when mackerel were caught with the "jig" (hook and line) or with "drags"—small nets dragged behind schooners. These two methods were always effective. Fish remained plentiful, the fisherman made enough money to provide himself with even the luxuries of life, and the price of mackerel remained within the means of the poorest laborer. Then the country grew, facilities for shipping fresh fish to greater distances improved steadily, the fisherman became too affluent and lay awake night devising means how to triple his income. Thousands of fish lifted out of a school became an absurd proposition in his eyes. Entire schools he wanted, two hundred thousand or more at a time; if possible—never mind whether they had or had not spawned. Both fixed and portable nets and traps he invented.

Chief among the apparatus used for catching fish while in a fixed position are traps, pounds and weirs. The trap consists of an oblong inclosure of netting on three sides and at the bottom, anchored securely by the side of a channel. Into this the fish enter, and, the bottom of the net being lifted to the surface at the open end, the fish are penned in and driven into a lateral inclosure where they are kept until needed.

The pounds and weirs are far more destructive. These are adapted not only for taking but, many of them, for retaining the fish until convenient to remove them. They are of various construction, depending upon various conditions—the nature of the water, the tides, the nature of the shore, the kind of fish to be taken. The most common form consists of a fence netting extending fifty or one hundred fathoms into the sea, at right angles to the shore line. The outer end of this straight fence, or wall, is carried into a heart-shaped inclosure of netting, the apex of the heart connecting with a circular "bowl" of netting, the bottom of which lies upon the ground at a depth of twenty or thirty feet. In its course along the coast a school strikes one of these fences, follows it seaward, hoping to swim around it, and continues along the "leader" until it reaches the end which is the entrance to the heart. Here the school swims around and around for a time, the only avenue of escape seeming to be through the apex into the bowl, wherein they circle and circle, seeking vainly for an outlet.

The weirs differ from these pounds chiefly in being constructed in part or in whole of brushwork and narrow boards, with or without netting; and they are often so arranged that at low tide a sand bar cuts off the escape of the fish, leaving them in a basin inside.

But of all the deadly traps of wholesale slaughter perhaps none can equal that portable contrivance, now carried by every fishing schooner, the purse seine. This seine is a net half a mile long and thirty feet deep provided with heavy iron rings along the lower edge to sink it perpendicularly. A rope passed loosely through the rings enables the net to be drawn shut. Entire schools of hundreds of thousands of fish were trapped in this contrivance and scooped to the decks of the schooners. So hugely successful were these nets from the very first, that each vessel was provided with one, and millions upon millions of fishes—on their way to the spawning ground where each female would lay from ten thousand to ninety thousand tiny eggs—were taken.

Often a single haul of these nets was so successful that more mackerel were taken than could be carried away. Then the largest and best specimens were selected and the smaller ones, dead or dying, were thrown back into the sea. Schooner after schooner, with decks and holds crammed full of mackerel, staggered into port only to find the market glutted by earlier competitors. So abundant were mackerel that even in a market so strong as New York's, the fish were sold at fifty cents a hundred, and, frequently, street hucksters could fill their wagons for twenty-five cents a load. In fact, times there were when it was impossible to give the fish away, and the vessels had to put out of the harbor and dump their loads out at sea. In 1885, it is estimated from thirty thousand to forty thousand barrels of mackerel were thus caught and, spoiled, were thrown into the ocean to get rid of them.

And, worse, while this destruction was going on from the time the schools reached Hatteras to the time they were again bound for their unknown quarters in deep water, at Newburyport, a criminal, wasteful war was waged against these splendid fish. Here where the coast is irregular and where there is a difference of twenty or more feet between high and low tides, fishermen-farmers caught mackerel by the wagon-load to spread on their acres in place of manure, or else to feed them to their pigs. The fishes would enter a cove to lay their eggs; when ready to retreat they would find a net stretched across the entrance of the retreat, and a tide falling fast, until at last entire schools were left high and dry. Then the farmers would drive in with teams, and with shovels and pitchforks load their wagons and spread the mackerel to fertilize the soil.

The most potent of all the reasons for the failing of these fisheries is best given in the words of Captain "Sol" Jacobs, "King of the Mackerel Fishers" at Gloucester, who said:

"The chief crime against the fisheries is the practice of catching mackerel during the spawning season. If one-tenth of the eggs of the spawn mackerel caught last season had matured mackerel would be plentiful this year along our shore."

It is easy to understand why, after severe fishing along a certain stretch of the coast, the supply of fish will be reduced to a considerable extent, for, although the supply of fish in the sea may be practically inexhaustible, yet, if the fish of a particular region are all caught there is no hope that others from surrounding localities will take their place. The exhaustion of a local fishery is not like dipping water out of a bucket, where the vacancy is immediately filled, but is more like scooping lard out of a keg, where there is a space left that remains an empty hole, unoccupied by anything else, for it is a habit of fish to spawn on the ground where they were hatched, and the fish of any particular spawning ground having been destroyed, no others will come to take their place.

Other reasons, too numerous to mention within the space of a magazine article, are advanced to explain the decline of these fisheries. But the only tangible one which we may hope to control is their devastation by the fishermen, and the sole remedy is to regulate

the pounds and traps and the purse seines during the spawning season.

The quickest and surest remedy would be their legal abolition for a series of years. This, however, might prove a harsh measure, and their regulation would probably suffice to restore the fisheries to their former flourishing condition—even as they exist undiminished in Canada to-day, where stringent laws have protected them.

Almost forty years ago, in 1865, our New England fisheries showed their first alarming decrease. Since that time the supply of fish has been going down steadily. In 1871 and 1872, the United States Fish Commission investigated the subject and recommended the passage of Federal laws restricting the operations of traps and pounds and weirs to certain days throughout the spawning season. Not a law has been passed to protect the mackerel, however.—Pearson's Magazine.

Fishermen Opposed to Close Season.

THE attempt of B. C. cannerymen to obtain a closed season for sockeye fishing on the Fraser River during 1906 and 1908 has resulted in organized opposition from the fishermen, among whom a resolution was passed last week for presentation to the Federal Government embodying the following clauses:

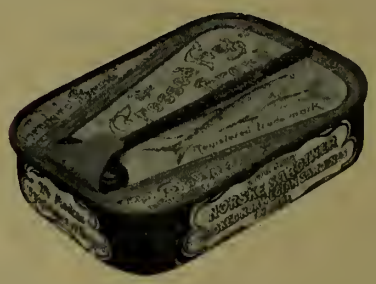
1. That there be no closed years for sockeye fishing on the Fraser River.

2. That the uppermost limit of the fishing-grounds on the Fraser River be the Mission bridge.

3. That no limitation of less than eighty meshes be set by the Government on the depth of gill nets.

The fishermen are opposed to the canners on almost every item of the latter's resolutions, but especially the one recommending close seasons in 1906 and 1908. The plea of the canners is that the fish have no chance to get to the spawning-grounds. It is pointed out by veteran fishermen that although 1902, 1903 and 1904 were all virtually closed years on account of the strikes, there were no more fish on the grounds then than in other years. It is their opinion, moreover, that since 1905 is expected to be the big year, the canners hope to get big pack, which they will be able to dispose of in 1906 at advantage, without catching any fish that year. They further point out that the resolution of the canners calls only for the closing of the Fraser River fishing-grounds, while many of the canners most prominent in the movement own canneries in Northern British Columbia waters, which they could operate meanwhile. The fishermen are quite willing to have close seasons in the course of the week, but claim that a complete close season is out of the question.

The canners want to have the depth of nets limited to sixty or sixty-five meshes, but the fishermen think that if a limit is to be set at all it should be not less than eighty. While the canners would see the New Westminster bridge set as the highest boundary of the fishing-grounds on the Fraser, the fishermen want to fish as far up as the Mission bridge.



All Grocers Should Stock
THE STAVANGER PRESERVING CO'Y'S
Crossed Fish Brand
Norwegian
Smoked Sardines
Selected Fish—Pure Olive Oil—Patent Decorated Tins
AGENTS FOR CANADA
W. G. Patrick & Co., - 29 Melinda Street, Toronto
British Manfrs. Agency Co., - - Vancouver, B.C.

SOCKEYE **SALMON**







"Sovereign" and "Lynx"
Brands
ARE THE OHOICEST IN THE MARKET.
EVERY TIN GUARANTEED.
TO BE HAD OF ALL GROCERS.

1904 NEW PACK



TRADE MARK REGISTERED

"Horse Shoe"
SALMON
NOW IN STORE
SUPPLIES ARE LIMITED OWING TO SHORT CATCH

ORDERS SHOULD BE PLACED EARLY TO AVOID DISAPPOINTMENT.

1-LB. FLAT TINS ARE PERFECTION AND CAN BE CONFIDENTLY RECOMMENDED.

THE STANDARD OF QUALITY FOR BRITISH AND CANADIAN TRADE.



ANOTHER GOOD LINE

We don't know anything

that will build up trade and bring new custom so surely as

HERSHEY'S MILK CHOCO

Box of 48 5c.-cakes $1.80. Box of 24 10c.-cakes $1.75.

JOHN SLOAN & CO.

Toronto Belleville



INGERSOLL, CANADA—FACTORY.

AN EASY ONE.

Added to our splendid assortment of GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St. Louis, Mo., 1904.** Proven the **purest and best,** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.



Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904.

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MATTHEWS' ROSE BRAND

Breakfast Bacon makes it particularly acceptable to the connoisseur, who knows the luxury of our English Mild Cure.

Special quotations to large buyers. Write us for quotations on "Rose Brand" meats.

The George Matthews Co., Limited

ESTABLISHED 1868.

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Lard is Cheap

Butter is Dear

Now is the time to buy good lard and we can give you the best kettled lard on the market. Send us your order before prices advance.

TIERCES, KEGS, PAILS, TINS, ONE POUND CARTONS

F. W. FEARMAN COMPANY, Limited.

HAMILTON, ONT.

PURE LARD

We manufacture that very Desirable Quality that pleases your Customers,

ABSOLUTELY PURE

OUR TEN-POUND WOODEN PAILS ARE GOOD SELLERS AND TRADE-WINNERS.

The Park, Blackwell Co., LIMITED

PORK AND BEEF PACKERS,

TORONTO, ONT.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Dairymen Convene.

THE annual convention of the Western Dairymen's Association in Stratford, Ont., on January 17, 18, 19, marks another stage in the development of an industry in Ontario now ranking among the most valuable of Canada's commercial assets.

The Canadian Grocer has emphasized again and again the national significance of these conventions in which technical experts and practical farmers meet to discuss problems connected with the scientific and commercial improvement of dairying. For instance, it is of utmost importance for the dairy farmer to keep the proper class of cows and supply feed of a certain quality. One of the reasons why so many Canadian farmers have not been more successful in dairying is that they have been careless in the selection, feeding and care of stock, so much so that there are scores of herds throughout the country not even paying for their keep. The same judgment should be exercised in selecting cattle as in picking out farming machinery.

PRESERVATIVES.

In reviewing the Canadian export trade in butter for the year 1904, it is interesting to note that the demand in Great Britain is principally for saltless butter. On this account the use of preservatives in both milk and butter is coming more and more into favor among dairymen, the British trade going so far as to recommend the use of preservatives in an amount not exceeding a half of one per cent. The most common preservatives in use are the borax preservatives, such as borax acid and borax with other ingredients generally sold in the form of a white powder. In an article like butter in which the preservation of its original peculiar, delicate flavor is of first importance, any material which helps to retain this is of particular value. Salt answers the purpose; this, however, will not answer in the English market, which is the destination of most of our export butter. It would seem that if Canada is to retain or increase her trade in butter with Great Britain, she must use preservatives.

The preservatives in use at the present time are thought in certain quarters to be harmful; in view of this the association petitioned for protection against the sale of harmful preparations and recommended that all preservatives be subject to Government inspection, but that their use for domestic purposes be discouraged as much as possible.

SUITABLE PACKAGES

Another matter of vital importance to the export cheese trade is the having of suitable packages. Considerable fault has been found during the season just



Robert Johnston, President of the Western Dairymen's Association for 1905.

closed on account of the inferior quality of the boxes used. The sides were cut too thin, and in many cases too many pieces were used in the construction of the lids and bottoms, making a weak, flimsy box throughout. The convention strongly recommended that box makers cut the siding of the boxes not less than 4 to the inch and not more than three pieces in the formation of a head or bottom. In a number of instances cheese were sent in boxes with green headings, causing serious damage to the cheese.

ONTARIO CHEESE WITHOUT A PEER.

R. M. Ballantyne, of Montreal, one of the best authorities on cheese in this country, advised Western Ontario makers that their cheese was without doubt the best made in Canada and fit only for comparison with the best Cheddar cheese of England. The general appearance on its arrival in England was better than from any other section. Makers were advised to hold to the 14 1-2 size, and to the 80-pound weight. But the Summer and Winter cheese was too stiff, and lacked the texture and quality good cheese should possess. The practice of keeping cheese in warm curing rooms should be abandoned for the cool curing system. A cold air duct and a few chunks of ice was no longer sufficient to regulate temperature; more radical changes were needed. Mr .Ballantyne further recommended combined efforts to get better cold storage facilities, and central markets, where cheese could be held. That would entirely eliminate the mistaken policy of shipping green cheese to England.

OFFICERS FOR 1905.

The list of officers elected for 1905 is as follows: Hon. president, Hon. Thos. Ballantyne; hon. vice-president, J. N. Paget; president, R. Johnston; first vice-president, J. W. Steinhoff; second vice-president, T. Ballantyne, Jr.; third vice-president, J. Brodie; directors, J. McQuaker, W. A. Bothwell, W. K. McLeod, A. F. McLaren, J. J. Parsons, J. Connolly, M. R. Brown.

THE NEW PRESIDENT.

The Canadian Grocer has much pleasure in presenting its readers in this week's issue with a portrait of Robert Johnston, the new president of the Western Dairymen's Association.

Mr. Johnston who acted as first vice-president of the association in 1903, is a native of the town of Fort William in the Highlands of Scotland. He received his early education in Woolwich, England, and came with his parents to Canada in 1870. Until twenty years of age he was employed at farming, and then entered upon his apprenticeship as a cheesemaker in the North Branch factory, which was under the management of M. Muir. The second year was spent as foreman of the West Nissouri fac-

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Good, Eh!!
Then you must sell our famous **CLUB COFFEE**

——Put up in 1-lb. and 2-lb. Tins.—— A POPULAR BLEND.

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96-104 KING ST., MONTREAL
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THE KING'S FOOD

combines in the flakiest flakes the finest flavor and all the life-giving elements of the best wheat in the world.

IT CROWNS THEM ALL

A HANDSOME GLASS DISH IN EVERY PACKAGE. THIS IS A GREAT SELLER

THE ROBERT GREIG CO., LIMITED
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Reflect a Moment!

Consider how you, as a grocer, may increase your trade. Isn't the surest way to sell Coffees of the highest standard? **CHASE & SANBORN'S** Coffees are the best that money can buy. They bring extra business to the dealer.

CHASE & SANBORN

The Importers, Montreal

tory, of which N. Hopkins was manager. Since then he has held the following positions: 1883 to 1886, manager of the Union Hill Cheese Company; 1886 to 1889, manager of the Cedar Vale Cheese Company; 1890 to 1892, manager of the Bright Cheese and Butter Co.; 1903, appointed manager of the Western Dairy & Provision Co., dealers in, and exporters of cheese, butter and eggs, with headquarters at St. Thomas, Ont. The A. F. MacLaren Imperial Cheese Co. have recently decided to go into the export business extensively and have established a branch office in St. Thomas with Mr. Johnston as manager.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—A marked advance is noted in light hogs owing to the scarcity on the local market. The light supply prevalent for some time has curtailed the manufacture of lard somewhat and prices have advanced 1-4c per pound on tierces, tubs and pails, and 1-2c per pound on compounds. This scarcity is liable to effect the cost of curing, and dealers expect an advance on cured meats in a few days. Our quotations are as follows:

Long clear bacon, per lb	$ 0 08	$0 08½
Smoked breakfast bacon, per lb	0 12½	0 13
Roll bacon, per lb	....	0 09½
Small hams, per lb	0 12½	0 13
Medium hams, per lb	0 12	0 12½
Large hams, per lb	0 11	0 11½
Shoulder hams, per lb	....	0 09
Backs, per lb	0 14	0 15
Heavy mess pork, per bbl	15 00	15 50
Short cut, per bbl	17 50	18 00
Shoulder mess pork, per bbl	14 40	14 50
Lard, tierces, per lb	0 07½	0 08
" tubs "	0 08	0 08½
" pails "	0 08½	0 08½
" compounds, per lb	0 07½	0 07½
Plate beef, per 200-lb. bbl	11 00	11 50
Beef, hind quarters	6 00	9 00
" front quarters	4 50	6 00
" choice carcases	7 00	7 25
" medium	5 50	6 50
" common	5 00	6 00
Mutton	6 00	8 00
Lamb, spring	9 00	11 00
Veal	8 00	9 00
Hogs, light, carlots	6 60	6 75
" " streetlots	7 00	7 25

Cheese—As far as can be learned the only cheese being shipped to England is consignments in store at Montreal by English importers. Other cheese has advanced to such a high price that it is impossible to export to England and receive the prices ruling here, namely from 53 to 54 shillings. It is generally conceded that stocks are low and expectations point to an absence of surplus stock before new cheese arrives on the market. Trade on the local market is quiet, business men being too much interested in politics this week. Our quotations are:

	Per lb.	
Cheese, large	....	0 11½
" twins	....	0 12

Butter—A noteworthy feature on the market this week is a better arrival of creamery butter. One reason for this is that January milk is being used, and reports state that several factories have again begun operations. Another reason is that the recent advances caused by the scarcity put the article beyond the reach of foreign buyers, thereby allowing those consignments which were intended for export to be used for domestic purposes. The better supply of creamery has caused dairy to become easier and large rolls which were principally used during the scarcity, have now declined 1c per pound. We quote:

	Per lb.	
Creamery prints	0 24	0 25
" solids, fresh	0 22½	0 23
Dairy prints	0 19	0 21
" in tubs	0 16	0 13
" large rolls	0 17	0 18

Poultry—Receipts are light and prices, which have advanced as a result, have prohibited a number of people from buying. However, some retail dealers, fearing another advance, have eagerly purchased the small arrivals, so that at present nothing of any account has been left on the commission merchants' hands. The market is bare of geese and as it will be some time before fresh arivals are expected, they have been withdrawn from the list. We quote the following:

Chickens, spring, dry plucked	0 10	0 11
Hens	0 07	0 08
Turkeys	0 15	0 16
Ducks	0 12	0 13

Montreal.

Provisions—Pork has ruled steady with fair sales. No important change in condition of hog market, undertone is firm and good demand for small lots. Fresh abattoir killed sold at $7.25 to $7.50, country dressed $6 to $6.75 with $7 for extra choice light stock. Lard shows a weaker front, a reduction of 1-4c to 1-2c pervailing, with good demand.

Canadian short cut mess pork	$16 50	$17 50
American short cut clear	17 00	17 50
American fat back	17 00	17 50
Bacon, per lb	0 07½	0 13
Hams	0 11½	0 13
Extra plate beef, per bbl	11 50	12 00
"Boar's Head" brand, tierces, per lb	....	0 06½
" " ½-tierces, per lb	....	0 06½
" " 60-lb. fancy tubs	....	0 06½
Cases, 20 3-lb. tins, per lb	....	0 07½
" 12 5-lb. tins "	....	0 07½
" 6 10-lb. tins "	....	0 07½
20-lb. wood pails, each	....	1 43
20-lb. tin pails, each	....	1 33

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	1 57	1 70
" tubs	0 07½	0 08½
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08½	0 09½
" cases (24 3-lb. tins)	0 08½	0 09½

Cheese—The tone of the market continues firm and holders look for higher prices. Volume of business is light but holders do not seem inclined to let go any first-class finest Fall goods under 11c. Exports via Portland as compared with same week last year show a decline of 27,094 boxes and via St. John, 5,484 boxes, while rail shipments via New York and Boston were 9,000 boxes to nil for same period last year.

Butter—A stronger tone is noticed and prices are fully 1-4c higher this week. Local demand is good. In a jobbing way demand has been for finest creamery, demand being principally from

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Established 1870. 7 Gold and Silver Medals.
MAPLE SYRUP
Small's Brand is Standard
Government certificate of analysis on very package. That's all! Product of the Canada Maple Exchange, Montreal.
For sale through the wholesale trade only.
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Try
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and you will see a remarkable change for the better
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J. H. MAIDEN
MONTREAL.


Fools
we would be to seek to establish a permanent trade with
PEACOCK BRAND
CONDENSED
MINCE MEAT
unless we made it GOOD.
ORDER FROM YOUR WHOLESALERS.
THE BATES PEACOCK CO., Hamilton. Ontario

Butter Tubs
BEST WHITE SPRUCE
50—30—20 lb.
ORDER NOW
WALTER WOODS & CO.
Hamilton and Winnipeg.

FISH and OYSTERS
WHOLESALE.
The F. T. JAMES CO., Limited
76 Colborne Street, TORONTO.

FINKLE & ACKERMAN
BOWMANVILLE, ONT.
Mfr's choice grades
Evaporated Apples

COMMON SENSE
KILLS {Roaches and Bed-Bugs / Rats and Mice
All Dealers and 381 Queen St. W
TORONTO, ONT.
Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.
Write for prices.

EGGS
We will buy your eggs F.O.B. all year.
CORRESPONDENCE SOLICITED.
The WM. RYAN CO., Limited
70 and 72 Front St. E., Toronto.

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
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Wholesale Produce Merchants,
TORONTO.

"TANGLEFOOT" Sticky Fly Paper



Is really the only device known that will catch and hold both the fly and the germ and coat them over with a varnish from which they cannot escape, preventing their reaching your person or food.
"Tanglefoot" Is Sanitary
Ask for "Tanglefoot"
Profit? Over 120 per cent. to you.

Ontario and the west. Some little business was also done with the Maritime Provinces. Receipts about same as last week. We quote:

Finest creamery	0 21½	0 22½
Fair to good creamery	0 21	0 21½
Medium	0 20	0 20½
Western dairy	0 17½	0 17½
Fair to good western	0 16½	0 17
Undergrades	0 14½	0 15

Eggs—A fair volume of business is being done. Receipts are much better than last week, steady demand for small lots though in a jobbing way trade is quiet. Undertone of the market is firm.

Cold storage	0 16	0 18½
Selected Fall fresh	0 28	0 30

Exports light.

St. John.

Provisions—There is little call for barrelled pork and beef. Market is rather firmer, particularly for beef. Pure lard is also reported firmer. Present price is low. Smoked meats firm, particularly hams. Fresh beef is low. Western will average about two cents above domestic. Lamb is quite firm with good lamb rather hard to get. Veal is more freely offered. Mutton is low. Pork is rather higher.

Mess pork, per bbl	$15 00	$17 00
Clear pork "	17 00	20 00
Plate beef "	13 00	14 00
Mess beef "	10 50	12 00
Domestic beef, per lb	0 04	0 06½
Western beef "	0 07	0 08
Mutton "	0 04	0 05
Veal "	0 06	0 08
Lamb, "	0 06	0 07
Pork "	0 06½	0 07
Hams "	0 12	0 13½
Rolls "	0 10	0 13
Lard, pure, tubs "	0 08½	0 08½
" " pails "	0 08½	0 09
Refined lard, tubs	0 08	0 08½
" " pails	0 08½	0 09

Butter—Butter is coming to hand rather more freely, but good butter is scarce and high.

Creamery butter	0 23	0 25
Best dairy butter	0 18	0 20
Good dairy tubs	0 16	0 17
Fair "	0 14	0 15

Eggs—There is a fair supply. Full figures are asked particularly for strictly fresh stock.

Eggs, hennery	0 26	0 30
" case stock	0 23	0 25

Cheese—Cheese are higher. Stock held not large. Twins are wanted.

Cheese, per lb	0 10½	0 11½

Winnipeg.

Butter—A steady market with no change in price is reported this week. Fresh creamery is in only fair supply. We quote:

Dairy, assorted pkgs., selected	0 21
" " round lots	0 17
" (separator), 1-lb. briqks	0 26
Finest fresh creamery, in 56-lb. boxes	0 25
" " in 28-lb. boxes	0 26
" " in 14-lb. boxes	0 27

Cheese—Prices continue steady. We quote:

Finest Manitoba, large	0 11
" Ontario, "	0 11½
" " twins	0 12
Square cheese	0 12½

Cured Meats—We quote as last week:

SMOKED MEATS.

Hams, sugar cured, assorted sizes	0 12½
" " heavy, 20 to 30	0 12
Picnic, " assorted sizes	0 08½
Shoulders, "	0 08½
Bacon, " breakfast bellies	0 12½
" " breakfast backs	0 10½
" " Wiltshire sides	0 15
" " spiced rolls, long	0 09½
Manitoba butts	0 09½
" " skinned	0 10
" " boneless and rolled	0 11
" rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 08½
" " " smoked	0 09½
" " " boneless backs	0 09½
Shoulders " "	0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl	18 00
" " per ½ bbl	10 50
Standard mess pork, per bbl	16 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless bocks	8 50	4 50	2 50	2 00

Sweet pickled spare ribs, not cooked, per lb	0 04
" hocks, " "	0 04

Lard—Prices continue steady at the decline noted in last issue. We quote:

Lard, 50-lb. pails, per pail	4 40
" 20-lb. " "	1 80
" 3-lb. tins, per case 60 lbs	5 80
" 5-lb. " "	5 65
" 10-lb. " "	5 50
Pure lard in bbls, per lb	0 08½

Correction.

Owing to a typographical error in the report of the Eastern Ontario Dairymens' convention in The Canadian Grocer of January 13, the figures representing the dairy produce of Prince Edward Island for 1890 were reproduced also for 1900. The actual value of dairy produce in Prince Edward Island in 1890 was only $8,448 instead of $567,802. According to the first figures it would appear that dairying in Prince Edward Island had made no progress during the ten years specified.

New Packing Industry.

The Nelson River Packing Co., Selkirk, Man., have been incorporated with capital stock of $40,000 to carry on a general packing and canning business. Directors: J. K. McKenzie, and R. Smith, both of Selkirk, and C. H. Newton, J. Fisher, and A. C. Ewart, all of Winnipeg.

Union Cold Storage Co., Montreal.

The annual meeting of the shareholders of the Union Cold Storage Co., Montreal, was held on Jan. 18, at the offices of the company. The following officers and directors for 1905 were elected:

President, William Strachan.

Vice-president, J. T. Wilson.

Secretary-treasurer, W. D. Aird.

Directors, W. S. Patterson, T. Harding, W. Mann, C. M. Hart and A. Piddington.

Dairy and Provision News.

A scheme is before the citizens and farmers of Moose Jaw, N.W.T., and vicinity for the establishment of a pork-packing industry in that district.

The Elora Poultry and Egg Farm Co., Grand Valley, have been incorporated with $40,000 share capital. They propose going into the poultry business extensively.

There are a good many people who keep telling you how much money you would make by selling this or that package tea. So you would—if you could only sell them. The trouble is that nearly all of them are "shelf goods"—they stay there.

Here's the difference:

"KOLONA" Pure Ceylon TEA

IS A SELLER—so much so that many retailers handle it to the exclusion of all other packet teas.

IT PAYS YOU a higher average percentage of profit than any other line.

IT GIVES THE CONSUMER, in each grade, better actual value than any other TEA on the market. A strong **reason** for its ever **rapidly-increasing sales.**

BLACK, MIXED and GREEN—½ lb. and 1-lb. packages. To retail at **25, 30, 40, 50, 60, and 80c. lb.**

What one grocer says:

———————, Oct. —, 1903.

Dear Sirs,—

We would like you to ship us at once, 1 case "KOLONA" 1-lb. packages, green, to sell at 25c.
1 " " ½-lb. " ass'd, " 40c.

We are having quite a run on "KOLONA." The other stores handle ——, but we are more than holding our own with "KOLONA." It gives good satisfaction.

Yours truly, ————————

SPECIAL—We pay freight on 120-lb. orders. Packed in 30 and 60-lb. cases.

THE EBY, BLAIN CO., LIMITED Blenders and Packers, TORONTO.

CROCKERY DEPARTMENT

Fine Porcelain and Its Relation to Cheapness

A COMPETITION for cheapness and not for excellence of workmanship, is the most frequent and certain cause of rapid decay and entire destruction of arts and manufactures."

"All works of art must bear a price in proportion to the skill, the taste, the time, the expense, and the risk attending the invention and execution of them."

"Beautiful forms and compositions are not to be made by chance, and they never were made, nor can be made in any kind at a small expense."

Thus said the greatest of England's many great potters, Josiah Wedgewood.

"A competition for cheapness," one asks oneself; is it possible that such a thing existed in the "good old days," which most of us are inclined to look upon as the halcyon days of English pottery? Whether it existed or not, Wedgewood saw that such a thing was possible, even probable, and he boldly prophesied the inevitable results of such competition. Were Josiah Wedgewood to arise now from his long rest, how instantly would he realize the fulfilment of his prophesy, uttered more than 130 years ago, and the terrible havoc which is being wrought by the competition which he had denounced upon the most interesting, the most fascinating, and what ought to be the most artistic of England's handicrafts. Competition is the mainspring of life and of business enterprise, but in its true sense it must be a competition for excellence. Do boys compete for the lowest place in the class, or be last in the race? And yet this is what is being done by certain English potters of to-day. The exceptions—and it is a matter of deep congratulation that there are exceptions—might be counted upon the fingers of one hand; but are they strong enough to save the prestige of England's greatest art industry? Are they stiff enough to resist the flood of this competition for cheapness? or to stem the tide which is sucking under England's most reputable craft?

"The art of the potter"—is it possible to save what is left of it from being dragged down into the morass of cheap, meretricious, gaudy, and contemptible rubbish with which the artistic taste of this country is being steadily submerged?

We are accustomed to talk very glibly of the beautiful things of the eighteenth century. We take off our hats when mention is made of Queen Anne and her times, of the early Georges, of the Chippendales, the Sheratons, the Wedgewoods and other past glories, and we raise our horror-stricken eyebrows at the very mention of the word "Victorian"; but what about the Edwardian period? What about the ceramics of to-day—are they advancing, or are they drifting down upon the tide of cheapness? Looking at the question fairly and squarely, and judging the pottery and porcelain from the only possible platform, that of beauty, of refinement, and of reposeful charm, it is impossible to confess to any other conclusion than the triumphs of bad taste, of indifferent workmanship, and impossible coloring and gilding. And what has brought it all about, what has caused this "certain and rapid decay?" Nothing but a "competition for cheapness."

This statement must not be misunderstood; it is not necessary that pottery or porcelain should be costly, or of such a price as to be beyond the reach of the limited purse, and only attainable by the wealthy. The simplest designs are often the most beautiful, and dainty work and sweet coloring may be produced with a minimum outlay of cash, provided there has also been a proper expenditure of thought and taste upon them. Is the manufacturer to be entirely blamed for the present most lamentable artistic slump in so large a portion of English china and earthenware, or is it traceable to a demand on the part of the purchasing public for show at little cost? In justice to the manufacturer, let it be said, that the public have been largely instrumental in forcing him into his present most unfortunate po. ition;

the whole state of our present social life is artificial to the last degree; each one tries to go one better than his neighbor, and to make more show and more splash, possibly to hide the leanness of the family purse. The effect of this is seen in the selection of the tea set, the dinner set, the dessert plates, or the household ornaments. The greatest show for the least money is the household motto, and the result is the tearing, sweltering competition to meet this truly humiliating demand; sometimes good designs prostituted by bad workmanship, but more often mere daubs without harmony of color, conspicuous chiefly for splashes of gold without taste, refinement, or beauty, but cheap.

How often we hear in our sale rooms the expression, "Ah! that is a good showy pattern." The saying contradicts itself—a pattern cannot be showy and good. Show in its very essence is vulgar, no matter in what form, and vulgarity cannot be good; but good patterns need not be dowdy or dull or lifeless, we do not want such things about us,—our lives are none too bright without them. Is it not possible, then, for our manufacturers to make some stand against this competition for the greatest show for the least money, and show to the world something simple and dainty which looks worth what it is, and no more? Then comes the crux of the whole matter—if he does so, will the public purchase it? The chances are, yes. Demand creates the supply, but supply can very often create a demand as well, and if in this case it succeeds in doing so, the degenerating tendency in English china will receive a most urgently-needed check.

The second and third quotations must be linked together; they have practically and in spirit one and the same meaning. They raise several points. They take a higher stand than my first quotation, which prophesized a decay of workmanship and a deterioration of technical excellence, in that they refer to taste, art work and beauty of form and composition. What is the true explanation of the taste, beauty and charm of the china of the eighteenth century, which undoubtedly reflects so discreditably upon so much of our present-day work? or, to ask the question in an inverse way, what is it that has caused our present artistic decadence, our present apparent lack of real appreciation of what is refined or of what is true? We boast so mightily of our education, of our Jui de siecle civilization, of our great prosperity, of our progress in "The Arts" (spelt with the largest of capital A's,) and yet if we look back for 150 years we are compelled to admit that our forefathers had truer and more instinctive ideas of taste and of the fitness of things. The fault does not lie so heavily at the door of the manufacturer as it does at that of the people themselves. In the first place there is little or no desire on the part of the ordinary consumer to possess anything that could be dignified by the name of a work of art (and a white tea cup may be just as much a work of art as a painted picture). How is it possible, then, that "the skill, the taste, the time, the expense, and the risk attending the invention and execution of them" should enter into their calculation at all? It rarely, if ever, does, and the buying public have forced the manufacturer, who works to live, into the same cloying, clinging slough. Can we really blame him, a man of business, whose duty to himself is success in life, and whose duty to the commonwealth is to assist others along the same path, by giving them (the more the better) honest employment and a well-earned wage? Not in justice. But must we wait for the tardy conversion of the public? And who or what is likely to bring it about? It may come, but not of itself. If there could only be instilled into the manufacturers, not only of pottery and porcelain, but of other kindred English handicrafts, a competition—not for the most showy, the most superficial, or the cheapest article—but for beauty, for refinement and for taste, by sure and certain, if slow, stages, the public would learn to understand, to appreciate, and, more important still, to purchase, and there would be some chance of our own era and its productions being held up as examples to students of a future generation.—Exchange

Gift to the Trade.

Gowans, Kent & Co., Toronto, have placed on the market a new "Instant Crockery Mender" for cementing furniture, woodwork, porcelain, onyx, glassware, crockery, etc. With every six dozen bottles of "Instant Crockery Mender" they are giving away a handsome solid brass store sign (12x15 inches) with hand-engraved, enamel-filled letters.

Crockery News.

Gowans, Kent & Co., Toronto, have enlarged and remodelled their decorating plant and are now turning out work that challenges comparison with anything on this continent.

PERSONAL MENTION.

Mr. Jules Cote, manager and secretary of S. J. Major, Limited, Ottawa, was a visitor to the Montreal trade last week.

Mr. W. H. Gray, traveling representative for the N. K. Fairbanks Co., died at the General Hospital, Sault Ste. Marie, January 20.

Mr. Geo. E. Bristol, of Lucas, Steele & Bristol, Hamilton and Canadian Grocers Limited, Toronto, was in Montreal during the early part of this week.

Mr. A. Miller, late of E. W. Gillett & Co., has accepted a position as traveler with Todhunter, Mitchell & Co., wholesale coffee and spice merchants, Toronto. Mr. Miller will assist Mr. J. D. Brock, Western Canadian representative of this house.

Mr. John Chisholm, of Billmon, Chisholm & Co., Halifax, N.S., and Mr. Chas. H. Peters, of Baird & Peters, St. John, N.B., were visitors to Montreal during the past week.

Mr. Jas. A. Taylor, Montreal representative of the Truro Condensed Milk & Canning Co., Truro, N.S., is on a trip to the Maritime Provinces this week, visiting Halifax, St. John, Moncton and Sydney.

Mr. Leo, representing Alart & Maguire, New York, is calling upon the Montreal trade with his firm's Canadian agent, Mr. W. H. Dunn, this week. Olives in every style and form is what the firm of Alart & Maguire is noted for.

ELECTED DIRECTORS.

The Edwardsburg Starch So., at its annual meeting January 17, re-elected the following board of directors: George F. Benson, president; William Strachan, vice-president; R. Cunningham, secretary. The remaining directors are: Hon. Robert McKay, Chas. R. Hosmer, D. R. Miller, George Hyde and A. P. Murray.



JOHN MADDOCK & SONS, LTD.
ENGLAND.

E. W. Klotz, 24 Wellington Street West, Toronto

IMPORT HEADQUARTERS



See the latest

Elite LaBelle Dinner Ware

There are some lower-priced and many higher-priced lines to be had, but none quite as good value.

Another Gem!

Dark Blue Willow Dinner Ware

Modelled in the original quaint old shape of our ancestors.
Prized by some, admired by many and now within reach of all.

German and Austrian Samples arriving by every Steamer

Blue Ribbon Ceylon Tea

has not at any time **attempted** to **deceive people.** At the beginning of its career — years ago now — it **asserted** its **claims** for **favor** on the score of **intrinsic merit.** Ever since it has been establishing these claims.

THE JOHN L. **CASSIDY** CO. LIMITED

MONTREAL.

A Thing of Beauty

Is our strictly up-to-date

"Ivanhoe" Dinnerware

The Readiest Seller on the market.

Anticipate our traveller by a mail sample order, or if he has not heretofore called a request to do so will be appreciated.

CHINA BAR GOODS | GLASS SILVERWARE | LAMPS CUTLERY

and everything in

CROCKERY

IF YOU WANT A GOOD THING WE HAVE IT

THE

"Corker"



assortment of useful China articles, to retail at **25c. and 50c. each,** is all that its expressive, if not elegant, name suggests.

THE

"Allemania"

assortment contains China articles to retail at **10c. each.** Customers who have had the "Franconia" will want this.

These are both new 1905 assortments, just arriving. Send for Lists. They comprise lines that will sell every day.

BARNARD & HOLLAND CO.

290 St. James St. Victoria Sq

MONTREAL

OLIVES



Grown in Spain
But
Packed in Canada

Do you realize the fact that we pack our own Olives?

—and appreciate what it means?

Means that we personally see and hand-pick every Olive before it is put in a bottle and sold to you.

It is not possible for a cull or blemished fruit to find its way into our bottles.

We are more particular about such matters than most houses, but it pays us and you too.

Drop a card for our circular and prices on Olives.

GORMAN, ECKERT & CO.
LIMITED

London, Ont. Winnipeg, Man.
108 Princess St.

SKINLESS COD

New pack, in 100-lb. cases.

Also a complete assortment of Fresh, Frozen, Smoked, Dried and Pickled Fish, and

Oysters

Show cards and price lists mailed on application.

LEONARD BROS.

MONTREAL, P.Q.
ST. JOHN, N.B.
WESTPORT, N.S.
GRAND RIVER, P.Q.
GASPE, P.Q.

Montreal

P.O. Box 639.
LONG DISTANCE TELEPHONES.

The Government Inspectors will drop in on you soon—they will examine your **Maple Syrup.**

IF YOU HAVE

GRIMM'S

YOU ARE SAFE.

It is absolutely **pure** Maple Syrup.

WRITE FOR PARTICULARS AND PRICES.

The Grimm Mfg. Co.

Manufacturers of Champion Maple Syrup Evaporator and Maple Sugar Makers' Supplies,

MONTREAL

Ammonia.
Gorman, Eckert & Co., London, Ont

Baking Powder.
Maiden, J. H., Montreal.
Gillett, E.W., Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Greig, Robt., Co., Toronto.
Lumsden Bros., Hamilton.
McLaren's, W. D., Montreal.

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Canadian Swiss Trading Co., Montreal.
Christie, Brown & Co., Toronto.
Cowan Co., Toronto.
Lamont, Corliss & Co., Montreal.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Blue and Black Lead.
Reckitt's Blue—Gilmour Bros., Montreal.
Stewart, A. J., Toronto.
Oakey, John, & Sons, London, Eng

Brushes and Brooms,
United Factories, Toronto.

Canned Goods
Balfour & Co., Hamilton, Ont.
Burlington Canning Co., Burlington, Ont
Gillard, W. H., &Co., Hamilton.

Cans.
Acme Can Works, Montreal.

Business Brokers.
The Locators, Winnipeg, Man

Chewing Gum.
Row & Co., Brockville, Ont.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Fortier, J. M., Montreal.
McAlpin Consumers Tobacco Co.,Toronto
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Cocoanut.
Greig, Robt., Co., Toronto.
Lumsden Bros., Hamilton.

Cocoas and Chocolates.
Canadian Swiss Trading Co., Montreal.
Cowan Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Lamont, Corliss & Co., Montreal.
MacLaren, A. F., Imperial Cheese Co., Toronto.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal and Toronto.
Colson, C. E. & Son, Montreal.
St. Charles Condensing Co., Ingersoll.

Corks.
Ewing, S. H., & Sons, Montreal.

Crockery, Glassware and Pottery.
Barnard & Holland, Montreal.
Cassidy, John L., Co., Montreal.
Gowans, Kent & Co., Toronto.
Klotz, E. W., Toronto.

Dairy Produce and Provisions
Clark, Wm., Montreal.
Fairbank, N. K. Co., Montreal.
Fearman, F. W., Co., Hamilton.
Matthews, Geo. Co., Brantford, Hull, Peterboro'.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Ryan, Wm., & Co., Toronto.
Rutherford, Marsball & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Black Bros. & Co., Halifax.
James, F. T., Co., Toronto.
Sovereign & Lynx Brands.
Stavanger Preserving Co., Toronto and Vancouver
Todd, J. H., & Son, Victoria, B.C.
Winnipeg Fish Co., Winnipeg, Man.

Fly Paper.
"Tanglefoot."

Foreign Importers.
Biermann, E., & Co., Cardiff, Wales.
Boyd, Thos., & Co., Liverpool, Eng
Duffus, Alex. S., London, Eng.
Griffin & Culverwell, Bristol, Eng
Hall, R. C., & Co., London, Eng.
Lethem, John, & Sons, Leith, Scotland.
Marshall, James, Aberdeen, Scotland
Little, Geo., Manchester, Eng.
Scott, David, & Co., Liverpool, Eng
Stokes Bros., Exeter, Eng.
Whiteley, Muir & Co., Liverpool, Eng.
Wickes, Hamilton, & Co., London, Eng.

Fruits—Dried, Green, and Nuts.
Adamson, J. T., & Co., Montreal.
Finkle & Ackerman, Bowmanville, Ont
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton.
Goodwillie's—Rose & Laflamme, Montreal.
Husband Bros. & Co., Toronto.
McWilliam & Everist, Toronto.
Rattray, D., & Sons, Montreal.
Robinson, O. E., & Co., Ingersoll.
Stringer, W. B., & Co., Toronto.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Tippet, A. P., & Co., Montreal.

Grain, Flours and Cereals.
Frontenac Cereal Co., Kingston.
Greig, Robt., Toronto.
Lake Huron & Manitoba Milling Co., Goderich.
McCann, Wm., & Co., Toronto.
Ogilvie Milling Co., Montreal.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Kinnear, T., & Co., Toronto.
Laporte, Martin & Cie, Montreal.
Lucas, Steele & Bristol, Hamilton.
"Ozo" Co., Montreal.
Provost & Allard, Ottawa.
Todhunter, Mitchell & Co., Toronto.
Turner, James, & Co. Hamilton.
Sloan, John & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co,, Montreal.
Coles Mfg. Co., Philadelphia, Pa.

Hides.
Page, C. S., Hyde Park, Vt.

House Insect Destroyer.
Common Sense Mfg. Co., Toronto.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fixtures, Trucks, Etc
Auer Light Co., Montreal.
Walker Pivoted Bin and Store Fixture Co., Toronto.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Colson, C. E., & Son, Montreal.
Crosse & Blackwell's—C. E. Colson & Son, Montreal,
Greig, Jas. R., Montreal.
"Ozo" Co., Montreal.
Smith, E. D., Winona, Ont.
Upton, Thos., & Co., Hamilton.

Macaroni
Tippet, A. P., & Co., Montreal.

Manufacturers' Agents, Brokers and Commission Merchants.
Adamson, J. T., Montreal.
Creed, J. S., Montreal.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Lambe, W. G. A., & Co., Toronto.
Lawson, Reginald, Winnipeg.
Millman, W. H., & Sons, Toronto.
Milne, Chas., Vancouver, B.C.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnstou, Calgary.
Rattray, D., & Sons, Montreal.
Ryan, Wm., Co., Toronto.
Tippet, A. P. & Co., Montreal.
Rutherford, Marshall & Co., Toronto.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandou, Man

Mince Meat
Bates, Peacock Co., Hamilton.
Capstan Mfg. Co., Toronto.
Fearman, F. W. Co., Hamilton, Ont.
Greig, Jas. R., Montreal.
Lytle, T. A., Co., Toronto.
Wethey J. H., St. Catharines.

Mops.
Tarbox Bros., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Medicines.
Mathieu, J. L. Co., Sherbrooke, Que,

Patent Solicitor.
Cullen, Orlan Clyde, Washington, D.C.

Peels.
Colson, C. E., & Son, Montreal.
Greig, Robt. Co., Toronto.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Colson, C. E., & Son, Montreal.
Flett's—Rose & Laflamme, Montreal.
Gorman, Eckert & Co., London, Ont.
Heinz, H. J., Pittsburg, Pa.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Paterson's— Rose & Laflamme, Montreal.
Sutton, G. F., Sons & Co., London, Eng.

Polishes—Metal.
Oakey, John, & Sons, Montreal.

Polishes—Stove.
Morse Bros., Canton, Mass.
Prescott's.—W. H. Dunn, Montreal

Poultry and Cattle Food.
Greig, Robert, Co., Toronto.

Refined Cider.
Wilson, W. H. Co., Tilsonburg, Ont.

Refrigerators.
Eureka Refrigerator Co., Toronto.

Rice
Orme & Sutton Rice Co., New York.

Salt.
Canadian Salt Co., Windsor, Ont.
Cerebos Salt.
Toronto Salt Works, Toronto.

Shelf Boxes.
Bennett Mfg., Co., Pickering, Ont.

Soap.
Duncan Company, Montreal.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.

Steel Shingles and Siding.
Metallic Roofing Co., Toronto.

Store Lighting.
Auer Light Co., Montreal.

Sugars, Syrups and Molasses.
Canada Maple Exchange, Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont
Grimm Mfg. Co., Montreal.
Imperial Maple Syrup—Rose & Laflamme Montreal.
Ontario Sugar Co., Berlin, Ont.
"Sugars" Limited, Montreal.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England
Dutch Chemical Works, Amsterdam, Holland.
Eby, Blain Co., Toronto.
Estabrooks, T. H., St. John, N.B.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Gorman, Eekert & Co., London, Ont
Greig, Robert, Co., Toronto.
Japan Tea Traders' Ass'n.
Kinnear, T., & Co., Toronto.
Lumsden Bros., Hamilton.
"Ozo" Co., Montreal.
Provost & Allard, Ottawa, Ont.
Salada Tea Co., Montreal and Toronto.
Sloan, John, & Co., Toronto.
Todhunter, Mitchell & Co., Toronto.
Wood, Thos., & Co., Montreal.

Vinegars.
Hill, Evaus & Co., Worcester, Eng.
"Ozo" Co., Montreal.
Wilson, W. H., Co., Tillsonburg

Washing Compound.
Keen's—Frank Magor & Co., Montreal.
Winn & Holland, Montreal

Woodenware.
United Factories, Toronto.
Woods, Walter, & Co., Hamilton.

Wrapping Paper, Paper Bags, Etc.
Canada Paper Co., Toronto.
Douglas & Ratcliff, Toronto.

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Salty Sense

The ordinary Salt of ordinary trade must not be confounded with Windsor Salt, which is sifted, not ground. Think of the goodness that slips away from the Salt crystal that is mangled, bruised, ground—think of the impurities that must creep in. Windsor Salt contains nothing but pure, white, dry, whole Salt crystals—no matter that they are fine and small crystals, they are whole crystals all the time.

Windsor Salt

is prepared in the only safe, sure way, by the Vacuum process. Every particle of moisture is dried out, which prevents the "caking" of the Salt. If you will stop to consider you will quickly see why Windsor Salt is best. Any man of intelligence and sense will agree to that.

The Canadian Salt Co., Limited, Windsor, Ont.

Dollars and Cents

MOLASSES SITUATION.

D. Rattray & Sons, general agents for Da Costa & Co., Barbadoes, report as follows: There has been considerable activity in the molasses market of late, the demand having been principally for Barbadoes, which has advanced to 30c per gallon to jobbers. Owing to the sharp advance in raw sugar the refiners have been ready buyers of all Barbadoes molasses offering, and as a consequence the market is pretty well cleaned up of old stock. Cables have recently been received from Barbadoes indicating that the market opened at 17c and has since advanced to 18c for molasses first cost, including puncheons, but in reply to cables at these prices answers have been received saying that firm offers could not be made. It is not probable that there will be much molasses offering from Barbadoes for another month.

Reports from the island indicate that reaping will be pretty general towards the end of February, but the prospects are that the total of the crop this year will be about one-third less than last, when the actual shipments amounted to 45,765 puncheons. Estimates this year give about 30,000 as the probable crop. This is due to an extremely dry season, which not only is tended to cause the crop to be short but early.

Reports from Porto Rico and other producing islands indicate that their output will be somewhat in excess of last season's, but new crops will come on practically a bare market all over the consuming countries.

HOW TO IMPROVE YUKON TRADE.

Canada's share of the Yukon trade is vastly greater than it once was, according to A. B. Palmer, one of the leading wholesale merchants in that far north country.

In the early days the population was mostly American. They naturally preferred brands of goods whose quality they knew, but now they are gradually getting to find that Canadian canned goods, butter, etc., are equal and superior to the American product. In the first shipments of Canadian butter a great deal went bad through inferior packing, and hams, etc., from Canadian packers were insufficiently cured to withstand the extremes of heat and cold of the Yukon, together with long shipment.

Wholesalers trading with the Yukon are therefore recommended to send only the very best of canned goods and preserved meats to that district. There is never any fault to find with the original quality of Canadian goods, it is the way they are put up.

The Yukon consumes a vast quantity of American hams yearly and will continue to do so, but the experience of the trade has been that the loss through Canadian hams spoiling is so great that it is unprofitable to handle them. Consequently Yukon merchants have been forced in this particular, to sustain that branch of trade with American packers.

Canadian canned fruit is gaining preference over the California product in spite of the fact that a large improvement might be made in the methods or style of labelling. As regards butter, Canadian creamery is now the standard.

A SUMPTUOUS CALENDAR.

Not many calendars for 1905 excel in striking richness that sent out by A. J. Stewart, Limited, Toronto. A predominance of bold reds for a background, a horse-shoe shaped arch of broad sweep, and a beautiful face and bust of a young woman, crowned with jet black hair adorned by a jeweled band, made a picture to be desired. In this day of beautiful calendars, it is becoming increasingly difficult to find those that stand out from among the great host, conspicuous for strength, charm, and beauty; but one can safely say that A. J. Stewart, Limited, have succeeded in this offering.

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Northwest Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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NEW ADVERTISEMENTS.

James Marshall, Aberdeen, Scotland.
Thos Boyd & Co., Liverpool, Eng.
Winnipeg Fish Co., Winnipeg.

SELLING PROPRIETARY ARTICLES

A FEW weeks ago The Canadian Grocer referred to the matter of retail grocers devoting a portion of their time to the selling of proprietary articles usually sold by the retail druggists. It appears that this principle is being followed up more generally than we supposed, judging by inquiries and correspondence since we referred to the matter. In several cases it was learned that grocers had for years made handsome profits by stocking proprietary articles and patent medicines. One Ontario merchant in particular has given over a considerable section of his store to the display of these lines alone, and with excellent business judgment has placed this department near the front entrance where it is bound to attract the notice of every customer.

Grocers who have not given this branch of trade any consideration, will find it worthy of the closest investigation, and an experiment on a small scale will soon demonstrate the value in attracting the trade of their female patrons for lines handled by the druggist.

THE WESTERN RETAILER.

THE Winnipeg office of The Canadian Grocer is in receipt of the following letter from a correspondent in Toronto:

Toronto, Jan. 16, 1905.

Editor Canadian Grocer,

Winnipeg, Man.:

Dear Sir,—As a grocery clerk here and a reader of The Canadian Grocer I would like to ask for your opinion. I have a friend in Belfast (Ireland), a first-class business man, who conducts a select grocery and provision store in that city. He asks for my opinion as to whether he would have any chance of success with a capital of say between $2,000 and $3,000 in any city or town in Western Canada.

Hoping to be favored with a reply, I am,

Yours respectfully,

We have replied to our correspondent that there are any number of business openings in Western Canada, as is natural in a new country experiencing and immense development, and that we see no reason to doubt the success of a really capable business man in a Western Canadian town or village. The capital mentioned is not very large but many successful business men in the west have started with less.

A Belfast business man would, we suspect, find conditions in Western Canada somewhat different from those to which he has been accustomed. If he starts business in a small western village he will probably find it necessary to conduct a "general" store or at all events to carry more lines of goods than he has been accustomed to handle in a "select grocery and provision store" in Belfast, Ireland. Moreover, in a small western town or village it may not be possible to conduct a cash business and in that case the capital named is not large. But there should be nothing in this to daunt a capable business man, for there are many examples of success with less experience and capital. In our opinion, success or failure will depend upon the character and ability of the man; if he is a capable business man he will have little trouble in establishing himself in the west

But the letter of our correspondent suggests a larger question which we should be glad to have readers of The Canadian Grocer discuss in our columns. There is no doubt as to the possibilities of the west for the man who tills the soil, but does Western Canada offer a better field for the retail merchant than does the east? Many of our western readers have formerly been in business in Eastern Canada and are acquainted with conditions in both sections of the Dominion. What is their opinion? Are profits larger in the west than in the east? Are there as many bad debts? Is it necessary to give longer credits? How do the expenses of doing business compare? Does a merchant need a larger capital? We should be glad to have the opinion of western readers on these questions and our columns are open for discussion. Any communications on the subject should be addressed to our Winnipeg office, 515 McIntyre Block.

CHANGE YOUR ADS.

When you meet a friend on the street nearly every day, and stop and talk with him, you don't recite a set speech to him every time you meet him. Then why do you use the same old ad. day in and day out? Your readers are as tired of it as you are. You must tell them something new every time they meet you in the columns of the paper, or they won't stop and read your ad. Attract their attention and make them listen to what you have to tell them. Let it be new, bright, interesting. Tell them what you would tell them if they had come into your store to ask about the particular goods you are exploiting.

MANUFACTURERS SELLING TO RETAIL TRADE

DURING the past week the Toronto dailies published an article credited to the London, Eng., Associated Press, in which Canadian manufacturers were taken seriously to task on the ground that goods supplied by them to the trade of Great Britain were not up to sample, and that certain Canadian firms were taking an unfair advantage of the English wholesaler in selling to the retail trade. The Canadian Grocer has gone thoroughly into the situation, and forthwith reproduces the article in question together with one of the replies received from no less an authority than the Canada Canners.

"Considerable complaint is being made by importers in Great Britain as to the treatment meted out to them by Canadian manufacturers, with two or three exceptions. They say they are put to great inconvenience through goods not being sent according to sample and being refused by their customers, also by delay in transmission, in both of which respects American manufacturers have them at a disadvantage.

"The Canadian and American fruit and meat canning industries are being brought into sharp contact as regards the trade of Great Britain. London, Eng., wholesale men complain that certain Canadian canners are attempting to save a small margin by selling direct to retailers. Naturally the wholesalers object to this, and show a tendency as far as possible to boycott Canadian goods and favor American. American canners find in this an opportunity of making a bold bid with the help of the wholesalers to drive Canadian goods out of the British market."

Editor of Canadian Grocer:—

We thank you for clipping from Toronto daily in reference to the "Canadian Combine" selling direct to retailers in England, and we appreciate very much your courtesy in offering us an opportunity to comment on this despatch before publishing same. If some of the Toronto dailies were as considerate of the Canadian trade as your good selves it would be in the best interests of our trade at large.

We feel constrained to reply to the article, as we are, no doubt, the "Canadian Combine" referred to, although our export business to Great Britain is largely confined to canned apples.

The article in question shows every indication of having emanated from American (United States) sources. So far as we are concerned, if there is a boycott against canned goods in London, we have not yet felt the effects of it. On the contrary there has been quite an improvement in our trade with England during the past few months, although it must be admitted that the season of 1904, on the whole, was not a very favorable one as regards the export trade to Great Britain. This was due, however, to the depression in trade throughout Great Britain as a result of the South African war, and also to the large crops both at home and on the Continent. Great Britain's total imports of canned apples from all sources for 1904 were only about one-third of that of 1903.

The first part of the article does not refer especially to canned goods, and requires no defence by us, as we are, no doubt, included as one of the three largest manufacturers especially excepted.

EDITION EXHAUSTED.

The edition of New Year's Greeting to the travelers issued by The MacLean Publishing Co. was early exhausted. This will explain why we are unable to send a copy of this booklet to many who have written in for it. We did not look for so large a demand, and provided no more than was necessary to send to the list of travelers in our possession. We are sorry to have to disappoint anyone, but this year it is unavoidable.

The charge made in the second part of the article is that the "tendency to boycott" has arisen through the "Canners Combine" selling direct to the retail trade, and the impression sought to be conveyed is that this is an innovation on the part of this company, which is proof, as we will establish later, that the article has been written through a bit of sharp practice on the part of some shrewd American packer, or his representative in collusion with a credulous reporter.

The actual facts are that before the consolidation of the "Canadian Canners" each packer had one or more selling agents in Great Britain, and these agents sold to anybody and everybody. After the consolidation the number of selling agents in Great Britain was largely reduced, and business was only solicited from the larger dealers, so that, as an actual fact, there are fewer direct buyers of Canadian canned goods to-day than before the consolidation took place.

Several months ago this company (the Canadian Canners) opened offices of their own at London and Liverpool under the personal management of a competent man, thoroughly acquainted with the canned goods business in Great Britain, and the selection of buyers has been left entirely with him. As a consequence of this change the number of selling agents was still further reduced, and some of these gentlemen, deprived of their agencies for Canadian canned goods, immediately took steps to secure agencies for American canned goods; and they are now, no doubt, doing their utmost to build up the American trade at the expense of the Canadian. These representatives of the American packers find, however, that they cannot compete successfully with Canadian canned goods either in quality or in price. As a proof of this we quote from the "Canner and Dried Fruit Packer" a recent report sent in to his government by the United States Consul-General Evans, London, England. He writes:

"From the eastern coast apples in gallon tins are received. The quality is very satisfactory, but Canada has lately been able to produce the goods at lower prices than those at which similar goods are offered from the United States, and, consequently the trade with the United States has been very small in this article for some years past. This trade could undoubtedly be increased. The trade might be increased by somewhat greater evenness in packing, and competition so far as regards price with the Canadians."

It so happens that canned apples occupy a very strong position in the United States at present. According to the New York Journal of Commerce the upward tendency of gallon apples is still pronounced, and a $2.25 price on state packing is spoken of as a possibility of the near future.

Canadian canned apples are offered c.i.f. Great Britain to-day at lower prices than American apples can be purchased f.o.b., so that it is not difficult to understand why it is in the interests of dealers in, and packers of, United States canned goods using all means, above board and under board, to injure the Canadian trade.

So far as this company is concerned, we have no intention of permitting Americans to get any of our trade away from us. On the contrary we have the means, and we intend making every effort to get a still larger share of the export business. It is generally admitted that Canadian fruits and vegetables have a much finer flavor than those of the United States, and we are sparing no expense in the matter of processing to turn out goods of the very best quality possible, and we will not rest satisfied until Canadian canned

goods are generally admitted to be the best in the world.

(Signed) Canadian Canners, Limited.
Hamilton, Jan. 24, 1905.

ONTARIO ELECTIONS.

ONTARIO business men will heave a sigh of relief to know that the political ascendency in the Province of Ontario has been settled for the next four years, and that by a majority so significant as not to admit of question.

The downfall of the Liberal party after a regime of 32 years, a regime which has boasted of many brilliant names, and under which have been effected great services for the province of Ontario, can not but be occasion of sympathetic regret. George W. Ross is unquestionably a man of brilliant parts. It was his misfortune to become involved in an impossible position. His attempt to retain office in the face of the opposition of the country inevitably resulted in the corruption which the last few years has been the shame of the better elements of both parties. The landslide on Wednesday should be a salutary lesson to all parties.

Mr. Whitney comes into office under the most auspicious circumstances. He is relieved of the incubus which weighted down his vanquished opponent, an inadequate majority. With his splendid following, Mr. Whitney is in a position to think only of the good of the province in choosing his cabinet. It is true he owes something to the old guard, but his first duty is to Ontario, which has placed in him such confidence as has never before been placed in any political leader. If Mr. Whitney proceeds with a single eye to the best men for the various portfolios, irrespective of personal claims, he may found a government which may rival its predecessor in length of service, and which may at least have a happier ending.

• • •

In a casual review of the legislature-elect, one is struck with the number of new faces, and among them many who should reflect credit upon their constituencies and upon the house. With the disappearance of so many old war-horses, if that term has not become nauseous, there should be more chance for the colts. The next legislature undoubtedly will be a young men's parliament. The last parliament was not remarkable for a plethora of new material of first-class order. The new house will be watched with a great deal of interest. The old lines of battle which, blame whom we may, were the reverse of edifying, should be, and without doubt will be abandoned. Let us have the issue joined on new lines that will bring out the best talents on each side and raise our provincial politics from the dead level of partisanship in which they have been cast of late.

The number of business men in the new house can not escape notice. Mr. Whitney has at his back W. H. Hoyle, Thos. Crawford, J. S. Hendrie, who would make good cabinet material besides others who will be useful men on the committees where, after all, the real work of the house is done. It is a pleasure to notice also that on the Liberal side the business men have best stood the shock and Mr. Whitney will have the boon of an active and intelligent, if small, opposition. It is regretable, however, that Mr. Hugh Blain should have been defeated in North Toronto. Mr. Blain is a type of man much needed in our representative bodies, and one whose election would have done much to elevate the standard of public life. His defeat in such a fine constituency as North Toronto was merely the consequence of being caught by the tide which was flowing against the government the province over.

• • •

The rumor that Mr. Ross will not lead the opposition but will retire to the Senate at Ottawa seems well authenticated. If this proves true, it is almost certain that the Hon. Geo. P. Graham, who has proved himself an effective leader in Eastern Ontario, will be entrusted with the leadership of the Liberal opposition.

EVAPORATED APPLES CORNERED.

CONSIDERABLE excitement has been caused in Ontario wholesale grocery circles within the last few days by the announcement that three of the largest manufacturers and dealers in evaporated apples in the province have been successful in cornering the market. To-day the market is firm at six and six and one-half cents, a stiff price at this time of year when anything like an active demand cannot be said to have yet set in. The future course of the market will be followed with interest.

BACK FROM WINNIPEG.

MR. W. H. MILLMAN, of W. H. Millman & Sons, Toronto, returned this week from a fortnight's trip to the Canadian west. In the course of an interview with The Canadian Grocer Mr. Millman says that since his last visit to Winnipeg about two years ago, there have been some very noticeable changes. The C.P.R. subway has much improved the appearance of that particular part of the city. Another striking feature is the large number of fine substantial business blocks either up or in course of construction. One hears a good deal of talk about Eaton's new store which is now completed as far as the second storey. The large Winnipeg retailers, however, think they will be equal to the occasion.

Speculators there do not seem to be afraid of investing in expensive property, having implicit confidence in the future of Winnipeg and the west. The wholesale trade speak favorably of the trade possibilities, but are unanimous in their assertion that collections at the present time are not what they might be. Country merchants are very careless about credit and it is no uncommon thing for money drafts to be returned to the banks unaccepted without explanation.

Mr. Millman reports a satisfactory volume of business in canned goods with the western trade, as a result of his visit. One hears a great deal about the preference in Manitoba and the Territories for American goods. This is a mistake, and Canadian manufacturers need not have the least fear of American competition as far as canned goods are concerned.

Among the growing Winnipeg manufacturing concerns is the Royal Crown Soap Co., which is now enlarging its plant to three times its present capacity. This firm claims to control about eighty per cent of the laundry and toilet soap business from Port Arthur to the Pacific coast.

26 DAYS ARE GONE IN 1905

Are you sharing in the great sale of this famous brand?



If not, you've lost both profit and prestige, Can you afford it?



Our sales in Canada alone have increased in the first three weeks of this year over the corresponding period of 1904, by 32 386 lbs. of Black and Mixed, and 10,622 lbs. of Green, an increase in Canada the first three weeks of the year of 43,008 lbs. over the same period in 1904.

COLES Electrically Driven Coffee Mills.

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

GRANULATOR. PULVERIZER.



No. 65.

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.,

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John, N.B. Gorman, Eckert & Co., London, Ont.



Here's to Better Starch Business

Please your customers' eye and you have their attention. Then you can tell them your story. The new drum package in which we put up our

Lily White Gloss Starch

stands out well in your stock. It will catch your customers' attention and then you can tell them what good starch it is.

We pack Lily White Gloss Starch in handsome 6-lb. drums, 8 drums to a case, and a pair of drum sticks for each drum. Don't you want this kind of a trade attractor in your stock?

THE BRANTFORD STARCH WORKS, LIMITED.

BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Groceries.

Montreal, Jan. 26. 1905.

THE condition of trade during the past week has shown some improvment. Jobbers on the whole state that business is fairly good, and prospects bright. The heavy storms and cold weather have somewhat retarded farmers from bringing their products to the markets. Travelers, however, are very optimistic as to business. Sugar situation remains strong. Cables from London report beet slightly easier, but this is considered only a temporary condition, and 6c sugar is confidently looked for. Tea is very dull: what animation there is, is in Ceylon and India greens, as well as a firmer feeling in China greens. Molasses advanced 3c for Barbadoes end of last week. A better and steadier demand exists for corn syrups. The coffee situation is unchanged, with a strong undertone prevailing. Spices are also uninteresting with a little better demand, however, for nutmegs and peppers. Canned goods are looking up somewhat, and business is fairly good. Green fruits though quiet are better than last week. The current market was reported firmer a few days ago, but no advance is noted. Rice is in good demand, and the recent advance of 20c is looked upon as being certainly called for, in view of the strong statistical position. The fish trade shows an improvement. The cold weather has considerably helped consumption. Country produce of all kinds shows practically no change, and business is on the quiet side. Provisions have ruled steady with fair sales. Lard is somewhat easier, having declined a quarter cent. Flour has been advanced 20c per barrel by the millers. Despite the advance in oats, rolled oats are easy. The tone of the cheese market continues firm and holders look for higher prices, 10 3-4c to 11c is what is being asked. A better and stronger tone prevails in butter and prices advanced fully a quarter of a cent this week. Eggs are coming in more freely this week, though orders are small. Vegetables unchanged and not much of interest to report.

SUGAR

The sugar situation still is very strong and there is no immediate prospect of any weakening of prices, though cables at hand from London report beet slightly easier; this, however, is looked upon, by the trade, as merely the prelude to another advance. The advance of 10c in effect last week, after The Grocer had gone to press, and the generally strong position of the sugar market, has stimulated buying during the week, and 6c sugar is looked forward to by the trade, as likely to be not distant.

Granulated, obls.	$5 75
" ½-bbls	5 90
" bags	5 70
Paris lump, boxes and bbls	6 25
" " ½-boxes and 1½-bbls	6 35
Extra ground, bbls	6 10
" " 50-lb. boxes	6 30
" " 25-lb. boxes	6 20
Powdered, bbls	5 90
" 50 lb. boxes	6 10
Phoenix	5 70
Bright coffee	5 60
" yellow	5 55
No. 3 yellow	5 50
No. 2 "	5 35
No. 1 " bbls	5 20
No. 1 " bags	5 20
Raw Trinidad	4 50 4 60
Trinidad crystals	4 85 5 00

TEA.

Local trade has improved somewhat in all lines, with the exception possibly of Japans, which seem to be on the quiet side. Ceylon and India greens are stronger and a little firmer feeling also prevails in China greens. Taking the situation generally, the tea trade may be considered as being quiet.

Japans—Fine	0 26 0 28
Medium	0 20 0 24
Good common	0 18
Common	0 12½ 0 15
Ceylon—Broken Pekoe	0 25 0 38
Pekoes	0 17 0 20
Pekoe Souchongs	0 15 0 20
Indian—Pekoe Souchongs	0 15 0 18
Ceylon greens—Young Hysons	0 16 0 18
Hysons	0 14½ 0 15
Gunpowders	0 13½ 0 14
China greens—Pingsuey gunpowders	0 12 0 12
Congous—Kaisows	0 12
Pakling boxes	0 12 0 14

SYRUPS AND MOLASSES.

An advance of 3c per gallon on Barbadoes molasses took effect on Saturday last, and puncheons are now selling at 33c. Stocks are light and trade only fair. The high price of these goods has to quite an extent helped the sale of corn syrups and the trade generally report quite a business in these goods. We quote:

Barbadoes, in puncheons	0 33
" in barrels	0 35½
" in half-barrels	0 36½
New Orleans	0 22 0 35
Antigua	0 27
Porto Rico	0 45
Corn syrups, bbls	0 02½
" ½-bbls	0 02½
" ¼-bbls	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

SPICES.

Spices are unchanged. There has been a somewhat better demand for nutmegs and peppers during the week. Singapore pepper stocks are rapidly disappearing and the crop for 1905 is estimated short. Nutmegs are much more active, and there has been more demand for the larger sizes. Some little activity has been noted in cassias.

	Per lb.
Peppers, black	0 18 0 22
" white	0 25 0 30
Ginger	0 15 0 24
Cloves, whole	0 22 0 35
Cream of tartar	0 25 0 30
Allspice	0 16 0 19

COFFEE.

The local coffee situation is a strong one, in sympathy with New York and foreign markets. Reports at hand show the situation in Europe unchanged, with stocks decreasing and the opportunities for replenishing in Brazil are daily growing less. From reliable information at hand, it is learned that the small crops of the last two years is attributed to poor soil, and that a return to a fifteen million bag crop will only result through replanting on new ground, and this means six or seven years. The Venezuela crop is reported as about forty per cent. of the anticipated outturn.

Good Cocutas	0 10 0 10½
Choice "	0 11½ 0 12½
Jamaica coffee	0 10½ 0 11
Java	0 18 0 22
Mocha	0 16 0 19
Rio	0 08 0 09

CANNED GOODS.

There has been more activity in canned goods during the past week than for some weeks previous, and jobbers report very fair orders, for not only vegetables, but also for fruits of all kinds. Salmon continues scarce, with prices firm. Sardines are receiving attention.

Salmon, pink	0 90 1 00
" spring	1 55
" Rivers Inlet red sookeye	1 65
" Fraser River red sockeye	1 50 1 75
Lobsters, talls	3 45
" 1-lb. flats	3 50 4 00
" ½-lb. flats	2 25
Canadian Sardines, ¼s	3 65 4 00
California asparagus	4 50 5 00
Asparagus tips	3 50 3 75

VEGETABLES.	Per doz.
Corn, 2-lb. tins	$1 20
" 2-lb. sucotash	1 25
Gallon corn	5 00
Tomatoes, 3-lb. tins	1 30
Gallon tins	3 60
Sugar beets	$0 85 0 95
2's Asparagus Tips	2 50
2's Beans, Golden Wax	0 80
2's " Refugee or Valentine	0 82½
2's " Crystal Wax	0 92½
2's Peas, No. 4 "Standards"	0 82½
2's " No. 3 "Early Junes"	0 85
2's " No. 2 "Sweet Wrinkled"	0 95
2's " No. 1 "Extra Fine Sifted"	1 30
2's Table Spinach	1 40

FRUITS.

Pears—Flemish Beauty Bartletts and pie in 2, 2½ and 3's	$1 15 $2 20
Peaches—White yellow and pie, 1½'s, 2's, 2½'s	
3's	1 25 2 82½
Gallon pears	3 15 3 67½
" peaches	3 55 4 50
Pumpkins, 3-lb. tins	0 72½
" Gal.	2 50
3-lb. squash	1 00
2's Cherries, red, pitted	2 20
2's " " not pitted	1 75
2's " black, pitted	2 20
2's " black, not pitted	1 75
2's " white, pitted	2 40
2's " white, not pitted	2 00
2's Currants, red, heavy syrup	1 57½
2's " red, preserved	1 77½
Gals. " red, standard	4 75
Gals. " red, solid pack	7 00
2's " black, heavy syrup	1 75
2's " black, preserved	2 05
Gals. " black, standard	5 00
Gals. " black, solid pack	8 00
2's Gooseberries, heavy syrup	1 62½
2's " preserved	1 85
Gals. " standard	7 25
2's Lawtonberries, heavy syrup	1 57½
2's " preserved	1 85
Gals. standard	4 97½
2's Pineapple, sliced	2 25
2's " grated	2 35
3's " whole	2 50
2's Plums, Damson, light syrup	1 00
2's " " heavy syrup	1 30
2½'s " " " "	1 57½
3's " " " "	1 85
Gals. " standard	2 95
2's " Lombard, light syrup	1 05
2's " heavy syrup	1 35
2½'s " " "	1 62½
3's " " "	1 90
Gals. " " standard	3 15

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3's	"	" "	2 00
Gals.	"	standard	3 45
2's	"	Egg, heavy syrup	1 52½
2½'s	"	"	1 80
3's	"	"	2 10
2's	Raspberries, red, heavy syrup		1 40
2's	"	" preserved	1 60
Gals.	"	" standard	5
Gals.	"	" solid pack	8 00
2's	"	black, heavy syrup	1 35
2's	"	" preserved	1 50
Gals.	"	" standard	4 75
2's	Rhubarb, preserved		1 15
3's	"	"	1 90
Gals.	"	standard	2 62½
2's	Strawberries, heavy syrup, 1903 pack		1 47½
2's	"	" 1904 pack	1 60
2's	"	preserved	1 75
Gals	"	standard	5 50
Gals.	"	solid pack	8 50

RICE.

Rice is going out very well, both Canadian and imported grades. The position of crops indicate a shortage in Burmah, and though Japan has a very good crop, that country will require the larger share itself. The recent advance of 20c on Canadian milled rices has stimulated buying. It is altogether likely that when the full statistics are in from rice growing countries, that a further advance may be looked for.

B rice, in 10 bag lots	3 05
B rice, less than 10 bags	3 15
C rice, in 10 bag lots	2 95
C rice, in less than 10 bag lots	3 05

Foreign Dried Fruits.

There is a scarcity of news on dried fruits. Currant market was reported firmer a few days ago, but no success has attended the effort to advance prices in Patras. As regards California raisins, some outside shippers are offering about half a cent below the Big Five. Peanuts have advanced from a quarter to half a cent.

VALENCIA RAISINS,

Fine off-stalk, per lb	0 05	0 06
Selected, per lb.	....	0 06½
Layers "	0 07	0 07½

DATES.

Dates, Hallowees, per lb	0 04	0 04½

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per b	....	0 13½
Peaches "	....	0 10½
Pears "	....	0 15

MALAGA RAISINS.

London Layers	2 00
"Connoisseur Clusters"	2 50
" " Quarter boxes	0 80
"Royal Buckingham Clusters," ¼-boxes	1 10
" " Boxes	3 50
"Excelsior Windsor Clusters	4 50
" " ½s	1 35

CALIFORNIAN RAISINS.

Loose muscatels, per lb.	0 07½	0 08
" " seeded, in 1-lb. paokages	0 08	0 09
" " 2 crown	....	0 06
" " 3 "	....	0 06½
" " 4 "	....	0 08

PRUNES.

	Per lb.	Per lb.
30-40s.	....	0 08½
40-50s.	....	0 08
50-60s.	....	0 07
60-70s.	....	0 06
70-80s.	....	0 06
80-90s.	....	0 05
90-100s	....	0 05
Oregon Prunes (Italian style) 40-50s	....	0 08
" " 50-60s	....	0 07
Oregon prunes (French style), 60-70s	....	0 06
" " 90-100s	....	0 04
" " 100-120s	....	0 04

CURRANTS.

Filiatras, uncleaned	....	0 04½
Fine Filiatras, per lh. in cases	0 04½	0 05
" " cleaned	0 04½	0 05½
" " in 1-lb. cartons	00 5½	0 06
Finest Vostizzas "	0 06½	0 07½
Amalias "	....	0 06

SULTANA RAISINS.

Sultana raisins, per lb.	0 06½	0 08
" " 1-lb. carton	....	0 09

ELEME TABLE FIGS.

Six crown, extra fancy, 40-lb. boxes	....	0 13
ve crown, fancy, 10-lb. boxes	....	....
Four crown, fancy, 10-lb. boxes	....	0 09
Three crown	0 07	0 07½
Glove boxes, fine quality, per box	....	0 11
Fancy washed figs, in baskets, per basket	....	0 20
" pulled figs, in boxes, per box	....	0 22
" stuffed figs, " "	....	0 28
12-oz. boxes	0 06½	0 07

NUTS.

Grenoble walnuts	0 12½	0 14
Tarragona almonds	..	0 13
Sicily filberts	..	0 11
Shelled walnuts	....	0 20
Marbot Walnuts	0 10	0 11
New Brazils	0 15	0 16
Jumbo pecans	....	0 14
Large "	....	0 12½
Shelled almonds	0 24	0 26
Peanuts, Spanish shelled	....	0 13
" Virginian brand, shelled	....	0 12
New chestnuts, per lh	....	0 11
Peanuts, Bon Tons	....	0 11½
" Sun brand	....	0 10
" Diamond G brand	....	0 08
" Coon brand	....	0 07½
Italian chestnuts, per lb	....	0 07

Green Fruits.

Trade seems to be somewhat better this week, as country orders, as well as city trade, are coming in more freely. Apples are selling better with offerings light. Celery is not moving as quickly as was the case a few weeks ago. Peanuts are higher and prices are holding firm, and the trade look for an advance shortly. The Jamaica bitter oranges lately received on the market have not taken hold of the fancy of dealers, but as it was the initial shipment, and consumers are used to the darker Seville oranges, it will take some little time before the superior merits of the Jamaica fruit will be recognized and good trade result; they are lighter in color and those who have tried them consider them better for marmalade purposes than the Seville fruit.

Cocoanuts, per bag of 100	....	4 50
Pineapples, 24 to case	....	4 50
" 30 to case	....	3 50
Cranberries, finest dark	....	8 50
" dark	....	7 50
" 25 quart boxes	....	2 25
Jamaica oranges, per box	2 50	2 75
" grape fruit, per box	3 50	4 00
Florida oranges, per box	....	4 50
Florida grape fruit, per box	....	5 00
Mexican oranges, per box	1 65	1 90
California naval oranges, per box	2 75	3 15
New Messina lemons 300's	....	2 50
" " " 360's	....	2 25
Bauanas, large bunches, crated	1 75	2 00
Apples Winter varieties	2 50	4 00
Sweet potatoes, per bbl.	....	4 75
Almeria grapes, per bbl.	6 00	7 00
Celery, California golden heart, per case	5 25	5 50
Tomatoes, Floridas, crate	4 50	5 00
Lettuce, Boston	0 75	0 85

Vegetables.

Receipts considerably smaller than last week in consequence of which prices have been better. Potatoes are in good demand. Onions scarce, red quoted $3.75 bag.

Potatoes, carlots	0 65	0 67
" ten carlots	0 75	0 80
Bunch lettuce, per doz. bunches	....	0 75
Radishes, per doz. bunches	....	0 25
Mushrooms, per lb.	....	1 70
Mint, per doz. bunches	....	0 20
Parsley, " "	....	0 20
Sage, per doz.	....	1 00
Savory, per doz	....	1 00
Beets, new, per doz.	....	0 25
Egg plant, per basket	....	0 75
Rhubarb, outdoor, per doz	....	0 35
Green onions, per doz.	....	0 15
Spanish onions, large cases, per case	....	3 75
" " crates, per case	....	1 50
Red onions, in 75-lb. bags, per bag	....	2 50
Yellow onions, in 80-lb. bags; per bag	....	1 75
Green house water cress, per doz.	....	0 45
Green cucumbers, per bush, hamper	....	1 25
" per half bushel hamper	0 60	0 75
" per hbl	....	3 50
" per doz.	0 40	0 50
Green cabbage, per doz.	....	0 60
" beans, per bush.	1 00	1 25
Waxed beans, per bush	....	1 00
Cauliflowers, home grown, per doz	....	1 50
Green peppers, per basket	....	0 45
California celery, per case	....	5 50
Canadian celery, per doz.	....	0 75

Fish.

The fish trade shows a genuine improvement. The demand for frozen fish

particularly is a good one. Prepared and salt fish are still rather quiet, although there has been some inquiry during the week for salt herrings, which will now begin to move, after the last few weeks' lull. The continued cold weather has also helped the fish trade, and better business is looked forward to by the trade during the next six weeks. Owing to the scarcity of some kinds of salt fish, green cod is bound to advance, as there is not enough in this market to supply the demand. This will also have an effect on salt herrings, but frozen fish have largely replaced these two standard commodities in recent years. Frozen fish are popular with the dealer, as there is very little risk in handling them and they can be carried for any length of time in the cold weather.

Sea herring, large Newfoundland, casks		6 00
" " " per 100		1 80
" " bbls., 300 fish		1 85
" " less than bbls		1 90
" " small, per 100	0 90	1 00
Standard bulk oysters, per gal		1 40
Selects		1 60
Shell oysters, bbl	3 00	5 00
Fancy Malpecques	8 00	10 00
Dressed bullheads		0 09
Haddies		0 06
Bloaters in boxes, 100 fish		1 00
Smoked herring, per box, new		0 11
Fresh haddock, per lb	0 03½	0 04
Pike, " round winter caught	0 05	0 05½
Halibut, per lb	0 08	0 08½
Gaspe salmon, fresh frozen		0 15
B. C. Salmon, frozen	0 08½	0 09
Fresh steak cod		0 05½
Market cod		0 04
Whitefish	0 07½	0 08
Dore	0 06	0 06½
Fresh frozen Smelts	0 06	0 09
Fresh frozen Herring, 100	1 50	1 90
New frozen Tom Cods	1 85	1 90
No. 1 Labrador herring in 20-lb pails		0 80
No. 1 Herring, Labrador, per bbl		5 00
" " half bbl		2 75
No. 1 Holland herring, per half bbl		6 50
No. 1 Scotch herring, "		6 50
" per keg		1 00
Holland herring, per keg	0 65	0 75
No. 1 Salt mackerel, pail of 20 lbs		2 00
Boneless cod, 1 and 2-lb. blocks, per lb		0 06
" fish, " "		0 05½
" " loose, in 25 lb. boxes		0 04½
Skinless cod, cases 100 lb. (new)		5 00
Green Codfish, (200-lbs.) No. 2		5 50
" " No. 1		7 00
Large "	7 00	7 50
Labrador Salmon, half bbl		9 00
" " (200 lbs.) bbls		16 00
" " Large (300 lbs.)		24 00
B.C. salt salmon, bbl		14 00
" " ½ bbl		7 50
Lake trout, salt, 100 lbs		4 75
Sea Trout in bbls. 200 lbs		9 50
" half bbls		5 50
Marshall's kippered herring, per doz		140
Canadian kippered, per doz		1 00
Canadian ½ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz		1 30
Canned cove oysters, No. 2 size, per doz		2 25

Country Produce.

BEANS.

Market quiet, with small demand and orders are principally for small lots.

Choice, primes	1 35	1 40
" less than car lots	1 40	1 50
Primes	1 30	1 35

HONEY.

No change to note. Business quiet. White clover comb inquired for.

White clover, extracted, tins	0 08	0 08½
" " kegs	0 07½	0 08
" " comb	0 12½	0 13
Buckwheat	0 06	0 06½

MAPLE PRODUCTS.

A dull and featureless market prevails and little business doing.

Maple syrup, in wood, per lb	0 05½	0 05½
Maple syrup, in large tins	0 50	0 60
Pure sugar, per lb	0 07½	0 07½
Pure Beauce, county, per lb	0 08½	0 09

HOPS.

No change in prices on market conditions.

Choice	0 32	0 35
Fair to good	0 28	0 31

Flour and Feed.

FLOUR.

A better feeling prevails and millers have advanced prices 20c per barrel, due to the continued strength of Canadian and American Spring wheat. Export demand is small and little of note transpiring. Ontario grades of flour maintain firm tone and an advance in price is not out of the probability shortly. Receipts during the past week were less than previous week. Shipments via Portland nil, and via St. John 8,034 sacks.

Manitoba spring wheat patents	5 60	5 80
" strong bakers'	5 30	5 50
Winter wheat patents	5 50	5 75
Straight rollers	5 20	5 35
Extra	4 55	4 60
Straight rollers, bags, 90 per cent.	2 55	2 65

FEED.

The increased demand from local, country and export account has firmed up the market. Good and steady inquiry for Ontario whole wheat bran. Shorts quiet and little business turning.

Mouillie	25 00	28 00
Ontario bran, in bulk	16 00	18 00
" shorts		20 00
Manitoba bran, in bags	16 50	17 50
" shorts	19 00	20 00

ROLLED OATS.

Increased offerings during the week have, despite an advance in oats, eased prices off some. Receipts during the week good.

Fine oatmeal, bags		2 60
Standard oatmeal, bags		2 60
Granulated " "		2 50
Rolled oats, "	2 05	2 10
" bbls	4 90	5 00

HAY.

No change in prices to note. Receipts from country have been light owing to heavy roads. No. 1 is scarce on spot and prices firm. Fair demand for all grades and average amount of business doing.

No. 1 timothy	9 00	9 50
" 2 " choice	8 00	8 50
" 2 " ordinary	7 00	7 25
Clover	6 50	7 00
Clover mixed	7 00	7 50

ONTARIO MARKETS.

Groceries.

Toronto, Jan 26, 1905.

THE grocery trade has tended towards the quiet side during the week, the temporary lull being caused in a measure, no doubt, owing to election excitement. The most interesting item is sugar, which has taken another jump of 10c. all round, effective on Thursday, Jan. 19. The advance has further stimulated buying, a very large volume of trade being transacted; very little of the buying is speculative, and, as a rule, the retail trade is stocking only two or three weeks ahead. This season, however, is usually a quiet one for sugar, which makes its present activity all the more remarkable.

Canned goods, especially vegetables, are moving fairly well, an inquiry being noted this week for American tomatoes. The probability of there being a shortage in tomatoes is increasing. Teas are more active than they were a month ago, the low prices of Indian and Ceylon blacks being undoubtedly an inducement to buyers. Coffee continues firm, and trade is quiet. The future of the market is uncertain; some look for lower prices; others are firm in their pretensions, notwithstanding their belief in temporary advances in the near future by certain buyers anxious to unload stocks on a healthy market. Foreign dried fruits are quiet. New Selects Valencia raisins are quoted this week ½c. and fine off-stalk ½c. lower respectively than last week. Stocks of evaporated apricots on spot are little or nothing; and according to reliable information, the evaporated apple market has been cornered. prices now being held firmly at from 6 to 6½c. White beans continue firm as a result of farmers having advanced the price.

CANNED GOODS.

Fair quantities of canned goods have been moving at quotation prices. The feature of the week is an inquiry for American tomatoes, undoubtedly brought about on account of the firm situation of this article in Canada. U.S. goods can be laid down in Toronto slightly cheaper than first-class Canadian goods; although when quality is concerned no uncertain preference for domestic goods is shown. From all accounts there will probably be a shortage in tomatoes be the 1905 pack is in.

Canned fruits are becoming more active, although it is a little early for them as yet. Fish and canned meats continue unchanged. We quote the following prices:

Tomatoes, 3's	1 25
Corn, 2's	1 15 1 20
Peas, 2's	0 82½ 1 30
Sliced beets, 2's	0 85
" " 3's	0 95
" " whole	0 95
Pumpkin, 3's	0 75
" gal	2 50
Squash	1 00
Asparagus tips, 2's	2 50
Golden waxed beans, 2's	0 80
Refugee or Valentine beans, 2's	0 85
Crystal waxed beans, 2's	0 92½
Spinach, 2's	1 40
" 3's	1 80
Baked beans, plain, 1's	0 45
" " 2's	0 72
" " 3's	0 90
Tomato sauce, 1's	0 50
" " 2's	0 78
" " 3's	1 00
Chili sauce srme as tomato sauce.	
Catsups, tins, 2's	0 78
" " gal	4 50
" jugs	7 70
Apples, standard, 3's	0 80 0 85
" preserved, 3's	1 47½
" standard, gal	1 70 2 00
Pears, Flemish Beauty, 2's	1 52½
" " " 3's	2 00
" Bartlett, 2's	1 87½
" " 3's	2 82½
" whites, 2's	1 72½
" " 3's	2 67½
Peaches, pie, 3's	1 25
Cherries, red, pitted, 2's	2 20
" " not pitted, 2's	1 75
" English black, pitted, 2's	2 20
" " " not pitted, 2's	1 75
" white wax, pitted, 2's	2 42
" " " not pitted, 2's	2 00
Lawtonberries, heavy syrup, 2's	1 57½
" preserved, 2's	1 75
" standard gal	4 97½
Plums, Damson, light syrup, 2's	1 00
" " heavy syrup, 2's	1 30
" " 3's	1 85
" Lombards, light syrup, 2's	1 05
" " heavy syrup, 2's	1 35
" " 3's	1 90
" green gage, light syrup, 2's	1 15
" " heavy syrup, 2's	1 47½
" " 3's	2 00
" egg, heavy syrup, 2's	1 52½
" " 3's	2 10
Pineapple, sliced, standard, 2's	2 35
" extra " 2's	2 47½
" grated, " 2's	2 62½
Raspberries, red, heavy syrup, 2's	1 40
" preserved, 2's	1 60
" black, heavy syrup, 2's	1 35
" preserved, 2's	1 50
Rhubarb, preserved, 2's	1 15
" 3's	1 90
" gal	2 62½
Strawberries heavy, syrup, 2.s	1 60
" preserved, 2's	1 75
Lobster, talls	3 50
" 1-lb. flats	3 75
" ½-lb. flats	2 00

Mackerel	1 00	1 25
Salmon, Fraser River, "Horseshoe" and "Maple Leaf."		
1-lb. talls, 5 cases and over		1 77½
1-lb. talls, less than 5 cases		1 80
1-lb. flats, 5 cases and over		1 90
1-lb. flats, less than 5 cases		1 92
½-lb. flats, 5 cases and over		1 17
½-lb. flats, less than 5 cases		1 20
Salmon, "Clover Leaf."		
1-lb. talls, 1 to 4 cases		1 80
1-lb. flats, 1 to 4 cases		1 87½
1-lb. talls, 5 to 9 cases and over		1 77½
Chums	0 95	1 00½
Sardines, Sportsman ¼s		0 14
" ½s		0 23
" Portuguese ¼s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½s	0 35	0 38
" Domestic, ¼s	0 03½	0 04½
" " ½s	0 09	0 11½
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies, per doz		1 00
Haddies, per case		4 00
Kippered herrings, domestic		1 00
" " imported	1 40	1 45
Herrings in tomato sauce, domestic		1 00
" " " imported	1 40	1 45
California ripe olives, tins, per doz		4 75
Corned beef, 1s, per doz		1 50
" 2s, "		2 70
" 6s, "	8 00	10 00
" 14s, "		18 00
Lunch tongues, per doz		3 00
Potted meats, ½s, "		0 50
" ¼s, "		1 00

SUGAR.

On Thursday a. m., of last week, Jan. 19, just after we went to press there was an advance all round of 10c in Canadian refined. The domestic market has continued firm this week, and a brisk business is reported throughout the retail groeery trade. Wholesalers are of the opinion that the retail trade are not buying for futures, but two or three weeks ahead.

The European beet sugar market has exhibited weakness during the week which has had a tendency to make new business in refined sugar flat in New York. In addition most of the buyers have contracted for about all the sugar they care to handle for the present. No changes, however, have been made in prices, all refiners being on the basis of 6.05c less one per cent. cash for granulated in bags or barrels. American refiners are not bidding on forward shipment, preferring in view of the present unsettled market for beet sugar to hold off and await developments.

Receipts at three Atlantic ports for the week ending January 19 were 30,966 tons, with meltings 30,000 tons, the same as the preceding week, leaving stock in all hands 76,857 tons, a decrease for the week of 996 tons. Total stocks of Europe and America at latest uneven dates were 2,740,357 tons against 3,720,883 at the corresponding date of 1904 a decrease of 980,526 tons. We quote the following prices:

Paris lumps, in 50-lb. boxes	6 48
" in 100-lb. "	6 38
St. Lawrence granulated	5 83
Redpath's granulated	5 83
Acadia granulated	5 83
Berlin granulated	5 78
Phoenix	5 68
Bright coffee	5 68
Bright yellow	5 58
No. 3 yellow	5 58
No. 2 "	5 43
No. 1 "	5 33

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

SYRUPS AND MOLASSES.

A satisfactory volume of trade in syrups and molasses is reported for the week under review. West Indian molasses is moving freely. New crop West Indian will be high in price. 1904 New Orleans is not yet on the market. Our quotations are as follows:

Syrups—		
Dark		
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb.		0 02½
" ½-bbls "		0 02½
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. " "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 25	0 30
" " ½ bbls	0 27	0 32
" open kettle	0 45	0 50
Barbadoes	0 35	0 40
Porto Rico	0 35	0 40
West Indian	0 32	0 35
Maple syrup—		
Imperial qts		0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal " "		5 60
Qts. " "		6 00

COFFEES.

Coffee continues firm with business quiet generally. The New York Journal of Commeree comments as follows on the world situation in coffee:

From now on more reliable information can be obtained relative to the outlook for the growing Brazil crop, and this too will enter into the market as a factor. According to the latest reports from well informed sources the Rio crop promises to yield about 1,000,000 bags in exeess of the present one, but it will be fully offset by a decrease in the Santos crop; in fact, there are those who report that the prospects are for a smaller yield from the growing Brazil crops than from the present crops. Not all the trade, however, are willing to accept the reports of another comparatively small yield from the growing Brazil crops, they believing that the prolonged rains during the past few months in Brazil will prove beneficial to the coffee trees, and that a fairly full yield can be expected next season.

The position of the speculative market is becoming an interesting one. Owing to the extensive liquidation during the past two weeks, and the fact that the buying has been done very largely by one interest, has resulted in the long interest being exceptionally well concentrated and controlled by interests who are firm believers in the future of the market. Europe, which has been opposed throughout the season to the upward movement of prices, has been a steady seller and stands short, it is estimated, about 1,000,000 bags of coffee in this market on arbitrage. Last season Europe sold heavily in the New York market during the advancing tendency to prices, and when the break came in February was unable to do her straddle at handsome profits. This season, however, the market appears to be in a different position. The interests that were incidental in bringing about a collapse of last season's bull speculation are now supporting the market. Furthermore, there is no wild speculative movement under way and no accompanying large scattered long interest to liquidate and break prices. Europe has allowed her stocks to be depleted to the smallest point touched in several seasons at this period of the year and cannot very well afford to reduce her stocks further by making important shipments of coffee to this country to deliver on her contracts; thus the indications are that she will have to undue her straddles in the open market and this should tend to operate in favor of the American bull interest.

We quote the following prices:

	Per lb.	
Green Rios, No. 7	0 10	0 10½
" " No. 6		0 11
" " No. 5		0 11½
" " No. 4		0 12
" " No. 3		0 12½
" Mocha	0 21	0 23
" Java	0 22	0 35
" Santos	0 11	0 13
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
Green, Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracaibo	0 16	0 23

TEAS.

A satisfactory volume of trade in teas is reported for the week, the market showing increased activity over last week. The exceptionally good quality and low price of Indian and Ceylon blacks offering has already stimulated buying to a perceptible extent, and the trade are confidently looking forward to the next two or three weeks.

For the past two months there has been little of special interest to record in Japan teas, on account of the season there having practically closed, and stocks being very light at an advance of 1c. per lb.

According to our American correspondent, jobbers in the United States have done very little business in Japan teas for the past six months as the retail trade was stocked at the beginning of the year when hostilities between Japan and Russia first broke out. Business has improved, however, within the last six weeks, and teas are now moving well, so that an improved demand for Japan teas may be expected within the next thirty days. Fine grades are scarce, and some jobbers have already advanced their prices.

Our quotations are as follows:

Congou—half-chests, Kaisow, Moning	0 12	0 35
" caddies, Pakling	0 19	0 40
Indian—Darjeelings, Pekoe souchongs	0 20	0 22
" Pekoes	0 25	0 30
" Orange Pekoes	0 35	0 45
Indian—Darjeelings	0 35	0 45
Assam Pekoes	0 18	0 22
Assam Pekoe Souchongs	0 16	0 18
Ceylon—Broken Orange Pekoes	0 22	0 24
Orange Pekoes	0 22	0 29
Pekoes	0 18	0 24
Pekoe Souchong	0 14	0 16
China Greens—Gunpowder, cases, extra first	0 35	0 42½
" half-chests, ordinary firsts	0 22	0 28½
Young Hyson, cases, sifted, extra firsts	0 37½	0 47
" cases, small leaf, firsts	0 30	0 37½
" half-chests, ordinary firsts	0 22½	0 32
" " seconds	0 22	0 24½
" " thirds	0 15	0 17
" " common		0 14
Pingsueys—Young Hyson, ½-chests, firsts	0 25	0 30
" " seconds	0 16	0 18
" half-boxes, firsts	0 25	0 30
Japan—½ obests, finests May pickings	0 34	0 38
Choice	0 31	0 35
Finest	0 27	0 29
Fine	0 24	0 27
Good medium	0 19	0 21
Medium	0 17	0 19
Good common	0 18	0 19
Common	0 13	0 14

SPICES.

Spices are quiet and prices continue unchanged. Our quotations are as follows.

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 25	0 35
" white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 16	0 25	Allspice	0 14	0 17
Cassia	0 21	0 25	Mace	0 80	0 90
Nutmeg	0 45	0 75			

RICE AND TAPIOCA.

Trade in rice and tapioca is quiet and without special feature. The New York market which more or less directly affects local prices, reports that decreasing production of tapioca in the East has had its influence in favor of sellers.

The announcement of the Japan Weekly Mail that an extraordinary rice

crop is expected in Japan this year will be of particular interest to the grocery trade in view of the fact that Japan ranks second among our largest sources of supply. The 1904 crop is estimated at 259,837,696 bushels, as compared with 237,905,720 bushels in 1903, an increase of 21,931,976 bushels. We quote the following prices:

	Per lb.			Per lb.	
Rice, stand. B...	0 03½	0 03¾	Tapioca, staple..	0 03¼	0 03½
Patna.....	0 05	0 05½	" double goat	0 04	
Japan.....	0 06	0 07	Carolina rice....	0 08	
Sago.....	0 03½	0 04			

Foreign Dried Fruits.

The foreign dried fruit market has ruled quiet during the week under review with little of special interest except a reported lack of evaporated apricots on spot at a season when the demand is beginning, and a drop in the price of Valencia raisins, new selects, of ½c. and in fine off-stalk of ¼c. per lb. The next arrivals of currants, raisins from Mediteranean ports will probably be reported at Boston and St. John before next week's issue of the Canadian Grocer.

It is interesting to note that the opening price of currants for 1904 has been pretty well sustained to date, while raisins have dropped appreciably. We quote the following prices:

PRUNES.

	Per lb.			Per lb.	
100-110s.....	....	0 04	60-70s.....	0 06	0 06½
90-100s.....	0 04	0 04½	50-60s.....	0 06½	0 06¾
80-90s.....	....	0 05	40-50s.....	....	0 08
70-80s.....	0 05½	0 05¾	30-40s.....	0 00	0 09

CANDIED PEELS.

	Per lb.			Per lb.	
Lemon.....	.. 0 09	0 10	Citron.....	0 15	0 17
Orange.....	.. 0 10	0 11			

FIGS

	Per lb.			Per lb.	
Tapnets.....	0 03½	0 04	Elemes.....	0 08	0 13
Naturals.....	0 06½	0 07½			

APRICOTS.

	Per lb.	
Californian evaporated..	0 12½	0 14

PEACHES.

	Per lb.	
Californian evaporated.....	0 11	0 14

PEARS.

California evaporated, per lb.....	0 14

CURRANTS.

	Per lb.			Per lb.	
Fine Filiatras....	0 04¾	up	Vostizzas.....	0 07	0 08
Patras.....	0 06	0 06½			

RAISINS.

	Per lb.	
New selects.....	0 05½	0 06
Fine off stalk.....	....	0 05½
Sultana.....	0 06½	0 10
Californian seeded, 12-oz. Muscatals.....	0 06¾	0 07
" " 1-lb. boxes "	0 07	0 08½
" unseeded, 2-crown. "	....	0 07½
" " 3-crown "	0 05¾	0 07
" " 4-crown "	0 07	0 08

DATES.

	Per lb.			Per lb.	
Hallowees.....	0 04¾	0 05	Fards new choicest	0 09	0 10½
Sairs.....	0 04½	0 04¾	" new choice..	....	0 09½

FOREIGN NUTS.

The tendency is towards a stronger market in peanuts. Otherwise trade continues quiet. Prices continue unchanged. Our quotations are as follows:

Peanuts, green, Virginia, per lb.....	0 08	0 10
" roasted "	0 10	0 11
" Spanish, green, per lb....	....	0 09
" " roasted, "	....	0 10
" Japanese, green, per lb.....	....	0 09
" " roasted "	....	0 11
Almonds, Tarragona, per lb.....	0 12	0 12½
Walnuts, Grenoble, "	....	0 12½
" Bordeaux, "	0 09	0 10
Filberts, per lb.....	0 10½	0 11
Pecans, per lb.....	0 13	0 15
Brazils "	0 16	0 16½
Cocoanuts, Jamaica, per sack.....	....	4 50
Italian Chestnuts, per lb.....	....	0 10

DRIED FISH.

All varieties of dried fish have been moving well during the week, particularly cod; and trade will continue to brighten as Lent approaches. We quote the following prices:

Boneless fish, per lb.	....	0 04
Cod fish, 1-lb. bricks	....	0 06
Pure cod, per lb.....	....	0 10
Quail-on-toast, per lb.....	0 05½	0 06
Flitched cod fish, in cases of 100 lbs., per lb	0 06	0 06
Labrador herring, per bbl.....	6 00	6 50
" " per ½ bbl	3 25	3 40
Scaled herring.....	....	0 14
Salmon trout, per keg	....	6 00

BIRD SEED.

Trade in bird seed continues quiet. are unchanged. Our quotations are as follows:

Canary seed, per lb	....	0 06½
Hemp	....	0 05
Cottam's.....	....	0 08
Brock's.....	....	0 07½

EVAPORATED APPLES.

Considerable excitement has arisen in evaporated apple circles on account of the cornering of the market this week by three of the leading apple dealers. Prices have firmed and are now quoted at 6 to 6 1-2c. Business has been dull during the week with very little doing except in outlying mining districts and lumbering camps. Dried apples are still quoted nominally at 4c.

Country Produce.

EGGS.

Dealers holding eggs in storage are anxious to dispose of their stocks, fearing that the mild weather will considerably increase the arrivals of new laid. As a result of prevailing conditions, prices on storage fresh and pickled have declined 1c per dozen. New laid are also easier owing to better arrivals. The market depends upon the weather. Our quotations are as follows:

Eggs, strictly new laid.....	0 00	0 30
Cold storage fresh.....	0 21	0 22
pickled....	0 19	0 20

HONEY.

Trade conditions in honey continue unchanged and will do so until the buying season begins. Our quotations are:

Honey, extracted clover, per lb	0 08	0 05
" sections, No 1, per doz.....	1 90	2 25
" " No. 2, "	....	1 65

BEANS.

Farmers are more disposed to forward their stock of beans than they have been for some time, with the result that prices have declined on hand-picked and primes. Our quotations are as follows:

Beans, handpicked, per bush.....	1 55	1 60
" prime, No. 1	1 40	1 50
" prime, No. 2.....	1 25	1 35
" Lima, per lb	0 07	0 07½

SEEDS.

A quietness in trade usual at this time of year is prevalent. Domestic trade has opened up, but is expected to remain quiet until the middle of February. Foreign buyers still absent themselves from the market, indeed, the season for exporting has about ended and it is feared the absence of the export trade will cause a glutting on the domestic market which means that a considerable decline in prices will take place in the near future. Alsike clover has become easier and the outside range of prices has declined from $6 to $5.50. We quote the following:

Alsike clover, per bush	3 50	5 50
Red clover.....	5 00	6 75
Mammoth clover, per bush	6 00	7 25
Timothy.....	1 00	1 35

Green Fruits.

Elections have caused a momentary quietness in the green fruit trade. Navel oranges have the best demand. Despite the cold weather these oranges are arriving free from frost. Trade in Valencias and Mexicans is very quiet; few sales are being made, which means a loss to the dealer owing to the low prices ruling. The lemon market is strong and cables report a higher price at shipping points, cold weather having created a strong demand.

Bananas are in good supply, the stocks consisting principally of Jamaicas, which have arrived in good condition. Stocks of cranberries are light and demand limited. Supplies of Almeria grapes are also light; good qualities are arriving second-handed from large American cities on the eastern seaboard. Few orders are arriving for figs. Domestic trade in apples is dull; quietness is also reported in the export trade. Our quotations are as follows:

Florida oranges, per box.....	3 00	3 25
Florida grape fruit, per box.....	4 00	4 50
Florida tangerines (half straps)	2 25	2 50
Florida pineapple, per case.....	4 00	4 50
Mexican oranges, per box	1 75	2 00
California navel oranges, per box.....	2 75	3 25
Valencias ordinary, 420's.....	3 50	3 75
" large, 426's.....	....	5 00
" 714's	....	5 00
New messina lemons, 300's, per box	2 25	2 75
" 360's, per box.....	2 25	2 75
Bananas, large bunches, crated.....	1 50	2 00
Bananas 8's, per bunch, crated.....	1 00	1 25
Apples, Winter varieties.....	2 00	3 00
Sweet potatoes, kiln dried, per bbl.....	....	5 50
Almeria grapes, per bbl. choice.....	6 50	7 00
Cranberries, Budd's long keepers.....	....	10 00
Smyrna figs, Eleme, four crowns.....	....	0 7½
" " five "	....	0 8½
" " six "	....	0 9½
" " seven "	....	0 13½
" " glove boxes, 1-lb.....	0 7½	0 8½
" " Protoben, four crowns..	0 9½	0 10½
" " five "	0 13	0 13½
Comadre figs.....	0 03½	0 03¾

The following cable has been received by Eben James, Toronto, from Woodall & Co., Liverpool, dated January 23, 1905: "12,000 barrels selling. Market active. Greenings, 9s 6d to 13s 9d; Baldwins, 13s to 15s; Spies, 15s to 20s; Russets, 21s to 23s; Ben Davis, 11s to 12s 6d; seconds, 4s less."

W. B. Stringer & Co., Toronto, representing J. C. Houghton & Co., Liverpool and London, received the following cable from Liverpool, dated January 25, 1905: "8,500 barrels selling. Market is unchanged."

APPLE SHIPMENTS.

Total apple shipments for week ending January 21, 1905 :

	To Liverpool.	London.	Glasgow.	Various.	Total.
From Boston.....	28 377	876	....	3,286	34,519
New York ...	1 349	3,230	1,619	13,635	19,833
Portland, Me..	4 712	2 375	7,969	....	14,906
Halifax	1 065	22,503	....	....	23,568
St. John, N.B.	496	529	....	....	1,025
Total for week.....	35,999	29,433	9,668	18,921	93,961
Same time 1904.....	32,255	26,956	8,327	10,831	77,669
Same time 1903.....	7,228	26 674	5,1 2	5,444	44 478
Total since season opened.....	1 84 816 7 bbls.				
Same time 1903-1904.....	2,777,487 "				
Same time 1902-1903.....	1,921,661 "				

Vegetables.

Cabbage imported from the State of New York has arrived on the market and already some large orders have been placed. Otherwise trade conditions are normal. During the week sage has ad-

vanced 5c per dozen. Other prices continue unchanged. Our quotations are:

Greenhouse lettuce		0 35
Greenhouse radishes, per doz. bunches		0 50
Mushrooms, per lb.		1 00
Dry Mint, per doz bunches		0 20
Parsley, " "		0 20
Sage, per doz.		0 20
Savoury, per doz		0 15
Carrots, per bag		0 60
Beets, per bu		0 50
Beets, per bag	0 60	0 75
Dry Onions, per bag	1 90	2 00
Dry Onions, per basket		0 50
Spanish onions, per case		4 00
Green house water cress, per doz.		0 25
Canadian celery, per doz	0 35	0 75
Potatoes, per bag		0 90
Butter squash, per doz	2 00	3 00
Parsnips, per bu		0 60
Parsnips, per bag		0 75
Cabbage, per head	0 05	0 10
" per doz	0 50	0 75
Turnips, per bag	0 30	0 35
California celery, per case		3 00
Hothouse cucumbers, per doz	1 50	1 75
Mushrooms	0 80	0 90
Artichokes, per bu		0 75
Oyster plant, per bu		1 25
Greenhouse rhubarb, per doz	0 00	1 25
" onions, "	0 15	0 20

Fish and Oysters.

Smelts continue scarce. The expectations are for higher prices in whitefish. Sea herring are firm and arrivals are not as heavy as former years. Finnan haddie are arriving in large quantities and the majority of dealers can only obtain 7c per pound. Recent reports state that there has been a series of heavy storms off the fishing points which may mean an advance in price. Large offerings of barreled fish, principally pickled trout and herring have been placed on the market. In nearly every instance this stock has been displaced by the frozen stocks. We quote the following prices:

Frozen halibut	0 10	0 11
British Columbia salmon	0 10	0 11
Whitefish, frozen, per lb		0 07½
Haddock " per lb	0 06	0 07
Cod, steak " "		0 07
Trout, lake, per lb		0 07½
Pike, per lb	0 05	0 06
Finnan haddie, per lb	0 07	0 07½
Oysters, Long Island natives, per imp. gal		1 70
" Baltimores, per wine gal		1 40
" "Select," " "		4 80
Ciscoes, per basket		1 25
Bloaters, per box of 100	1 00	1 25
Labrador herring, ½ hbl		3 25
" " large hbl		6 00
Shrimps, per gal		1 25
Sea herring		2 00
Smelts, No. 1		0 12
" No. 2		0 08
" extras		0 15
Frozen fresh water herring		0 04

Grain, Flour and Breakfast Foods.

GRAIN.

For the first time in many months wheat has practically remained for one week without a change. Dealers fear a quiet trade. Another advance of 1-2c per bushel is noted in oats. Other items on the list continue unchanged. We quote:

All on track Toronto.		
Manitoba wheat, Northern No. 1 new	1 12	1 12½
" " " No. 2 "	1 08½	1 09
" " " No. 3 "	1 02½	1 03
Red, per bushel, new	1 09	1 09½
White " "	1 09	1 09½
Barley " "	0 48	0 52
Oats, " "	0 38	0 38½
Peas "	0 73	0 74
Buckwheat "	0 58	0 58½
Rye, per bushel, "	0 83	0 84

FLOUR.

A quietness in trade is noticeable this week. Some dealers claim that the hard times in England have brought about a decline in imports from Canada. The demand seems to have diminished somewhat since the last advance. Prices continue unchanged. Our quotations are:

Manitoba wheat patents, per bbl, in bags	5 40	5 60
Strong bakers " "	5 20	5 40
Ontario wheat patents " "	4 90	5 00
Straight roller " "	4 85	4 95

BREAKFAST FOODS.

Oatmeal, rolled oats, and rolled wheat are in good demand, although the manufacturers are not receiving as many orders as they did some time ago, the supposition being that the retail trade is well stocked. Oatmeal and rolled oats are firm and an advance is anticipated. We quote the following prices:

Oatmeal, standard and granulated, carlots, on track, per bbl	4 45
Rolled wheat in boxes, 100 lbs	2 90
" " 50 lbs	1 50
Rolled oats, standard, carlots, per bbl., in bags	3 90
" " " " in wood	4 15
" " " " for broken lots	4 30
Rolled wheat, per 100-lb. bbl	3 00
Cornmeal	3 35
Split peas	5 00
Pot barley, in bags	4 00
" in wood	4 25

Hides, Tallow, Skins and Wool.

During the week calfskins have advanced 1c. Trade is quiet owing to the extremely high prices ruling. Tallow continues dull. With the exception of salfskins prices are unchanged. We quote the following:

HIDES.

No. 1 green steers, per lb	0 08½
" 2 " " "	0 08½
No. 1 green, per lb	0 09
" 2 " "	0 08

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive	0 11
" " " 2 " " "	0 09
" " " 1 15 to 20 lb "	0 10
" " " 2 " "	0 08
Sheep skins	1 25 1 40

TALLOW.

Rendered tallow, per lb	0 04½ 0 04¾

WOOL.

Unwashed wool, per lb	0 13 0 14
Fleece wool, new clip, per lb	0 21 0 22
"Rejections"	0 16 0 17
Pulled wools, super, per lb	0 23 0 25
" " extra "	0 24 0 26

ST. JOHN FISH MERCHANT IN MONTREAL.

Mr. W. F. Leonard, of Leonard Bros., St. John, N.B., was a visitor to the firm's Montreal branch this week. To The Canadian Grocer, Mr. Leonard stated that stocks of fish were becoming rapidly reduced. The catch, generally speaking, has been light, particularly so in codfish, and prices are high, in fact higher than for nearly twenty years. Foreign markets have felt the shortage in catch and are ruling fully 12 per cent. over last year's prices. Mr. Leonard, who is one of the best-known fish merchants in Canada, remarked upon the changes that have taken place in the handling and preparing of fish for the trade, and looks forward to an enormous increase in the consumption of Eastern fish. As the country fills up and people become more wise to the value of fish as a diet, the demand will increase rapidly and the value of the industry be enhanced proportionately. Mr. Leonard was the first shipper of frozen fish to Montreal, he having forwarded a carload as an experiment, and the reception it received was so encouraging that the policy was pursued, and now the business is a regular, heavy and constantly increasing one.

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

The Eby-Blain Co., Toronto, are offering a snap in Labrador herrings, barrels and half barrels.

Leonard Bros, Montreal, call the attention of the trade to their large assortment of all kinds of fresh frozen, as well as prepared and salted fish. They solicit enquiries from buyers.

Laporte, Martin & Co., Montreal, have received 25 barrels and 45 half barrels of very fine quality red Labrador trout, which they are offering at contagious prices.

Leonard Bros., Montreal, report that sea-herring are meeting with big demand. The prospects are that prices may go higher, unless there are further arrivals at Halifax in the near future.

Laporte, Martin & Co., Montreal, are offering Valencia raisins at interesting prices, and expect these goods to advance shortly.

McWilliam & Everest, Toronto, are expecting one car of marmalade oranges, one car of bananas, two cars of fancy Washington navel oranges, one car of yellow American onions, one car of red American onions, and one car of Florida head lettuce (the first car ever received on the Canadian market).

White & Co., Toronto, report the arrival of two cars of bananas on Thursday, Jan. 26.

DEATH OF MRS. CHAS. GYDE.

Mr. Chas. Gyde, one of Montreal's oldest and best-known grocery brokers and commission merchants, has been afflicted during the past week by the death of his wife. Mrs. Gyde, who was 55 years of age, had been ailing for some time, but it was only during the past few weeks that her illness was considered serious. Her death occurred on Wednesday, Jan. 18, the funeral being held at 2.30 p.m. on Saturday, Jan. 21, from her late residence, 4150 St. Catherine street, Montreal. Mr. Gyde and family have the sympathy of not only their most intimate friends, but of the trade throughout Canada. The Canadian Grocer extends its sympathy.

Teas Teas Teas

Japan, in 5-lb., 20-lb., 80-lb. and 90-lb. boxes.
China, greens, in 10-lb., 30-lb., 50-lb. and 100-lb. boxes.
" blacks, in 10-lb., 30 lb., 50-lb. and 100-lb. boxes.
Ceylon, greens, in 30-lb., 40-lb., 50 lb. and 60-lb. boxes.
" blacks, in 30-lb., 40-lb., 50-lb. and 60-lb. boxes.
Indian, blacks, in 50 lb. and 100-lb. packages.
" greens, in 50-lb. and 100-lb. packages.

The low prices of Japan Teas, 1904 crop, have increased their consumption, and reduced the demand for green Ceylons.

We have filled all our orders taken to arrive, of our special brands of Japan Teas, namely, **"H. L.," "VICTORIA," "PRINCESS LOUISE"** and **"MAISONNEUVE."**

Grocers who have not tried our celebrated brands of teas should not wait longer, but place their orders now. Our assortment is most complete and our prices very low, as we want to reduce our stock before taking inventory.

WE OFFER A GENUINE BARGAIN.

157 CASES JAPAN SIFTINGS - - - - - **5c.**
June crop, strong and clear liquoring.

The high prices of CALIFORNIA MUSCATEL RAISINS will increase the demand for Valencias. We offer for immediate delivery:

1,500	boxes	F.O.S.	Valencias,	28	lbs.,	1904 crop.
1,000	"	F.O.S.	"	14	"	"
1,200	"	F.O.S.	"	7	"	"
700	"	Selected	"	28	"	"
300	"	4-crown layer	"	28	"	"

All the above mentioned goods are of choicest quality and exceedingly low prices.

ASK FOR SAMPLES, OR SEE OUR TRAVELLERS. IT WILL PAY YOU.

Agents for
Sir Thos. J. Lipton's
(London) Teas

Agents for
Ph. Richard & Cie's
Brandies
Cognac, France

Agents for
Mitchell Bros.
(Glasgow) Famous
Whiskies

Laporte, Martin & Cie., Limited

WHOLESALE GROCERS——IMPORTERS OF FRUITS, TEAS, WINES AND LIQUORS.

St. Peter St., - - MONTREAL.

A PROSPEROUS BUSINESS.

Annual Meeting of the E. W. Gillett Company, Limited.

THE fourth annual general meeting of E. W. Gillett Company, Limited, was held in the company's offices, corner King and Duncan streets, Toronto, on Thursday, January 19, at 11 a.m. A large number of stockholders from various parts of the Dominion were present, and all were thoroughly pleased with the very satisfactory financial statement presented by the management. Charles W. Gillett, president of the company, acted as chairman, and the utmost harmony prevailed.

The minutes of last meeting were read by the secretary and adopted. The statement presented for the consideration of the stockholders, showing the result of the company's business for eight months ending Dec. 31, or the period since the fire, was an exceptionally good one. As our readers are aware this company's entire factory, including machinery, stock, etc., was totally consumed in the appalling conflagration which destroyed a large area of the wholesale and manufacturing district of Toronto on the night of April 19, 1904. Temporary offices and factory space were secured immediately after the fire, and on account of the foresight exercised by the management of the business in having a duplicate set of machinery stored in an entirely separate building to provide for just such a contingency as that which occurred, the company was able to resume manufacturing operations with practically no interruption, and, besides, within a couple of days after the fire the completion of the purchase of their fine factory property, corner King and Duncan streets, was consummated. Notwithstanding the interruption that the fire caused, 1904 proved to be the banner year for this company, as far as sales are concerned. This is true, not only in the business done since the company was incorporated, but for the entire period of 19 years that the goods have been manufactured in Canada. The fact of the fire not preventing the company from paying dividends at regular periods is almost unprecedented, and a feature that caused a good deal of favorable comment. The attention of stockholders was directed to the fine record which the management has been able to show year after year in the fact of doing such a large business without loss in the way of bad debts, and in this respect a clean sheet was shown for 1904.

The prospects of the company are of the brightest, and owing to the thoroughly efficient manner in which the business is conducted, stockholders are assured of most satisfactory returns, and, indeed, at this meeting were told that the rate of dividend from the first of the year would be increased.

A motion was unanimously adopted expressing deep regret on account of the death of the late president of the company, E. W. Gillett, which occurred last March.

A pleasant feature of the stockholders' meeting was the fact of their showing appreciation of the unusually successful and difficult work by the management in voting a handsome bonus to the general manager and treasurer, assistant general manager and the secretary, and, besides, passed a vote of thanks to all who had contributed to the success attained.

D. Hoskins, chartered accountant, was appointed auditor, and the following Board of Directors were elected, viz.:—Chas. W. Gillett, John Firstbrook, H. C. Barker, M. A. Thomas, William Dobie.

After adjournment of the meeting the stockholders were entertained at luncheon in the building, the catering being looked after by the Harry Webb Company, Limited.

After luncheon a meeting of the Board of Directors was held, at which the following officers for 1905 were elected, viz.:—

Charles W. Gillett, president.

William Dobie, general manager and treasurer.

Geo. H. Macfarlane, assistant general manager.

Geo. Hepburn, secretary.

(Advt.).

VISITORS FROM FRANCE.

Mr. Chamouton, representing Violet Freres of Thuir, France, manufacturers of Byrrh Wine, is at present in Montreal. Mr. Chamouton has spent a year in the United States, having been in charge of his firm's exhibit at the St. Louis Exposition. He will visit Quebec, Kingston, Ottawa, Toronto, and the other larger Canadian centres before returning to France. Mr. Rohde, representing Hudon, Hebert & Co., the Canadian agents of Violet Freres, will accompany Mr. Chamouton on his tour of the trade in the East, and Mr. G. W. Prescott, Toronto, representative of Hudon, Hebert & Co., will introduce him to the Western trade.

Mr. G. Paasche of Barbzieux, France, representing Boutelleau & Co., one of the largest brandy and cognac firms of France, was in Montreal during the week and made his headquarters with Hudon, Hebert & Co., Canadian agents for Boutelleau & Co. From Montreal, Mr. Paasche will go to Toronto, calling upon the trade in company with Mr. G. W. Prescott, Hudon, Hebert & Co.'s Eastern Ontario representative.

REVIEW OF TEA TRADE FOR 1904.

THE following interesting review of the tea situation for 1904 has been received from Gow, Wilson & Stanton, London, Eng.:

During the early months of 1904 the prospects of tea growers in the Far East seemed brighter than had been the case for some time. The long period of depression through which the industry had passed appeared to be coming to an end. Overproduction had been checked, and prices were at last on a moderately remunerative basis for many plantations, and it seemed likely that more prosperous times were in store.

It was long since a year had opened so auspiciously for tea producers, but their hopes were short lived and soon gave place to gloomy forebodings, for a most unexpected blow came upon an industry which was almost exclusively British. This was an additional 2d to the duty levied in the United Kingdom—the largest consuming market in the world. The effect was serious in more ways than one. By immediately raising the price of common tea, which was then in only moderate supply, it induced the import of heavy quantities of poor tea from China; it also tended to encourage coarser plucking in India and Ceylon. But there were other influences besides the increased duty which adversely affected tea producers. The fall in the value of green tea in North America gave a serious check to the manufacture of this grade, thus throwing an additional weight of black tea on the market.

These causes resulted in a gradual fall in the value of medium and poor teas, while the disinclination shown by consumers in the United Kingdom to pay higher prices than when the duty was 6d, militated seriously against higher grade teas, and caused also a general reduction in their value.

Thus, all along the line the tea planter has been a heavy sufferer, and the average price of Indian and Ceylon tea during 1904 has gone back very nearly to the level of the disastrous year 1902, while even less has been so far realised by this season's Indian crop.

The effect of the previous rise in duty in 1900, as a war tax, was to entirely check the normal annual increase of five to six million pounds in consumption at home. Had the duty not then been raised, there is every reason to believe that this increase would have continued, and that we should now be consuming much larger quantities of Tea, with a correspondingly greater demand and

more remunerative prices to the growers. The prospects of the industry are by no means encouraging so long as the duty in this country remains at its present high figure.

Notwithstanding that less green tea was exported to North America, substantial progress in the use of Indian and Ceylon tea was made in that market. Progress continues in Russia, though owing to the war teas are going via Europe, instead om Dalny. Indeed, the steady growth of foreign and colonial markets is the one bright spot in the present condition of the industry. Aobut 133 million lbs were taken during 1904, against 120 million lbs in 1903. This steady expansion affords strong testimony to the good qualities of British grown tea.

Indian Tea.

The crop has proved rather larger than that of last season, but the quality has been hardly as good. Neither Assam nor Darjeeling was up to last year's standard, while Dooars was hardly equal; Cachar and Sylhet, however, were, on the whole, perhaps a trifle better, except where coarser plucking had been resorted to. Travancore has now become an important district, but its quality is still open to improvement.

Ceylon Tea.

Ceylon suffered severely from unfavorable weather during the early months of the year, with the result that production was somewhat curtailed, but recent climatic conditions have been more suitable for flushing, and more leaf has been produced, consequently the total crop may slightly exceed that of last year.

Java.

Continues to grow in importance and gradually increases her output, the total export of the last few years being as follows: 1899, 12,841,702 lbs.: 1900, 15,406,984 lbs.; 1901, 16,750,872 lbs.; 1902, 16,911,166 lbs.; 1903, 22,138,187 lbs. Quality tends towards improvement, as the gardens planted some years ago with Indian seed continue to increase their output.

THE GROWING TIME.

THE A. F. McLaren Imperial Cheese Company, Limited, Toronto and Detriot, are now in possession of their new offices at the northeast corner of Scott and Yonge streets, Toronto, which for location, spaciousness and general appearance challenge comparisons with anything of the kind in Canada. The interior, comprising business offices and sample rooms, has been richly redecorated, and has the rare advantage of being well lighted from both the south and west. The lower halves of the windows facing Scott and Front streets have been enamelled in green and gold, each window bearing prominently the name of one or other of the firm's numerous agencies. In addition to these effective business directories a large exterior display sign extending around two sides of the building is also being utilized.

While the cheese business of the A. F. McLaren Imperial Cheese Company, Limited, has made phenomenal strides during the past few years the growth of their agency business has been equally satisfactory, so satisfactory in fact that the firm's former premises at 51 Colborne street have been for some time entirely inadequate to the demands of business, necessitating the move to 28 Front street East. 51 Colborne street has been retained and will be used in future for warehouse purposes exclusively, thus providing the extra accommodation of which the firm has been so much in need.

At the present time their trade extends from Atlantic to Pacific; they have latterly extended their trade policy by opening up an extensive export business with a branch office in St. Thomas, Ont., in charge of R. Johnston, of whom a picture will be found on another page of this issue.

The history of the A. F. MacLaren Imperial Cheese Company, Limited, dates from 1891 when E. H. Copp and H. Wright formed a partnership as manufacturers' agents in Toronto. Very soon after they secured the agency for MacLaren's Imperial Cheese. In 1895, Mr. Copp died and the business was continued under the firm name of Henry Wright & Co. About this time, Mr. Wright became a partner with Mr. A. F. MacLaren in the A. F. MacLaren Imperial Cheese Co. and in 1902 the two businesses were amalgamated under the name of the A. F. MacLaren Imperial Cheese Company, Limited. At present the president of the firm is H. Wright, the vice-president being J. E. Ganong, of St. Stephen, N.B.

In addition to controlling a very large cheese business, the firm are extensive handlers of grocers' specialties, and represent at the present time among other manufacturers, The Surprise Soap Co., T. Upton & Co., The American Cereal Co., and Bensdorp's cocoa.

The Toronto office staff consists of nine. There are in addition two travelers on the road, some seventeen warehouse men and from forty-five to fifty girls employed constantly, the number of the latter increasing to over one hundred in the busy season. The firm's American business is on a correspondingly ambitious scale, they have large business staffs both in Detroit and New York, in addition to a small army of agents who experience no particular difficulty in creating a demand for MacLaren's goods throughout the Republic.

CANADIAN FISHERIES OF THE FUTURE.

Mr. Gilbert H. Troup, managing director of Black Bros., Company, Halifax and LaHave, N.S., was in Montreal for a few days this week. Mr. Troop had been in Ottawa to interview Hon. Mr. Prefontaine, Minister of Marine, in reference to matters pertaining to the betterment of the fishing interests of the Maritime Provinces. In an interview with the Canadian Grocer at Windsor, Mr. Troop gave a most interesting history of the fishing industry of the provinces, particularly of his native province of Nova Scotia and at the request of the Grocer's representative consented to prepare the same for publication.

The study of the fish question is one that Mr. Troop has closely pursued for many years and his experience and views will be of value and interest to our readers when we present same. Mr. Troop expressed the opinion that the fishing industry not only of the Maritime Provinces but throughout Canadian waters was only in its infancy and with proper attention and encouragement its value would soon be not $20,000,000 per annum but $100,000,000. Mr. Troop on his return to the East will take up his residence at LaHave, N.S., where he will superintend the curing and preparing of "Halifax" and "Acadia" codfish for the market. It may be incidentally stated that Mr. Troop was accompanied by Mrs. Troop, and that the trip to Ottawa and Montreal constituted a part of their honeymoon journey. The Grocer extends congratulations to Mr. and Mrs. Troop.

NEW FACTORIES FOR TORONTO.

UNITED STATES soap manufacturers are regarding Toronto as a favorable location for Canadian branch factories on account of the recent anti-dumping regulations by which a duty of thirty-five per cent. is levied on toilet soaps imported into Canada. Prior to the enactment of the anti-dumping clause, manufacturers in the States gave their Canadian customers a rebate to offset the duty; subsequently, the Government has confiscated the refund with the exception of five per cent., which means that the discount goes to the Department and not to the jobber.

The situation is urging United States manufacturers to action. One branch office has already been opened in Toronto, and last week a company with a capital of $15,000,000, closed a contract with an East Toronto factory. Colgate & Co., and Hudnut & Co., both of New York, are negotiating with Toronto houses and certain large laundry soap concerns are paving the way for similar action.

TORONTO TEA MERCHANT DEAD.

The Canadian wholesale and retail grocery trades will regret to learn of the death of Mr. Wm. Minto, of Minto Bros., tea merchants, Toronto, which occurred on January 23.

Mr. Wm. Minto was born in Huntley, Scotland, in 1845, and came to this country when a mere boy. Settling in Montreal, he entered the employ of Mitchell & Gear, wholesale grocers, Montreal, which firm afterwards went into the wholesale tea business exclusively under the title of Henry J. Gear.

Twenty-eight years ago he came to Toronto and started in the wholesale tea business with his brother, Mr. John Minto, at 73 Colborne street. The firm is perhaps best known to the trade as proprietors of Melagama Ceylon packet teas. Two years ago Minto Bros. moved their place of business to 55 Front street east, which premises they occupied at the time of Mr. Wm. Minto's death.

CALENDARS FOR 1905.

J. H. MAIDEN, Youville square, Montreal, will be pleased to mail readers of The Canadian Grocer one of his calendars for 1905. Eagle Baking Powder and C.P.C. goods are doing themselves credit in this attractive souvenir of the flight of time. Mention Canadian Grocer when writing for a copy.

Shaw T. Nishimura, Canadian representative of the Japan Central Tea Association, Montreal, has forwarded to The Canadian Grocer his calendar for 1905. The leading characteristic is two colored photos of lovely Japanese maidens, in their native kimonas. The work is very artistically done, and those who are fortunate in securing one will be pleased to a degree. Address 40 Hospital street, Montreal, and mention The Canadian Grocer.

Leonard Bros., Montreal and St. John, N.B., have issued a very handsome calendar. The central portion represents the rugged figure of a hardy fisherman. The color work is splendid, and one can almost smell the salt sea air. There are only a few of these calendars left and applicants for same should lose no time addressing the firm at either Montreal or St. John, N.B. The Canadian Grocer is indebted to D. J. Byrne of the Montreal firm for its copy.

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, Jan. 26, 12.30 p.m.

PROVISIONS — Small demand. Fresh abattoir killed sold at $7.25 to $7.50; country dressed, $6.50 to $7. Lard, fair demand.

CHEESE—Firmness prevails; 10¾ to 11c. for finest quality, white, mixed or colored; latter not free seller.

BUTTER—Firm. Improved demand to-day. Finest October creamery, 22c.; fiuest fresh, 21½ to 21¾c.; Good to fine, 21c.

EGGS—Fair demand from outside points. Prices steady at 25c. for selects; 17½ to 18½c. for No. 2; cold storage selects, 20 to 21c., and straights, 18 to 20c.; Montreal limed, 19 to 20c.; western limed, 18½ to 19½c.

POULTRY—Better demand with fair business. Turkeys, 12 to 15c.; assorted chickens, 10 to 12c.; mixed, 7 to 8c.; ducks, 10c.; geese, 10 to 12c.

MONTREAL CHEESE MARKET.

While the general feeling in the cheese market is one of confidence in the strength of the situation, there are some holders willing to clear their small holdings at a little under the asking price of 11 cents. Some five to six thousand boxes of cheese have been sold to exporters at from 10¾c. to 11c. Stocks for sale now have got down to pretty small dimensions, in fact, it is generally conceded that they are smaller than they have been for many years past.

Butter continues very strong and the home trade is taking hold freely at 21½ to 22c. The demand from the United States also is kept up, and the article must be pretty scarce and high down there when they can afford to pay freight and import duties on prices ruling here.

ANOTHER WIN FOR KINNEARS.

	Won.	Lost.	Points.
T. Kinnear & Co.....	3	0	1,000
Grocery Brokers.....	1	1	500
H. P. Eckardt & Co....	1	2	333
Canada Grocers.....	0	2	000

The strong defence of T. Kinnear & Co. again aserted itself on Saturday, January 21, when they defeated H. P. Eckardt & Co. by a score of 5 to 1. On account of the ice being covered with snow most of the time, neither team was able to do anything in combination play. During the first half Kinnear's scored four goals and it looked as if the match would be a one-sided affair. Eckardt's, however, settled down in the last half and allowed the winners to score one goal only. The only goal scored by the losers was within five minutes of the finish. The game was keenly contested during the last half and doubtless the score would have been different had Eckardt's settled down sooner. The game was inclined to be rough throughout. Humphrey decing the fence twice. The line up was as follows:

H. P. Eckardt & Co.—Goal, Robertson; point, Gausby; coverpoint, Brown; forwards, Williams, Hill, Chapman and McLaughlin.

T. Kinnear & Co.—Goal, Holden; point, Walkinshaw; coverpoint, Humphrey; forwards, H. Renuie. C. Rennie, Kinnear and McGregor.

Hugh Lambe officiated as referee.

DON'T HESITATE

100 SMALL CHEESE

"Roquefort"

"Fruh, Maurice's Brand"

Per pound, 25c. Net F.O.B. Montreal

(Till the lot is sold.)

L. CHAPUT, FILS & CIE.

Wholesale Grocers and Wine Merchants

MONTREAL

MANITOBA MARKETS.

Special Report from the Winnipeg Office of THE CANADIAN GROCER.

Quotations corrected by telegraph up to 12 a.m. Thursday, January 26th, 1905.

UNSATISFACTORY collections are complained of in wholesale circles and the improvement is not yet very marked. Throughout the Northwest money is tight in spite of good crops and high prices. A considerable portion of the crop remains in the country yet and some relief may be expected when it is marketed. But the root of the trouble seems to be the investment by all classes of their spare money in real estate. Every available dollar is sunk in land and although the investment is doubtless a good one it is often made at the expense of neglecting the grocer's bill and the whole trade suffers in consequence. Apart from the slowness of collections, the year is opening out well, although sales are probably not so large as in January of last year. Sugar continues to climb upwards; an advance of 10 cents was made last week just after we went to press. Starch has been reduced and particulars of the reduction will be found below. Coffee is advancing and our quotations below show some change. A new list price has been published for Clark's meats. This list is higher than the one in force before, but as a discount of 5 per cent. is allowed, the net prices are somewhat less per dozen. The Empire Tobacco Company are advancing the price of all their plug tobaccos and changing the style of the plugs. Locally "currency" has been advanced to 47c., an advance of 1 cent, and "Stag" has been advanced to 46c., an advance of 2 cents. There are still some old stocks of the other Empire tobaccos in the city and until they are cleared no advance will be made. In another fortnight, or sooner, all Empire tobaccos will be advanced.

Sugar.

Apparently the end is not yet; sugar continues to advance and no person is prepared to predict how high it may not go before the present movement is stopped. Sugar is now at a higher price than for many years past. Late last week an advance of 10 cents was announced on all grades for points between Winnipeg and Dunmore and from Dunmore to the boundary an advance of 20 cents was made. In the Far West, the advances are greater than in Manitoba, where rival refineries from the East and West meet in active competition. We quote:

Montreal granulated, in bbls	6 40
" " in sacks	6 35
" yellow, in bbls	5 90
" " in sacks	5 85
Wallaceburg, in bbls	6 30
" in sacks	6 25
Icing sugar, in bbls	7 00
" " in boxes	7 20
" " in small quantities	7 45
Powdered sugar, in bbls	6 80
" " in boxes	7 00
" " in small quantities	7 25
Lump, hard, in bbls	7 10
" " in ½ bbls	7 20
" " in 100-lb. cases	7 10

Canned Goods.

There is not much activity in canned goods this week. Prices are about stationary. As noted in the summary above, there is a new list on Clark's meats which is higher than that previously in force but, as a discount of 5 per cent. is allowed, the net prices are lower than before. Canned tomatoes are in very poor demand owing to their high price, and it is doubtful whether the market would stand any further advance. We quote:

Apples, 3's, 2 doz. cases, per case	2 45
Cherries, red pitted, 2's, 2 doz.	4 40
Currants, red, 2 doz. cases, per case	3 35
" black, " "	3 75
Gooseberries, " "	3 50
Lawtonberries, 2's, " "	3 35
Pears, (Bartletts) " "	3 50
Peaches, 2's, " "	3 75
" 3's, " "	5 75
Raspberries, red, " "	2 90
" black, " "	3 00
Strawberries, " "	3 50
Plums, Lombard, 2 doz. per case	2 35
" green gages, 2 doz. case, per case	2 50
Tomatoes, 3's, per 2 doz., cases	2 85 3 00
Corn, 2's, " "	2 60
Peas, 2's " "	1 90
Beans, 2's, " "	1 90 1 95
Salmon, finest sockeye, per case	7 00
" humpback, "	3 75
" cohoes "	5 25
Boneless chicken, 1lb. tins, per doz.	3 25
" turkey " "	3 25
" ducks " "	3 25

Starch.

As noted above, there has been a general reduction in starch. The Canada Laundry's Starch has been reduced ¼c. per lb., and "Satin," "Ivory" and "Silver Gloss" starch have all declined ¼c. per lb. St. Lawrence corn and Benson's corn starch have been reduced ¼c. and all other grocery starches have declined ½c. per lb.

Spices.

There is no change and little activity in the spice market this week. We quote:

Pepper, black, per lb	0 18
" white, "	0 25
Cayenne, "	0 21
Cloves, ground "	0 25
Cassia, "	0 16
Allspice, "	0 14
Ginger, "	0 15
Cloves, whole	0 25

Rice, Tapioca, Etc.

Market quiet with no change in price. We quote:

Rangoon rice, per lb	0 04
Patna "	0 04½
Tapioca, per lb	0 03½
Sago, "	0 03½

Syrups and Molasses.

Barbadocs Molasses is firm in view of unfavorable reports. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 40
" " 5-lb tins, per 1 "	2 70
" " 10-lb tins, per ½ "	2 50
" " 20-lb tins, per ¼ "	2 40
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Barbadoes molasses in ½-bbls, per lb	0 04
New Orleans molasses in ½-bbls, per lb	0 02½
" in barrels	0 02½
Porto Rico molasses in ½-bbls., per bbl.	0 04½

Coffee.

Local advances are being made in view of the increasing strength of Rios in the primary market. It may be possible for a few days to obtain green Rios at the former prices, but the advance is pretty general and will be in effect with all houses very soon. We quote:

Green Rio, per lb	0 11½
Roasted, per lb	0 14

Nuts.

We quote:

Almonds, per lb	0 12½
" (shelled), per lb	0 28
Filberts	0 11
Peanuts, extra choice	0 11½
Jumbos	0 14
Walnut, per lb	0 12
" (shelled) "	0 25
Pecans, per lb	0 15 0 16
Brazils, per lb	0 16

Foreign Dried Fruits.

The general situation continues much the same as before, local stocks on hand being sufficiently large to prevent the immediate rise in price which the statistical position of the primary markets would seem to indicate, can not be long delayed. We quote:

Valencia raisins, Trenor's, per case f.o.s	2 00
" selects	2 20
" layers	2 25
California raisins, muscatels, 3 crown, per lb	0 06½
" " " 4 "	0 07½
" " choice seeded in ¾-lb. packages per package	0 06½
" " choice seeded in 1-lb packages per package	0 08
Prunes, 90-100 per lb	0 04½
" 80-90 "	0 04½
" 70-80 "	0 05½
" 60-70 "	0 05½
" 50-60 "	0 06½
" 40-50 "	0 07½
" silver "	0 09½
Currants, uncleaned, loose pack, per lb	0 05½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 06½
" Vostizzas, uncleaned	0 06½
Dates, new per lb	0 05
Figs, cooking in bags, per lb	0 04½ 0 04½
Apricots, choice, in 25-lb. boxes, per lb	0 13½
" standard, " "	0 12½
Peaches, choice, " "	0 12½
" standard " "	0 12
Pears, (choice halves) " "	0 13½
Nectarines, choice " "	0 11
Plums, choice (dark pitted) per lb	0 10½
Candied Peel—Lemon peel, per lb	0 09
Orange "	0 09½
Citron "	0 14

Evaporated Apples.

Supplies are large and prices quoted apply to the very best stock available. We quote:

Evaporated apples (new), 50-lb. cases	0 06½ 0 06½
" " 25-lb. cases	0 06½

Green Fruits.

Frozen Cape Cod cranberries have been reduced $2.00 per bbl., and Malaga keg grapes have advanced 50 cents. Spies are scarce but supplies on hand are quoted at $5.00. We quote:

ORANGES.

Washington navels, 126's	3 75
" 150's	4 00
" 176's to 250's	4 25

LEMONS.

California lemons, 288's, 300's and 360's	5 00
" " 240's and 400's	4 50
(10c. off 5 case lots of oranges and lemons).	

CRANBERRIES.

Cape Cod cranberries (frozen), per bbl.	7 00
Jersey cranberries (unfrozen) "	11 00

BANANAS.

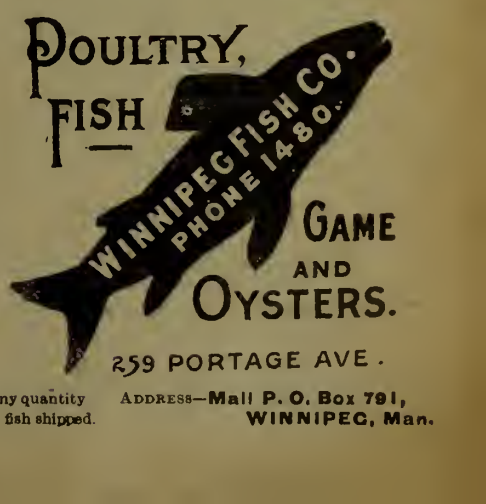
Per express only, per bunch	4 00

APPLES.

Fancy XXX apples, Russets, per bbl.	3 50
Fancy XXX apples, Baldwins, "	3 50
Fancy XXX apples, Greenings, "	3 25
Fancy XXX apples, Spies "	5 00

GRAPES.

Malaga keg grapes, per keg	5 00



Fish and Oysters.

Trade continues brisk. We quote:

Lake Winnipeg whitefish	per lb.	....	0 06
Yellow pike (pickerel)	"	....	0 05
Lake Superior trout	"	....	0 08½
Lake Superior loose frozen herring	"	....	0 03
Tuhbees	"	....	0 04
Gold eyes	"	....	0 03
Blue fish	"	....	0 18
Mackerel	"	....	0 15
Red snapper	"	....	0 15
B.O. salmon (case lots 9c.)	"	....	0 09½
Halibut	"	....	0 08½
Jack fish	"	....	0 03½
Tomicods	"	....	0 05
Hake	"	....	0 07
Perch	"	....	0 04½
Eels	"	....	0 08
Cod, steak size	"	....	0 08
Cod, market size	"	....	0 07
Flounders	"	....	0 05
Haddock	"	....	0 08
Brook trout	"	....	0 22
Atlantic smelts, extra, 20-lb. boxes	"	....	0 12
" " No. 1, " "	"	....	0 08½
" " No. 2, " "	"	....	0 07½
"Halifax" brand salt cod, fish cakes 24-1's	"	....	0 11
"Acadia" " " " 20-1's	"	....	0 09
"Bluenose" " " " 20-1's	"	....	0 07
"Acadia" " " 2-lb. boxes	"	....	0 09
" " " 4-lb. "	"	....	0 09
" " shredded, 24 cartons per bx.	....		2 00
" " " bulk, in 15-lb. boxs.	....		0 08
Large Labrador and Nfld. salt herrings per 100 lh.	....		5 00
" " " per 20-lb. pail.	....		1 20
Salt mackerel, in 20 or 30-lb. pails	....		0 12½
Finnanhaddie, in 15 or 30-lb. boxes	....		0 08½
Smoked halihut strips	....		0 11
Kippered gold eyes, per doz	....		0 50
Yarmouth hloaters, 60 in hox, per box	....		1 75
Lohsters, fresh boiled, per lb.	....		0 25
Shrimps, large size, per quart	....		0 60
Caviar, extra, small jars, per jar	....		0 40
Frog legs, 6 doz. in hox, per doz.	....		0 40
Oysters, standard, per gallon	....		2 00
" select, "	2 15		2 25

Green Vegetables.

Onions have advanced in price. We quote:

Native onlons, per lb.	....		0 03½
Spanish onions, per case	....		1 75
Carrots, per bush	....		0 45
Beets, "	....		0 60
Turnips "	....		0 35
Potatoes "	....		0 75
Celery per case (7 to 9 doz)	....		6 50
" " (doz.)	....		1 00

Flour.

Some recent changes will be noted below. We quote:

No. 1, patent	....		2 95
" 2, "	....		2 75
" 3, "	....		2 00
" 4, "			1 50

Breakfast Cereals.

The low-priced cornmeal is not yet on the market. Oatmeal is early. We quote:

Rolled Oats, 80-lb. sacks, per cwt	....		2 00
40-lb. " "	....		2 05
20-lb. " "	....		2 10
8-lb. " "	....		2 40
Cornmeal, in sacks, per cwt	....		1 50
" in ½ sacks, "	....		1 55

Honey.

We quote:

Clover honey 1-lb glass, 2 doz. in case, per doz	....		2 00
" " 5-lb tins, 1 doz. in case, per tin	....		0 50
" " 10-lb tins, ½ in case, per tin	....		1 00
Fancy comh honey, per doz.	....		2 50

MAPLE SYRUP.

We quote:

Imperial brand, 1 gal., 6 tins care	....		5 75
" " ½ gal., 12 "	....		6 00
" " ¼ gal., 24 "	....		6 50

Eggs.

Steady at former prices. We quote:

Eggs, fresh	....		0 26
" finest glycerine pickled	....		0 24

(Packed in 25c. cases) which are not returnable.

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,
St. John, N.B., Jan. 24, 1905.

THERE is still light business. Markets continue very firm. There is hardly a weak point anywhere. Perhaps the exceptions may be pork products and fresh meats. There are of course a few special lines which are low, some very low, as nutmegs and ginger, also linseed oil. Cream of tartar is not high. It is surprising the general tendency there is to high values. Rice, which has been so low, is higher and samples of new for later shipment go to show how firm the market is. The farmers should be happy, but it is most surprising how they continue to complain though everything is so very high as compared with a few years ago, particularly poultry, eggs and butter. In butter, however, much of the advantage of the high price is lost because of the very poor quality of a large part of the butter offered. Good dairy butter is almost a thing of the past. The Maritime Boards of Trade are again taking steps to urge on the Government that the preference allowed British goods should only be allowed on goods imported via Canadian ports, and some of the resolutions add "when imported in British bottoms." St. John and Halifax take very strong ground.

Oil.

In burning oil, while the big season of demand is perhaps over, the sale is very large. Prices are unchanged at the rather lower prices lately quoted. Linseeds continue exceptionally low with full stocks bought. Turpentine is unchanged. Lubricating oils are quite firm. Castor oil is firm and higher prices are looked for. Cod oil is held firm at the advance.

Salt.

No season since we have had direct Winter steamers from Liverpool has so little coarse salt been imported. In fact it might be said so far none has been imported. Stocks are not large. Price is very firm. Importers so far have refused to pay the rates charged by the steamers. In fine salt, business is very quiet.

Canned Goods.

There is little of interest. Peas are quite plentiful. A fair stock of corn and tomatoes is held with full prices asked. Fruits have but a fair demand. Gallon apples are dull. Salmon shows a fair stock with prices unchanged. Dealers begin to be interested in meats for future shipment. Oysters are very firm and higher prices are expected. In domestic fish, except sardines, stocks are very light, particularly haddies.

Green Fruits.

Sales at this season are light. Oranges have chief demand. Valencias, although too early for good fruit, are chiefly sold. There are but few Jamaicas, season being late. Californias have but a light sale. Floridas are used where best stock is wanted. Apples sell slowly with market quite firm. Grapes about done. In Cape Cod cranberries, while price is firm, it is not high. There is a light sale. Lemons are low, with just fair business.

Dried Fruit.

Business is quiet. Raisins are low. There is little stock held except seeded. Currants are rather easier. Dates are low. Import prices are higher. Prunes are very low, but small sizes are hard to replace. Sale is rather quiet. Figs and peels show very little business after the holidays. Evaporated apples while low are tending higher. Dealers find it impossible to replace stock at former prices. Onions are higher, stock not large.

Sugar.

Prices are still advancing. In the last two months the advance being about one cent. Dealers hold large stocks and are getting the advance; so far it has not been noticed that the price has effected the demand. The trade look for still higher prices.

Molasses.

There is but a light stock of Barbadoes held and while there is a large stock of Porto Rico prices have been advanced this week and the market is considered very firm, the result of the high price of sugar.

Fish.

There is a fair supply of fresh fish except frozen herring. Last year, the first year for some time, they were quite plentiful. Dry cod contiue very high While full prices are asked for pickled herring the market is not so firm. Smoked are quite low. Finnan haddies are firm. Frozen smelt scarce.

Flour, Feed and Meal.

Flour is held firm at the advance. Feed has but a fair demand. Oats are firm. Oatmeal unchanged. Cornmeal has a steady sale at even prices. Beans are rather higher. Yellow eye beans are freely offered. Barlev is scarce but has a limited demand. There is some interest in seeds. Clovers are quite high and firm. Timothy is quite reasonable.

TRADE CONDITIONS IN BRITISH COLUMBIA.

Special correspondence of THE CANADIAN GROCER.

Vancouver, B.C., Jan. 19, 1905.

AN interesting commentary on the conditions of trade and the lines upon which demand runs in the Yukon Territory was contained in the remarks made the other day by a prominent gentleman just arrived from the North. Though he did not wish to be quoted, this gentleman is in such a position in Dawson that he is well able to judge. To begin with, he pointed out the practical helplessness of the miner away out on his claim on one of the creeks, and the dependence he had to place on his supplies. It was not possible to come into the city every day or so, even if the supplies were not just right. Therefore, when a line of goods had been tested and found dependable, the miner invariably asks for that.

The gentleman interviewed, referred amusingly to the flour question. Many of the miners are Americans, and it is related of one of them that in buying his supplies once, he was asked what brand of flour he wanted. His reply was: "Why, they only make one brand in Canada, don't they?" He had been getting Ogilvie's flour and would take no other, as he knew he could count on

it, when baking his batch of bread away out on the creeks. Apropos of the flour question, and the crude attempts of "'prentice hands," the familiar title of "sour-doughs" given by old-timers in the Yukon to themselves, is full of meaning.

Butter and cream were other articles on which the miner was very particular. One firm a few years ago did a great deal to knock out the faith of miners in Canadian butter, by the rascally methods of putting up tinned butter. The trade went to the U. S. for some years, to a great extent, but has now returned, though some extremely bad packing of what was labelled Government Creamery from the Northwest Territories, had a bad effect again. Nowadays, the New Westminster Creamery, through making a specialty of tinned butter, has secured a first place in favor in the North, he said. In cream, there was practically only one concern in it. Every one asked for Truro cream, and when the fact is considered that the tinned article has to be used all the year round it is a very important article indeed. Milk fresh from the cow is a luxury indeed, in Dawson, and the miner's "tin cow" is on the table of rich and poor alike in the Yukon. Concluding his extremely interesting remarks, the gentleman quoted, said:

"If manufacturers and producers would realize that this great and profitable trade is so easily held when once confidence is established, there would be fewer opportunities of complaint as to quality. It means simply a case of no competition when an article has once secured the mark of approval in the North. The people expect to pay the price and when that price is bound to be high they naturally expect also to get the best. Once opinion is fixed, for or against, it is difficult to change it."

* * *

The prospects of revival of the fruit canning project at New Westminster are very favorable. A somewhat bad start was made a year ago, but the possibility of having a cannery for all varieties of fruit has been so clearly demonstrated that the business men of the city have now taken the matter up and the Board of Trade is taking active part in the work of reorganization of the company, which had progressed so far as to have secured a favorable site on the Fraser River, and with railway facilities as well. The supply of fruit is easily secured from the immediate district, and transportation by means of rail and boat is excellent.

* * *

The wholesale grocery firm of Kelly, Douglas & Co., has announced its intention of erecting a very large warehouse this year, the present premises having been outgrown, though only occupied some four years. The new block will be located on the railway front and facing on Water street, a short distance west of the present premises of the firm. The building proposed to be erected will have a frontage of 125 feet on Water street, a rear line, facing the railway, of 97 feet and a depth of 120 feet. It will be solid brick and stone and will be six storeys in height, or depth, for the track frontage is two storeys below the street frontage.

* * *

In grocery circles matters are rather quiet. The offering of Iowa canned corn at a price to wholesalers enabling them to sell 15c. to 20c. below present quotations of Eastern corn, has caused a little comment. A car of dates from Turkey via New York arrived this week, Vancouver taking the whole lot. A car arrived a short time ago which was divided between Vancouver and Victoria.

* * *

In produce the market is well supplied with local butter, and the price is firm at 26c. to 30c. for local creamery stock,

Clark's Meats Have Been Tested
And Found Satisfactory

Every Live Grocer prefers to buy goods that are advertised, that have been tested, that have a reputation and hold the confidence of the consumer. *He Knows* he has everything to lose and nothing to gain by buying untried products.

60 Varieties to Choose From 60

OUR COCOANUT PLANT
has just been increased to 4 times its capacity.
We are now prepared to fill all our orders for
"WHITE DOVE" brand COCOANUT
Put up in ¼-lb., ½-lb., 1-lb. and 5-lb. packages and pails and barrels.
WRITE
W. P. DOWNEY, 26 St. Peter St., MONTREAL

EPPS'S
GRATEFUL COMFORTING
IN ¼-LB. LABELLED TINS. 14-LB. BOXES.
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

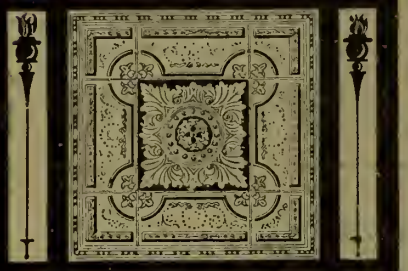
THE MOST NUTRITIOUS COCOA

Agency Offer—Very important and up-to-date manufacturers of
FINEST PROVENCE EDIBLE OLIVE OILS
desire sole selling agents to offer to Wholesale Buyers in Toronto or Montreal, also agents or New York, Chicago, and other centres in U.S. Highest references given and required.
Reply immediately to A.D., 9 and 10 St. Mary-at-Hill,
LONDON, E.C., ENGLAND

Keep Posted on Sugar
Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write
SMITH & SCHIPPER, No. 138 Front Street, NEW YORK

OUR METALLIC CEILINGS AND WALLS

Are both artistic and serviceable. Popularly used by practical people everywhere.



Easily applied—most moderate in cost—fire-proof, sanitary and wonderfully durable—with countless designs to select from.

Write us for booklet telling all about them.

METALLIC ROOFING CO., Limited

Wholesale Mfrs. TORONTO, CANADA.

Butchers, Merchants and Hide Buyers Should write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freights. He pays full market values. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.

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Box 264, Station G., Washington, D. C.

GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,
Totten P. O. Virginia.

It took a good many years to know how to prepare

BROCK'S BIRD SEED

—Brock's Bird Seed isn't like others.

NICHOLSON & BROCK, TORONTO

strictly fresh, and 25c. for Eastern Canadian creamery. Not much move in dairy stocks, which are light. In eggs the supply of local fresh-laid is improving, and price is now not likely to remain long at 35c., as it has been for some time. Eastern stocks are still quoted at 26c. and 28c.

* * *

The little Jap oranges which returned to the market unexpectedly through the arrival of a consignment by way of one of the Japanese liners, have again become pretty well cleaned up, and now marks their final exit for this season, as it is too late for others to arrive.

Okanagan apples are beginning to move in the coast markets for the better class of coast stock is now well cleaned up, and there is a big demand for choice fruit at this time. Imported fruits are practically down to bananas and oranges. There were some Malaga grapes at Christmas and some pines have been received, but both are now practically out of the market.

* * *

California potatoes still arrive in liberal quantities, and sell at 1½c. per lb. No change in the situation as to local supply has been noted since last week. There may be some potatoes in the upper country, Kamloops and Okanagan, which can be secured when the weather in those districts is a little more suitable for shipping.

Celery is noted as being received from California now, the local article being out of stock. Other lines are still local supply.

* * *

An advance of 20c. per barrel in flour is announced this week by some manufacturers, but whether it will still further affect the present high quotations has not yet been seen. Sometimes a raise of price is noted outside, when the local market is held at the same as before. This has been true of late, in the reverse way with cured meats, which still quote firmly at 15c. and 16c. for hams and bacon, while weaker prices have been noted in the U.S. markets. Some Eastern cured meats have been received this week, but they are held for as high prices as the imported stock.

Laporte, Martin & Co., Montreal, ask the trade to write them or see their travelers for special bargains on various lines of goods which they are anxious to clear out before stock taking.

SITUATION VACANT.

WANTED — First class grocery traveler for Kootenay District. Apply, giving age, reference and experience, W. H. Malkin & Co., Vancouver, B.C. (4)

SITUATION WANTED.

WANTED—By a first-class man firm to represent in British Columbia in grocery lines or provisions. Address G. B. Lowry, Windsor Hotel, Vancouver, B C. (4)

SIDE LINES WANTED.

FIRST-CLASS Salesman with large connection, traveling regularly between Port Arthur and Pacific Coast, is open for good side line. P.O. Box 502, Toronto. (6 eow)

GENTLEMAN calling on grocers tri-weekly, Brantford and district, wants one or two suitable line. Address Box 225, CANADIAN GROCER, Toronto. (4)

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100	words each insertion,	1 year	$30 00
"	"	6 months	17 00
"	"	3 months	10 00
50	"	1 year	17 00
"	"	6 months	10 00
25	"	1 year	10 00

FOR SALE.

A THOROUGHLY established grocery business, in a thriving manufacturing town of 7,000 population. Stock all new. Other business interests will take our time after Feb. 1st, 1905. Address—Box 210, THE CANADIAN GROCER, Toronto, Ont. (4)

OLD established combined grocery, meat and liquor business, Hamilton; large and paying trade, and first class location. Splendid opportunity for a good man; satisfactory reason for retiring; the premises also for sale. Address P.O. Box 374, Hamilton. (9)

BUSINESS CHANCES.

THE LOCATORS—W. B. Herbert, General Manager. The largest and oldest exclusive business brokers in the West. Address The Locators, 63 Merchants' Bank Building, Winnipeg.

GROCERIES and Confectionery—I. 42.—Stock about $600; fixtures at valuation; in Winnipeg good start for young man to commence and work up trade. The Locators.

GROCERIES—I. 45.—About seventy miles from Winnipeg; stock about $3,000, doing $12,000 yearly. Rent $12 per month. Established twenty years. Terms, part cash, balance easy, or real estate in exchange. The Locators.

GROCERIES—I. 48.—In a good little town a short distance from Winnipeg; stock $8,000; half cash. Established 1886. Good opportunity to get located. The Locators.

GROCERIES, Clothing, Etc.—I. 47.—In a well settled Manitoba town; stock $4,500 at 95 cents; easy terms. Turn over $11,000. Good profit. The Locators.

NEW BOOK — Remember our new book of Business Opportunities is now being printed. You should send for a copy. Address The Locators, 63 Merchants' Bank Building Winnipeg.

FOR SALE

THE GROCERY, PROVISION AND LIQUOR BUSINESS OF

Hazell & Son

Owing to the death of Mr. Tom Hazell, the above business must be sold at once. This is an exceptional chance to acquire the best retail grocery business in Western Ontario.

For terms and particulars of stock, lease, etc., apply to

R. T. STEELE,
(Messrs. Lucas, Steele & Bristol)
Hamilton, or

MEWBURN & AMBROSE,
Spectator Building, Hamilton,
Solicitors for Estate.

Window and Interior Displays

Timely Hints and Suggestions

ALWAYS MORE BEYOND.

By W. R. McColl.

WINDOW trimming is never completely learned. It is perhaps best likened to an advanced scholar, who, when he reaches what he thought was the object of his ambition, still finds so much before him that he wants to learn, and that some others already know, that he considers his own attainments mediocre indeed.

Room Yet for Cleverness.

There is ever newness being evolved; some clever plan of arrangement or construction; not the result of one man's thought and study, but the conception of innumerable minds working for similar ends, and in the same direction.

Keep Goods Moving.

The initial object in arranging a show window is to so display goods that its tenants will move out at once and for the same reason that the shoe man gave when he said, his shoes were all empty and he wanted tenants to move in at once.

To Sell Goods Quickly.

Windows should be trimmed not only to show goods well, but to sell goods—sell more goods, and do it quickly. You can trim a handsome window; and spend much time and some expense upon its construction and yet know only too well that it is not going to sell the lines upon exhibition. Why? Because you are not trying to sell goods; you are striving for effect—beauty, praise, or commendation—knowing full well at the same time that you could have handled the same materials in a manner to bring results.

Special Lines for Special Days.

While the elaborate and artistic arrangement of goods and the beauty of the blending of colors have much to do with attracting the public eye, one cannot help but notice that especially in our western Canadian towns the merchant who advertises special lines for special days, and makes his window trim (even though it be less beautiful) and window cards work with the advertisement, is the man who is forging ahead and outstripping his competitors. There are those in cities who do not follow this plan; but what works in a city is not always suitable for a smaller town with weekly papers only to reach its clientele.

Some Points.

Points, many and important, are to be considered in background, and the character of goods to be used, and sold, must be taken into consideration when dressing. It takes time to develop an idea and there is the making of cards appropriate to the trim; besides the effect arrived at must be suitable, yet artistic enough to delight the beholder. The central idea, however, is something that will attract attention and sell goods—the idea that is radical and embodies timely suggestions is invaluable.



Preserved Fruit and Condiment Window, James Rae, 1468 Queen St. W., Toronto.

Keep Within Your Limits.

Readers of The Canadian Grocer in minor cities and towns should give over their futile and expensive efforts for schemes beyond their resources and strive for simpler designs—effects that are artistic and within their reach.

See that your trims are seasonable goods; and now that St. Valentine's Day and Easter time are within hailing distance make as elaborate and attractive a display within the store as possible.

He Has His Troubles.

No one but the country trimmer realizes what they have to contend with. There are many who strive to make elaborate and trade-drawing displays in their little cooped-up windows which are in too many instances too small to give the proper or desired effect.

The designs are frequently too elaborate for the resources of the stock; for in many instances, as soon as the trim is completed the trimmer is compelled to disarrange the display by having a customer ask for some article that composes the display.

The trimmer must be governed by these limitations; and when under these relative disabilities he produces a display that is attractive through its beauty and well serves its main purpose of drawing buyers instead of merely curious crowds, he deserves more than passing commendation.

Give Him Time.

Some of the country stores have supplied their trimmers with modern fixtures or their equivalent, but too often neglect to allow the trimmer sufficient time to plan his displays. If the trimmer cannot get notice that he is to display so and so to-morrow and no time for him to plan, how can his employer expect artistic and uncommon work?

In these progressive days a trimmer's mind must be upon his work; and he cannot be expected to make a success unless it is; yet, if he does not do so he is looked upon by his townspeople, and the trade, as a man of little originality and taste. He is not only ex-

WALKER BINS

MADE IN CANADA

SPRING IS COMING—and Spring is the great Walker Bin time.
YOUR CUSTOMERS are cleaning and furnishing their houses.

WHY DON'T YOU make a palace out of your store with Walker Bins.

"They display your goods like a food show and they sell them too."

FACTORY BRAMPTON ONT.

The Walker Pivoted Bin & Store Fixture Co.

Write for Booklet to 516 Board of Trade Bldg.,
TORONTO.

HEAD OFFICE TORONTO

pected to make a display which will sell goods, but expected with all the disadvantages to attract such attention to his show windows that the people may behold a work of art.

The Other Side.

There are two sides to all questions, and while one side of the question has been briefly touched on there is still another to be considered.

The trimmer who has not the time to plan during the day has a few hours in the evening, when, if he is anxious to put his talents to the best use and become an artist in the profession, he can do so. It is to his advantage to study, for every true artist studies and gains the goal by constant and sustained effort.

Interior Decorations.

A look into the average store convinces one that something is wrong. Above the counter there is a pole suspended by a wire or cord from the ceiling; upon which is hung everything from laces to boot jacks, and in the rear of this is a ledge which is piled with boxes and bundles commonly designated as reserve stock. Such boxes and bundles detract from the appearance of the store, while the poles, to an artist's eye, suggest nothing but clotheslines, all of which shows carelessness and a lack of decorative knowledge.

If you purpose to be a trimmer and are striving for an artist's ability, go to your employer and ask him to have those boxes, bundles and poles taken down; have the ledge cleaned after the store closes and the dust covers are up, and then go to work on those ledges and make your display.

The interior trimming is not supposed to be as elaborate as that of the windows, and is only intended to make the store inviting and attractive: but one should rather make a great many tasty little trims throughout the store and utilize all available space without going

This Week's Illustration.

The accompanying illustration represents what may be accomplished with preserved fruits, pickles, condiments, etc., by a skilful window dresser. The three pyramids which are built up to a height of about three feet and covered with white cheese-cloth, are filled with glass jars containing maraschino, cherries, raspberry vinegar, olives, olive oil, Indian relish, etc. The color effect and general decorative scheme in general is much enhanced by the background of bevel plate mirrors extending some four feet above the floor level of the window. The elegant and artistic effect of this arrangement of preserved fruit and condiments may well be copied in similar display.

The Eby-Blain Co., Toronto, report very satisfactory sales of their new blend of Ceylon tea, put up in fancy 3-lb canisters, to retail at $1.

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., 28 MARTIN'S LANE, CANNON STREET, LONDON, ENG.

JOHN LATHAM & SONS,
LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

JAMES MARSHALL,
ABERDEEN, - SCOTLAND.
Cables, Halcyon. Codes, A. B. C., 5th ed., Scattergood. Consignee for all kinds of Canadian produce. Personal attention and prompt returns guaranteed.

DAVID SCOTT & CO.,
Est. 1878. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of
CANNED GOODS.
T. A.—Scottish, Liverpool.

GRIFFIN & CULVERWELL,
Brokers, invite consignments of general produce, especially BUTTER, CHEESE, AND ALL FOOD PRODUCTS. Correspondence invited. References given. WRITE US.
139 REDCLIFFE ST., BRISTOL, ENG.

This space $15.00 per year.

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, APPLES, POULTRY.

E. BIERMANN & CO.,
FRUIT AND PRODUCE BROKERS,
5th Ed. A.B.C. Code,
CARDIFF, WALES.
APPLES AND ALL KINDS OF FRUIT AND PRODUCE.

This space $15.00 per year.

HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

I want to secure **Sole Agency** for **Britain** for Canadian manufacturers of **Wooden Ware** or similar lines. References **A 1**. Splendid connections.
A. S. DUFFUS, JR.,
9-10 St. Mary-at-Hill, LONDON, E. C.

THOS. BOYD & CO.,
28 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England
We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER.
We sell cost, freight and insurance. Western Union Code.
LONDON, LIVERPOOL, GLASGOW.

STOKES BROTHERS,
GENERAL MERCHANTS,
EXETER, ENGLAND,
Dealers in Eggs, Apples, Bananas, Potatoes and Fruits of all Kinds.
Correspondence solicited.

This space $15.00 per year.

Sell TODHUNTER Famous COFFEE BLENDS

Excelsior, Mocha and Java, Our Own Blend

Uniform drinking merit will draw trade.

ACME TABLE SALT.

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, - Toronto, Ont.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

Make two blades of grass grow where one grew before.

By buying lines that are well known and have a steadily repeating sale, stock is worked off in half the time it takes for "the have to be pushed" goods, giving you the original amount of your purchase to invest again, and a good profit to bank. The right lines will make one dollar turn the profit of two in the same length of time. Michel Lefebvre Vinegar Works' products are standard goods. They got their quality reputation years ago. They make sales easily and fast. People will buy them when nothing else will do. They stand for business increases.



The two lines quoted are good examples.

BENGAL, 4-oz. Bottle, 3 doz. to case - -	$2.40 doz.
LION (small stock), 3 doz. to case - -	2.00 "

THE OZO CO., Limited,
MONTREAL.

N.B.—We have an illustrated Price Current of our products that is certainly worth the post card that will bring it.

AMONG THE BOARDS OF TRADE.

Quebec Board's Annual.

THE sixty-fourth annual meeting of the Quebec Board of Trade was held on January 17, with a good attendance of members. The principal work of the past year centred about the labor problem at the port, the improvement of the fire brigade and waterworks system, the compulsory inspection of hides and leather, the visit of the Royal Commission on transportation, the harbor dues, and the discriminating tariff of the railway companies against Quebec.

The following officers were elected unanimously:

President—Wm. Power, M.P.

First vice-president—Geo. E. Amyot.

Second vice-president—T. Hethrington

Treasurer—E. E. B. Rattray.

Auditors—A. E. Scott, L. A. Carrier.

The ballot for members of the Council resulted as follows: O. W. Redard, Dr. Ed. Morin, Geo. Tanguay, R. J. Lazin, F. Gunn, Ed. Picher, M. Joseph, V. Lemieux, V. E. Veauvais, ... Dronin, V. Chattauvert, J. Ritchie.

The Board of Arbitration was re-elected as follows: F. H. Andrews, Wm. Brodie, Naz. Fortier, Wm. M. Macpherson, N. Rioux, Jos. Winfield, J. T. Ross, Geo. T. Davie, Gaspard Lemoine, J. E. Martineau, J. G. Garneau, M. Joseph.

The following new members were elected: C. A. Paradis, flour, grain and provision merchant; Andrew C. Joseph, of A. Joseph & Sons.

Montreal Board Nominations.

Only three officers of the Montreal Board of Trade have been elected by acclamation. They are William I. Gear, the new president, R. M. Ballantyne, second vice-presindent, and James Thom, treasurer. There will be contests for all the other offices. F. H. Mathewson and A. J. Brice are out for the office of first vice-president.

Ottawa Board Flourishes.

The Ottawa Board of Trade held its annual meeting on January 17. An able valedictory was delivered by the retiring president, John R. Reid. An important resolution advocating the completion of the Imperial cable system was passed.

The new officers are: President, Denis Murphy; first vice-president, James W Woods; second vice-president, Peter Whelen; treasurer, C. A. Douglas; council, W. H. Dwyer, A. W. Fleck, James Ballantyne, G. S. May, W. P. Hinton, Stuart McClenaghan, D. M. Finnie, A. W. Ault, Jackson Booth, J. R. Reid, P. D. Ross, John McKinley; board of arbitration, N. A. Belcourt, J. R. Booth, T. C. Bate, Fred Cook, Thos. Askwith, Wm. Northwood, R. M. McMorran, D. MacLaren, G. H. Perley, P. D. Ross, Hiram Robinson, C. C. Ray.

Preference to Canadian Ports.

At a meeting of the St. John, N.B., Board of Trade on January 17, the following resolution was passed: Resolved, that this board is of the opinion that all preferential rebates off customs duties which are allowed in connection with Canadian imports, should only apply to goods that are imported through Canadian seaports and in British registered vessels.

Prescott Board of Trade.

The following officers of the Prescott Board of Trade have been re-elected by acclamation: President, F. S. Evenson; first vice-president, W. F. MacCarthy; second vice-president, W. F. MacPherson; secretary, J. D. Mills; treasurer, F. . Bennett.

EARLY CLOSING.

CANADA can well afford to take a few practical lessons from her sister colony New Zealand in the matter of early closing of shops, if one is to judge from the comparatively large number of merchants in the larger towns and cities of Canada who keep open after hours.

The following clauses of the new Shops and Offices Act which was passed during the last session of the New Zealand Parliament are interesting in this connection:

"All shops in which two or more persons, including the occupier, are employed shall be closed for business at 6 p.m. on five days in the week, and at 9 p.m on one day. It is provided that should the late evening fall on Christmas or New Year's eve shops may remain open till 11 p.m., and if Christmas day or New Year's day fall on a Sunday or a Monday, then shops may remain open till 11 p.m. on the preceding Saturday. These requisitions may be limited to particular trades and may specify different hours for different days, or may provide for Saturday closing only. A proviso is added that only British subjects (whether by naturalization or birth) shall be deemed to be occupiers.

"Shops now exempted from the Saturday half holiday are not exempted from early closing. A shopkeeper employing members of his family is compelled to close at 6 p.m.

"The definition of closed shop is amended to provide that a shop shall be deemed not to be closed if it is not locked and effectually closed against the admission of the public, or if the occupier or his employes are engaged in canvassing or delivering.

"Hitherto only women and young persons could not be employed more than 52 hours in any one week; this is now extended to include all employes in or about a shop. Employment is also limited to 9 hours in each day (exclusive of mealtimes) except on the late evening, when employment may be for 11 hours. Employes may not be employed for more than 5 hours continuously, without an interval of at least an hour for meals. For the convenience of country storekeepers these provisions do not apply to shop assistants deliveing goods at a distance of 4 miles and upward from the shop and not being within 3 miles of any borough or town district, but the week's work must not exceed 55 hours. For the purpose of stock taking or other special work an employer may, with the written consent of the inspector of factories, employ his staff for 3 hours per day beyond the usual working hours, but not on more than 30 days in the year. This provision formerly applied to stock taking only.

"A new provision imposes on the employer the duty of keeping an extra time book for the recording of all overtime, together with its purpose. This book shall be open to the inspector of factories. As the clause originally stood, all office books were to be open for inspection, but after a hard fight in the committee the foregoing compromise was agreed on. Overtime must be paid at one and one-half times the ordinary rate, with a minimum of 12 cents an hour for employes receiving $2.50 a week or less, and 18 cents an hour for all other employes. No overtime shall be paid, however, to heads of departments receiving $1,000 a year."

A Board of Trade has been organized in Elm Creek, Man., with J. T. Cook as president.

Interesting Facts about RED ROSE TEA

The tea bush is indigenous to Assam in Northern India and botanists are of the opinion that it is the parent species of all the cultivated varieties in India, Ceylon, China and elsewhere. In a wild state, it grows to a height of fifteen to twenty feet, but the cultivated shrub is only three to four feet high.

Assam being the natural home of the tea bush, it is not surprising that this and other districts in Northern India produce the richest, most pungent teas grown in the world, teas that command higher prices than even the finest Ceylons; but Ceylon teas are very flavory and fragrant, and seem to be especially made to blend with the richer, more syruppy tea of India; when combined, the Ceylons giving point and piquancy to the liquor, the Indians richness and strength.

The distinctive characteristic of Red Rose Tea, that rich fruity flavor, is obtained by blending these fine Indians and Ceylons; and another very important feature of Red Rose Tea, viz., its uniformity of flavor all the year round, is secured the same way, something not possible to obtain where Ceylon or Indian teas are used alone.

BRANCHES:
TORONTO
WINNIPEG

T. H. ESTABROOKS
ST. JOHN, N.B.

CANADA: No better Country



MOTT'S: No better Chocolate

MOTT'S

"Diamond" Brand
and
"Elite"
Chocolates

ARE LEADERS THROUGHOUT CANADA
AND SELLERS ALL THE TIME.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO JOS. E. HUXLEY WINNIPEG.

Easter 1905

Our men are out with the finest line of

Easter Novelties

ever shown in Canada, and when we say this, it *means exactly what is said.*

Imported Novelties

We have become direct importers of Imported Novelties, and can offer ground-floor prices.

A. J. STEWART, LIMITED
Stewart's Fine Chocolates
Toronto, - - Ontario

COFFEE COFFEE COFFEE

We are Selling the Finest Coffees in Canada

Our Plantation Blend, A JAVA AND MOCHA BLEND, FINE, RICH FLAVORY . . **28c.**

Our Queen's Blend, PRIVATE PLANTATION GROWTH, A HEAVY, THICK, RICH, CREAMY COFFEE **28c.**

are well worth to-day 32c., and still advancing. We have in stock a year's supply. Send your orders our way. Will invoice at old prices as long as stock lasts. Coffee drinking is largely an acquired taste. If you buy a good coffee and stay with it, it will always please. We use no Santos, Rio or any cheap coffees in above blends. Should any of your customers not like our blends, add ¼ good Santos, or even Rio. We will sell you these goods at 12c. and 14c. You may find this is the kind of goods you are paying 30c. or 32c. for.

STANDARD SPICE MILLS - - Hamilton, Ont.

BISCUITS AND CONFECTIONERY

A DEPARTMENT FOR RETAILERS.

Making Maple Syrup in the Fall.

THE maple sugar industry of Canada is one of constant and growing interest to the trade and consuming public generally, and the attention now being paid by the Government to the bettering of conditions surrounding the business, as well as the intelligent study given to the same by farmers and sugar and syrup men, makes anything pertaining to the maple sugar industry especially worthy of notice and consideration. A firm that has for many years stood in the front rank of sugar and syrup producers is J. H. Grimm & Co., Montreal and Rutland, Vt., and it is to Mr. Geo. H. Grimm, of this firm, that The Canadian Grocer is indebted for the following letter written to The New England Farmer on the subject of increasing the output of maple syrup and sugar. Mr. Grimm's remarks are based on an experience in the maple sugar industry extending over more than 25 years. The plans suggested are worthy of careful study by country merchants dealing with the sugar-producing farmers:—

As numerous journals are giving me credit for discovering a new method for making maple syrup in the Fall of the year and that I obtain the flow of sap by reboring old bores, etc., I submit the following matter, it being the result of my experiments:

I have discovered that the flow of sap in the Fall is less than half, and not so sweet as it is in the Spring under similar climatic conditions. It also lacks in flavor, although the maple flavor is quite prominent, in fact, more delicate than the average sugarmaker gets in the Spring time. Indeed, the color of three samples I obtained November 23, 24 and 26 will score with the finest grades of syrup that were made last Spring. From one of these samples of syrup a cake of sugar was made, its quality being much above the average. It would not be profitable to tap a maple bush in the Fall notwithstanding the quality being good, and even if the sap runs occurred at close intervals as above referred to. Being convinced of this fact at the early stages of my connection with the maple sugar industry, my experiments in the past 25 years were for the sole purpose of increasing the quality and quantity of maple sweets with the least injury to the tree and at the least expense. Notwithstanding the expense and annoyance which were incurred by these experiments, I have been well repaid as I can fully demonstrate that the maple sugar crop has been only two-thirds what it should have been.

Assuming, with old methods, that annually in Vermont 20,000,000 pounds of maple sweet is made, it, at 10 cents per pound, has a value of $2,000,000. By adopting new methods that I have discovered, the production will be increased fully one-third together with a much better quality of product. The question will naturally arise, How can this gain be accomplished? It is as follows:

Bore a hole with a 7-16 inch bit, 1½ inches deep, with the point of the bit pointing slightly upward, without removing clinging bark from the tree. Use a spout that will fill the space of the bore and one that will only come in contact with the hard outer layer of bark, one that drains the sap from the bore and excludes the air. The spout should not be driven too hard. If the hard bark splits and the sap wood holds the spout, there is a loss by leakage and the best portion of the sap flow is plugged by contact of the spout with sap-producing fibers.

Climatic conditions cause sap to flow at all seasons after a frost sufficient to form ice. As a rule there are long intervals between sap runs. Either continuous cold weather or lack of frosts puts a damper to the business, the latter being the most harmful. To illustrate: If, after two or three good sap runs the temperature rises above the freezing point, there will be no fresh sap and the amount that the bore contains, which is more than half its diameter, becomes sour, sticky and very often dry—this being the very substance that nature provides to prevent bleeding of the wound, and unless this substance is removed, sap cannot flow at its full capacity and what does ooze out through this substance when the weather conditions are favorable becomes contaminated so that a prime quality of syrup cannot be made from it. For this reason it is very necessary to select a spout that will drain the bore of sap and a spout which will permit reaming. With a reamer designed to cut a chip the entire circumference of a 7-16 inch bore to ½ inch, the sap-producing fibers are opened afresh and all the contaminated matter the bore contained is removed. The end of the reamer having a cutting edge, permits deeper boring, which removes the injury the screw end of the bit has made. Prime sap in accordance with weather conditions will flow equal in quantity and quality to that from a freshly-made bore.

I have repeatedly demonstrated that sap produced from a reamed bore at the end of the season, and even after buds have started, will produce a syrup equal in color to that produced at the beginning of the season, but of inferior flavor. Therefore, a properly-constructed spout and one reamed bore will bring better results than two spouts and two unreamed bores, with less injury to the trees. It will be seen that tapping the tree and cultivating the bore is an important matter, and the outlay for the necessary articles is small in proportion to the amount, in dollars and cents, of loss without them.

Without covers for buckets a uniform, prime quality of syrup cannot be made. It requires about 16 quarts of sap to make one pint of syrup or one pound of sugar. There is scarcely a season in which 16 quarts of sap, on an average per tree, is not wasted on account of snow and rain, as sometimes the best runs of sap occur during storms. It is a common occurrence that hundreds of buckets full of prime sap are left for "to-morrow" to be gathered, which becomes an entire loss owing to its being mixed with rain or snow, and all for the lack of a cover. A cover can be constructed of shingles, cheap lumber, tin or black steel painted, by a person at all skilled with hammer and saw. One cent will purchase a practical fastener, which anyone can attach to the cover. Having this combination with a proper spout, and the cost being so small, no sugarmaker has a reasonable excuse for not equipping his sugar bush with this necessary article as there is no question but that one run of sap accompanied with either a rain or snow storm will more than pay the cost of a cover. The cover should fasten on the spout and the bucket on a swivel hook to facilitate gathering of sap without being obliged to remove either the bucket or cover. A cover attached to the spout, and as above described, will give ample ventilation which is absolutely necessary to the sap in the bucket. I control a patent on this cover fastener and sugarmakers can utilize it without paying me any royalty as I am anxious that this improvement should come into general use and give sugarmakers the greatest profit from their industry by producing an article that is more uniform in quality and an increase in quantity at the very least expense, and to those that are interested I will gladly furnish printed instructions as to how to proceed without cost.

The demand for maple sugar is increasing year by year and a good article demands a good price. There is no industry in connection with a farm that pays so well as a sugar-bush properly equipped. For profit I would rather have one thousand good maple trees than twenty of the best cows in New England.

(Signed) G. H. Grimm.
Rutland, Vt.

New Biscuit.

Christie, Brown & Co., Toronto and Montreal, have placed on the market a new biscuit known as "Petit Cholat." It is a hard sweet biscuit with chocolate filling and sells in bulk at a moderate price. The trade are recommended to write Christie, Brown & Co. for samples of this delicious new biscuit.

New Spice Factory.

Mavell & Co., Toronto, have purchased a site for their new spice factory on the east side of Dufferin street just below King and will erect a building to cost in the neighborhood of $15,000.

They Don't Cost More

because you happen to be a long way from Stratford,—that is, they don't cost you more than other Sodas will that may be made at a nearer point. We equalize freight charges.

Perfection Cream Sodas

are made for the nation, not for a locality. If you would like to handle the very best Sodas made, write us, no matter where you are located. We can help you.

We equalize the freight.
3-lb. Cards or Tins.

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

ADVANCE IN MOLASSES.

There has been considerable activity in the molasses market of late, the demand having been principally for Barbadoes, which has advanced to about 30c to 31c per gallon. Owing to the sharp advance in raw sugar the refiners have been ready buyers of all Barbadoes molasses offering, and as a consequence the Canadian market is pretty well cleaned up of old stock.

Reports from the Island indicate that reaping will be pretty general towards the end of February, but the prospects are that the total of the crop this year will be about one-third less than last year, when the actual shipments amounted to 45,765 puncheons. Estimates this year give about 30,000 as the probable crop. This is due to the extremely dry season, which not only tends to cause the crop to be short but early.

Reports from Porto Rico and other producing Islands indicate that their outputs will be somewhat in excess of last season's, but new crops will come on practically a bare market all over the consuming country.

It is expected that with the approach of the Spring demand, prices will advance still further.

CANNERS CONVENTION.

The National Packers' and Machinery and Supplies Associations will hold their annual joint convention in Columbus, Ohio, on Feb. 6 to 11. This convention will be attended by some seventeen or eighteen hundred business men and practical canners. An invitation to hold the annual gathering for 1906 in Toronto is up for consideration.

ANOTHER INDUSTRY FOR B.C.

A company has been formed in Victoria, B.C., under the title of Morris, Baird & Co., to manufacture metal polish, writing inks and washing blue. Morris, Baird & Co. own a deposit of tripoli (called in England rotten stone) on the west coast of Vancouver Island, which forms the basis of their products.



The Inquiry

for a better class of domestic-made Jams, Jellies and Fruits has induced us to prepare

E. D. S.

JAMS, JELLIES and SEALED FRUITS
(IN GLASS)

Absolute purity and highest quality make the line we hew to.

E. D. SMITH'S
FRUIT FARMS
WINONA, - - ONT.

COWAN'S COCOA

Maple Leaf Label
Our Trade Mark

COWAN'S CHOCOLATE, CAKE ICINGS, CREAM BARS, and COWAN'S famous MILK CHOCOLATE

are absolutely pure goods.

THE COWAN CO., LIMITED, TORONTO

THE GROCER WHO DOES NOT SELL

VAN HOUTEN'S COCOA

DOES NOT SELL THE BEST COCOA

THE CONSUMER WANTS THE BEST COCOA

The grocer who recommends always Van Houten's will not impair his reputation for good judgment.

Van Houten's is the highest priced Cocoa on the market, but the ***cheapest in use.***

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

"Irresistibly Delicious!"

PETER'S
THE ORIGINAL
MILK-CHOCOLATE

One taste will make a Peter eater!

MADE IN VEVEY, SWITZERLAND—FOR EATING ONLY.

A Quick, Steady and Profitable account for any dealer.

Send for a Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

This Brand



and

That Brand



Are leaders in Condensed Milk and Cream line.
Grocers throughout Canada recognize the superior selling qualities of **BORDEN'S** brands and the trade are buying them.
ARE YOU?

WILLIAM H. DUNN, - MONTREAL

JOS. IRVING. 92 Wellesley St., TORONTO.
ERB & RANKIN, Halifax, N.S.
SCOTT, BATHGATE & CO., Winnipeg, Man.
W. S. CLAWSON & CO. St. John N.B.
SHALLCROSS, MACAULAY & CO., Victoria and Vancouver, B.C.

---

old reputation

Attention!

old reputation

The BEST
of
Swiss Milk Chocolates

KLAUS'S
CHOCOLATES

are now introduced in the Canadian Market.

(Klaus's Chocolates were awarded the **Gold Medal** at the Glasgow Exhibition.)

Wholesale Depot for Canada:

Canadian Swiss Trading Co.
17 ST. JOHN ST.,
MONTREAL.

To arrive Friday 27th first car Florida Head Lettuce in Half-Barrel Hampers. Try one.

McWILLIAM
Mc. AND E.
EVERIST

TORONTO, - - ONTARIO

California Oranges
are now in fine shape, have full stock of Rose, Anita, Triangle, Magic Isle, and Don Brands.

The
DAWSON Commission Co., Limited
FRUIT, PRODUCE AND COMMISSION MERCHANTS.
Cor. Market and Colborne Streets. TORONTO

DRIED APPLES
We pay highest market prices for bright dry quarters and make prompt remittance.

The W. A. GIBB CO.
Packers and Exporters
5 and 7 Market St., HAMILTON

IN STOCK
New Figs Spanish Onions
Celebrated Camel Brand.
Jamaica Oranges Malaga Grapes
Bbls. or boxes.
If our travellers do not call on you, write, wire or phone your orders which receive prompt attention.

HUSBAND Bros. & Co.
Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO.

GREEN FRUITS

New Market for Canadian Apples.

IN view of the fact that the attention of Australian fruit dealers is being directed towards Canada for future supplies the following comments on recent experimental shipments of Canadian fruit to Australian ports will be of interest to shippers in this country:

"The kinds of apples to ship to Australia are Spitzenberg, Canadian Red, Westfield and Black Twig, especially the two former. Five cases of Wealthy were not wrapped and arrived in poor condition. Had these apples been wrapped and packed properly they would have carried better, although the class Wealthy is not suitable for a long journey. Pears should not be shipped unless in cold storage and apples should always be wrapped. The packing as a whole shows considerable improvement, although there is still much to be desired particularly in the case of plums. Plums as well as pears land in Australia from San Francisco in very fine condition; there is therefore no reason why they could not be brought from British Columbia or even Ontario. They should be packed after the Californian method, in small boxes, each pear or plum in a separate compartment as eggs are packed.

"Of the six varieties of apples received, namely, Spitzenberg, Wealthy, Jonathan, Wagner, Maiden's blush and Canadian Red, the Spitzenberg, Jonathan and Canadian Red landed in the best condition and gave most satisfaction to buyers. The Wealthy Wagner, and Maiden's Blush were evidently of too soft a nature for shipping. The Maiden's Blush landed quite worthless. Shippers advise that they have had an exceptionally severe Winter and that the apples did not receive a sufficient amount of sun and dry weather to harden them. This may account for some landing in rather soft condition.

"Another point that must be paid attention to is the size of the fruit, which should run about fourteen to sixteen dozen to the case. Those received contained ten dozen only, which is not a profitable size for retailers. Canadian apples were easily passed by the Australian inspectors and were evidently quite free from disease in which respect they are far above the Californian apples.

"There is little doubt that a profitable and extensive trade can be opened up between the two colonies. Of course, everything depends on the quality of the fruit and the price. At a cost f.o.b. at Vancouver of $1.25 to $1.75 the Brisbane market could take about 2,000 cases by boats arriving at the end of October and during November and December. In conclusion the chief points to be aimed at are: (1) Selection of medium hard apples: (2) good and careful packing; (3) proper grading, with quantities marked on each case and care that only clean fruit is packed. (Well colored preferred.)"

Suggestions to Shippers.

The fruit must be free from codlin moth or disease.

It must be packed in cases light but strong and wrapped in paper.

The apples should be medium in size and if possible, highly colored.

Apples should be shipped in cool compartments and all other fruit must be.

The apples termed the Black Twig landed in fine condition, but its defect was in color. It ripened after landing and color in ripening improved, turning to a yellow. Then it was not as attractive as the higher colored varieties. Cool compartments entail a cost of fifty per cent. above 'tween decks space, but it will pay through the better flavor and better condition of the fruit. There is some difference of opinion as to the exact temperature, but from 32 to 40 degrees are safe temperatures. Under such conditions even tender fruit like the Wealthy, if put on board in good condition would carry safely.

Yield of California Fruit.

The California Fruit Grower, in its annual review, points out that California produced during the season of 1903-04 6,400,000 pounds of almonds, or 325 cars, while bean shipments reached 54,-879 tons. The beet sugar output amounted to 65,360 tons; canned fruit and vegetable pack, 4,077,078 cases; citrus-fruit shipments, 10,701,210 boxes; cured

fruit, excluding prunes, 37,750, tons; fresh fruit, 104,200 tons; honey yield, 8,400,000 pounds: hops, 56,000 bales; prunes, 165,000,000 pounds: raisins, 120,000,000 pounds; tomato pack, 958,-295 cases; vegetable shipments, 86,620 tons; walnut yield, 11,000,000 pounds; wheat crop, 446,000 tons; wine production, dry and sweet, 34,571,856 gallons.

Sunlight Bleaches Preserves.

There is one thing certain, namely, that sunlight will bleach bottled preserves, liquids, etc., and if the color of a grocer's fancy glassed peaches, cherries, and pears has been bleached by the sun, they might as well lose their flavor also, so far as their sale is concerned.

One of the most onerous tests that table sauce can be submitted to is exposure in a warm and well-lighted window while the sun is shining, yet table sauce is repeatedly seen in precisely that predicament, and olive oil also, this latter article being peculiarly subject to changes when exposed to the light and heat of the summer.

Co-operative Packing of Fruit.

In order to overcome the frauds which are perpetrated from time to time by certain fruit shippers to the detriment of the fruit growing interests in Ontario, the Ontario Fruit Growers' Association has decided to push the idea of co-operative packing and shipping of fruit. This will insure a proper grading and marking of fruit as well as better prices and the establishing of a reputation for the Ontario product.

To Exterminate Codlin Moth.

A parasite has been discovered in Brazil by G. Compere, entomologist for West Australia, and agent for the Commissioner of Horticulture of California, which it is claimed will effectively exterminate the codlin moth.

Fruit News.

The Ontario Fruit Growers' Association will ask the Government to extend for five years the Act by which the Government bears one-fifth of the cost up to $500 of establishing cold storage warehouses, and to grant the same aid to the establishment of central fruit shipping stations.

J. Brown was elected president of the Montreal Fruit Auction Company, at their annual meeting January 19, with J. Caldwell as vice-president. W. J. Clogg, secretary, and P. C. Barry and C. M. Hart, directors. The annual report showed a prosperous year.

Dutch Sett Onions

We are offering some very choice yellow setts for **March Delivery** at 12½ cts. per lb., F.O.B. Toronto. Have already booked large orders, and supply will not last long. Put up in bbls. weighing about 125 lbs.

QUALITY GUARANTEED SAMPLE ON APPLICATION

WHITE & CO., Toronto

WHOLESALE FRUIT, PRODUCE AND FISH

Phone Main 4106, Private Branch Exchange.

W. B. STRINGER J. J. McCABE

The Stewart Fruit Co.'s brands Washington Navels continue to sell at top prices on all the Auction Markets—They're the best.

61 Front E., Toronto. **W. B. STRINGER & CO.** Fruit Brokers.

DIAMOND BRAND MAPLE SYRUP

Not the lowest price, but the highest quality.

SUGARS LIMITED

MONTREAL.

It saves Time and Worry by Ordering from us what you need in Fancy Oranges, Lemons, etc., knowing you will get Quick Service and Quality and Prices Right.

HUGH WALKER & SON, - Guelph, Ont.

TRADE MARK

This design a guarantee of quality.

WRAPPING PAPERS

ALL GRADES, AND BEST OF EACH

GREY, RED-BROWN, MANILLA, FIBRE, TEA, ETC.

SAMPLES AND PRICES FOR THE ASKING.

CANADA PAPER CO.

Toronto LIMITED Montreal

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1866

McDOUGALL

Insist upon having them.

D. McDOUGALL & SON, GLASGOW, SCOTLAND.

BATH BRICKS

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

27 St. Sacrament Street, Montreal

Tel. Main 778. Bond 28.

The Proof of the Flour is in the Baking

We won't say anything about the quality of "Royal Household" flour just now, but let you find out for yourself. Just buy a small quantity and try some experiments. You know the results you get from the flour you are using at the present time; now observe the kind of loaf you get from "Royal Household"—how much whiter it is—how much more satiny. Notice that it will not dry up so quickly—that it will stay fresh longer. Observe its flavor; look at its crust. What is your opinion now?

Don't you Think you'll Buy "Royal Household" after This?

JUST ARRIVED

EX. S.S. "Excelsia"

100 hf. Chests Choice Ceylon Orange Pekoe

Of course the best package Tea is **SALADA** We are Agents.

in 50 lbs., which we are offering at **19c.** Exceptional value. Send for Samples. Convince yourself.

PROVOST & ALLARD

Wholesale Grocers, - - OTTAWA, ONT.

FLOUR AND CEREAL FOODS

The Grocer's Own Flour Brand.

IN discussing flour from the grocer's standpoint we give a few wholesome truths in regard to flour sold under the grocer's own brand. We admit that the argument for the use of such a brand sounds plausible to both grocer and customer. The grocer's name and reputation stand for the brand. He knows what his trade wants and he wishes the confidence and patronage of that trade. Of course he will sell only the best. But the temptation comes to the grocer after a while, and he succumbs, using a lower grade of flour, with the result of ultimately losing either the confidence or trade of his customers, or both.

It is assumed that the grocer knows flour, having made it a study. If the grocer is an expert, his substitution of poorer flour, after he has built up a reputation for his brand, amounts to a fraud.

But usually the grocer does not know flour practically, as the baker does, for example. He buys first-class flour from some good miller and put his own brand on it with the best intentions in the world. The flour gives satisfaction and his trade is suited. After a while the miller is obliged to raise the price of his flour, owing to market conditions. The grocer demurs, possibly not appreciating the miller's position. He is offered another flour which seems just as good, and possibly is just as good, at the old price; it may be a bait for his trade, or maybe the miller who offers it doesn't know what his flour costs him. Possibly, even, the first miller who supplied the grocer was getting a pretty full price. Anyhow, he has changed the flour under his brand and none of his customers are the wiser of it.

Now the second miller may raise his price or lower the grade of the flour. Perhaps another change is made in the source of the grocer's supply, as a result of it. In any event, the flour sold under the grocer's brand is not uniform. He may have the best intentions in the world toward his customer and yet his changing millers will give his brand a reputation of unreliability almost before he is aware of it. The grocer may not be grasping or dishonest, and yet fail to keep up the quality of his brand. Of course, the usual reason for wanting his own brand is that he also wants the last cent of profit he can get, on the cheapest flour; but he may be the squarest kind of a man and yet have his brand fail to give satisfaction, for the reason that he is not an expert and does not know milling conditions.

There is but one best way for the grocer to sell flour, and that is under the mill's brand. The mill is entitled to the credit belonging to its good flour, and the grocer need not shoulder the blame for the poor flour.

Clover Seed Crop in 1904.

IT is difficult in any year to make a close estimate of the supply of alsike and red clover seed until the season for threshing is well advanced. From the best available information at this time, it would seem clear that the total output of red clover seed produced in the Province of Ontario will prove to be rather less than two-thirds of an average crop. The severe Winter of 1903-4, combined with prolonged drouth in many of the districts where clover seed is most extensively grown, was exceedingly unfavorable to the clover crop of 1904. In consequence, the area left for the purpose of seed production was considerably less than in former years. The clover seed midge was also much in evidence in nearly all of the districts in Ontario.

The alsike crop fared even worse than red clover. Not only is the available supply of home-grown seed limited, but the quality of the seed produced this year is, on the whole, inferior.

The growing of high-class clover seed in the Province of Ontario has proved to be amply remunerative in the average of years, and has, to a considerable extent, taken the place of the production for sale of cereal grains. The extent to which clover seed is grown in Ontario can be better appreciated when it is mentioned that the Toronto seedsmen are said to control the world's prices for alsike seed.

There are many districts in the other provinces, particularly in the Province of Quebec, where the production of red clover and alsike seed could be taken up to good advantage. More than two tons of really good red cover seed have, within the last month, been threshed near Shawville, in the county of Pontiac, by the use of an ordinary grain thresher.

Flour via St. John.

The New York Produce Exchange, one of the most influential commercial bodies in the world, has made the important discovery that the freight rates from St. John, N.B., to Africa are considerably lower than from New York, so much lower that it pays to rail their goods to St. John and tranship from there.

In order to ensure entire satisfaction to African importers it has been deemed advisable by New York firms interested to have an official inspection of goods at St. John. Twenty thousand packages of goods consisting principally of flour and corn products are now en route from New York for shipment to Africa per steamer Wyandotte which sails within the next few days. This business will in all probability assume considerable proportions, in which event the future Winter port business of St. John will be largely increased.

The Grain Standards.

APROPOS of the discussion in some of the daily papers and the dissatisfaction of the Western farmers with the Grain Standard Act The Canadian Grocer was favored with an interesting interview last week with Mr. C. N. Bell, secretary of the Winnipeg Board of Trade and Grain Exchange. Mr. Bell characterized the majority of the complaints now being given publicity in the daily press as absurd. "We never hear anything about these complaints in years when the general quality of the grain is good, but when it is poor there is no end to the faults which are found with the Grain Act or the criticisms of the Grain Standards Board. The plain



Johnny

is getting his instructions. He has to go to the grocery store and order

Orange Meat

Maggie says so, and Johnny is agreeable.

You see, grocerymen, how that even the children have a part in determining what breakfast food will be used in the home. If you haven't already done so, give the next grocery traveller an order for Orange Meat.

The Frontenac Cereal Co.
Limited.

KINGSTON, ONTARIO.

fact o fthe matter is that the Act is necessarily technical in its nature and the Grain Growers' Association do not understand it."

"Last February," continued Mr. Bell, "there was a meeting here in Winnipeg of the Grain Growers' Association and conferences were held with the members of the Grain Standards Board. Two days and more were occupied by the discussion and it was made abundantly evident then that the grain growers were not acquainted with the Act and did not know what grievances they wanted remedied. They suggested a number of "changes" in the Act and they were very much surprised when it was shown to them that the "changes" were already embodied in the Act. Their complaints were met at every point and they had no real grievance to present. Finally. in order to justify themselves they protested that they wanted farmers on the Grain Standards Board. When questioned it was found that they did not know how many farmers were already on the board, but they were sure o fone thing—they wanted more. To that no objection was raised and a member of the board moved that the Government be petitioned to appoint a majority of farmers to the board. It was made pltin that the city members of the board would be pleased to have all the members farmers thus relitving themselves of the responsibilities of a position which brought them no reward but abuse.

"The sequel to the story is that the Grain Growers' Association made no nominations to the new board—a majority of which was to consist of farmers—although they were requested by the department at Ottawa to do so. Finally at the request of the Minister I myself nominated the farmer members of the board.

"Moreover, the whole question of the grain standard was inquired into a year ago at Ottawa, not by a standing committee of the House, but by a special committee appointed for the purpose. This committee communicated with the Grain Growers' Association and asked them to attend as it was the intention to go into the matter thoroughly with a view to recommending amendments to the Act. Not a member of the Grain Growers' Association appeared and it devolved upon me to explain the farmers' complaints to the committee. These men don't know what they want, but when grain is poor they always kick."

Grain Situation.

WHEAT has been quiet during the week with little of special interest either in the domestic or export markets, Manitoba wheat ruling about 3-4c lower than a week ago and only a fair volume of trade in futures reported. Considerable difficulty is experienced in getting wheat locally and dealers report hardly the usual demand from millers. Exporters complain of the comparative dullness of the export trade in wheat both as regards spot and future trading and shippers look forward to a slack time at the opening of navigation. This is due to other nations than Canada and the United States supplying Europe's requirements, Russia, Roumania. India, Australia, and Argentina having filled the shortcomings of the United States.

The domestic trade in flour is dull although export business in flour has been unusually brisk during the week, the bulk of it going via New York on account of United States mills which have been obliged to buy largely from Canada to meet the requirements of long established customers in Great Britain, the West Indies and South Africa.

According to the London Miller the period from now until the end of April is the one during which such reduced arrivals of flour may be expected as will seriously deplete the present large stocks in Great Britain and on the Continent and in this way give a healthy fillip to the market. According, since the market has stood up well against the adverse circumstances of several weeks past, it is suggested that a better state of things may gradually supervene. At any rate in the face of the admittedly large consumption at present going on and which must continue all through the Winter, there seems hardly room for any serious decline from present values.

The Argentine harvest, upon which so much depends at the present juncture, seems, on the whole, to be making favorable progress and it is confidently expected that from February onward the Plate will be a large contributor to the grain importing countries of Europe.

Winnipeg Grain Exchange.

The following officers of the Winnipeg Grain Exchange have been elected for the ensuing year: President, John Love; vice-president, Capel Tilt; secretary-treasurer, C. N. Bell; all by acclamation. Council, A. R. Hargraft, John Fleming, Hugh N. Baird, W. J. Bellingen, W. H. McWilliam, J. C. Gage, W. A. Black, Alex. Cavanagh, G. B. Crowe, W. L. Parrish and Robt. Muir.

Brandon Grain Growers Meet.

The election of officers of the Brandon, Man., branch of the Grain Growers' Association for 1905 has resulted as follows: President, D. McEwen; vice-president, A. C. McPhail; secretary, R. McKenzie; directors, W. D. Dunbar, James Rae, Thomas Bunklow, J. C. Valens, G. N. Marsden, Fred Smith.

Cereal Notes.

P. A. Dorland, has opened a flour and feed store in Otterville, Ont.

Proceedings have been taken to wind up the firm of W. Gibbins & Co., grain and commission merchants. Winnipeg.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.



In 1-lb. and 2½-lb. pocket

In 100-lb. bales, consisting of 100 1-lb. pockets or 33 3-lb. pockets

Sell



In 1-lb. and 3-lb. pockets.

Pocket Rice

Order a bale from any of the following Distributors:

TORONTO	HAMILTON
Eby Blain Co., Limited	Balfour & Co.
Davidson & Hay, Limited	W. H. Gillard & Co.
Warren Bros. & Co.	Lucas, Steele & Bristol.
James Lumbers	

LONDON

A. M. Smith & Co.	E. Adams & Co.
Elliott, Marr & Co.	Lind, Kerrigan & Co.

ORME & SUTTON RICE CO.,
MILLS: NEW ORLEANS.
104 WALL STREET NEW YORK
BRANCH OFFICES: Philadelphia, Bourse Bldg. Toronto, J. S. Donaldson & Co., 50 Front St. E.

We beg to call the attention of the trade to the fact that we have the most modern machinery for manufacturing the following goods:



Rolled Oats
Gran. Wheat
Gold Dust
Family Oatmeal
Ground Wheat
Sd. and Gr. Oatmeal

Pot and Pearl Barley
Ground Oats
Flaked Wheat
Split Peas
Pea Meal
Ground Corn
All kinds of Feed

Consequently the goods are the best in the market.

PHONE, WIRE OR WRITE US FOR QUOTATIONS. PROMPT DELIVERY IN MIXED CAR LOTS OR OTHERWISE. LETTER ORDERS A SPECIALTY.

WM. McCANN MILLING CO., OFFICE and MILLS FOOT JARVIS STREET **Toronto**

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Have Your Own Brands of Cigars.

IN these days of specializing one hears much of private brands of foodstuffs, staple groceries and other articles of merchandise. The up-to-date grocer is resorting to ways and means innumerable of building up a reputation for his store as the only place in town for buying certain lines of goods. In almost every city, town and village throughout the country housewives flock to Johnson's, say, for good coffee, and to Smith's for holiday fruits. Wherever possible the grocer avails himself of the opportunity of advertising his business by placing his own trade mark upon articles most in demand.

Why should he not extend the practice to include cigars and tobaccos. Hotels, clubs, tobacco stores and even wealthier individuals make a specialty of private brands of cigars, and some have been successful in building up not only a large an d successful cigar trade, but an enviable reputation for their particular brands of cigars. There is nothing like utilizing an idea in business at the exact psychological moment. Private brands are the fad just now in addition to having an indisputable commercial value, and the judicious grocer can make no mistake in experimenting along the lines mentioned with a cigar suited to his particular class of customers.

The complaint is often heard "that the druggist and tobacconist have all the trade that's worth trying to get and it would be sheer foolishness for me to go to the expense of having a special brand of cigars put up. This may be true enough in cities, but in towns, villages and country districts the grocer has himself to blame if he does not control the local tobacco trade. The "private brand" idea if properly worked out is one way of cultivating this particular trade. If it is worth while for the druggist or tobacconist it is also worth the grocer's while to get out after the tobacco trade in his town, especially when his claim to it is a just one. Ingenuity and enterprise in the cigar and tobacco department of a grocery store will not only win back trade that has drifted away to the tobacconist or druggist but pay well as far as direct profits are concerned.

A Visit to Cuba.

J. Bruce Payne, president, and J. Topp, director of J. Bruce Payne, Limited, cigar manufacturers, Granby, Que., who are now in Cuba on one of their annual purchasing trips, write to The Canadian Grocer that this year's tobacco crop is excellent quality although prices for "Pharaoh" standard are high.

Their objective point in Cuba is the Manicaragua district in the Province of Santa Clare, where the finest filler in the world is grown. They have found that the only way to keep up the high standard they have set for their "Pharaoh," "Pebble" and other brands of cigars is to investigate the conditions of the crops personally and buying direct from the growers.

To Destroy U. S. Tobacco Trade.

Secretary Toft's proposition to reduce the duty on Philippine cigars and tobacco entering the United States to 25 per cent. is being warmly debated in Washington this week. United States manufacturers look upon the bill as a direct attempt to destroy the commercial existence of the tobacco trade of the Republic.

An interesting solution of the Philippine problem has been suggested to Secretary Toft to the effect that the cultivation of purely tropical products should be stimulated in the Philippines instead of sugar and tobacco which compete with similar products in the United States. For instance, in 1900 the United States paid Brazil alone nearly fifty-three million dollars for coffee and rubber which could be produced in the Philippine Islands, where both grow to perfection. They annualy import from $150,000,000 to $200,000,000 worth of coffee, rubber fibres, and spices and other purely tropical products which can never be grown in the United States, and every one of which can be produced in the Philippine Islands. In 1871 there was an import duty of three cents per pound on coffee. This yas taken off and immediately Brazil put on an export duty, and during the subsequent twenty-eight years the United States lost in revenues $304,000,0000 on Brazilian coffee, which went into the Brazil-

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

The Old Grocer

did not keep cigars because he was afraid his clerks would smoke all the profits. Others, again, tried it, and bought from every salesman that carried cigars as a side line, thus getting unsaleable goods ; were not successful and came to the mistaken conclusion that they had too much to learn about cigars, and gave it up.

The Payne way is a safe way : 1,000 cigars, assorted as desired, express paid. Unsold stock at the end of three months returnable and money back. Haven't you an order. Specify in a 5-center **Pebble**, and in a 10-center **Pharaoh**.

J. BRUCE PAYNE, LIMITED, Mnfrs., Granby, Que.

Jan. 27, 1905

Nine tailors cannot make a man.

Inside Quality

is the thing that counts. Take **T & B** SMOKING TOBACCO for example. If it were not good in itself, no amount of outside effort would make it good.

GEO. E. TUCKETT & SON CO., Limited, Hamilton, Ont.

ian treasury and the Brazilian trade balance against the United States during the same period has amounted to the enormous sum of $1,328,000,000.

Tobacco Trade in Cuba.

THE following figures represent the output of tobacco in Cuba for the fiscal year ending June 30, 1904:

Cuban tobacco crop in the past year was good in both quality and quantity, and may be safely valued at over $30,000,000. The exports during 1903 were valued at $26,046,431, against $25,400,000 in the previous year. The exports of leaf tobacco in 1904 exceeded those of the previous year by $600,000. The total exports of leaf tobaccoo amounted to 40,977,946 pounds, valued at $13,245,187, 24,128,430 pounds of which, valued at $9,931,802, went to the United States, and 10,306,574 pounds, valued at $1,921,079, to Germany, the next largest purchaser.

Tobacco stems, which are used in the manufacture of snuff, etc., were exported to the amount of 598,178 pounds, valued at $9,959, principally to the United States, Argentina and Germany.

Cigars exported numbered 205,244,298, valued at $12,302.969, of which 45,769,422, valued at $2,888,111, went to the United States; 28,388,074, valued at $1,968,395, to Germany, and 92,559,817, valued at $5,197,785, to England. Of cigarettes, 14,662,209 packages (each package containing about 14), valued at $404,173, were exported during the year. Of these 287,767 packages, valued at $7,055, went to the United States; 16,693,372 packages, valued at $49,070, to Dutch possessions; 1,323,127 packages, valued at $40,926, to British islands; 7,259,354 packages, valued at $191,854 to Columbia, and 586,002 packages, valued at $17,632, to Germany. Much of the remainder went to the Canary Islands. The export of cut tobacco amounted to 226,648 pounds, valued at $81,031, of which the United States received 75,205 pounds, valued at $23,583, and Columbia 57,283 pounds, valued at $21,201.

Royal Egyptian Cigarettes

Rich in Flavor

Copious in Value

Great Sellers

All First-class Grocers should have them

J. M. Fortier, Limited, Manufacturer, Montreal

Prejudice

sometimes keeps a man from doing the wisest thing. If there is any grocer to-day who is not handling

McAlpin's Tobaccos

because he imagines his customers want something else, that grocer is making a great mistake. The public has said most emphatically that McAlpin's Tobaccos become favorite tobaccos wherever they have been sold. And there's money in them for the grocer.

Freights And Charters

A GLANCE at the manifests of outgoing steamers shows that immense quantities of grain are being shipped, principally from Portland and St. John to Bristol and Liverpool. Freights are brisk and transportation companies are already feeling in better humor over the prospects. From St. John seven charters have been reported for South American ports and yet business is dull at this port. On January 28, the Allan Line R.M.S. Sicilian which has been loading this week will sail for Liverpool. The Parisian which sailed last Saturday had a fair cargo for the time of year and rates have kept up well comparatively.

The Dominion Line has placed the ss. Roman on its service from Portland and she sails Saturday, January 28, for Liverpool. Space in this boat has been booked ahead, although the rates have not changed.

The C.P.R. service from St. John, N.B., is of the best, largely owing to the excellent feeder which their railway supplies. The Lake Erie has been loading during the past ten days and an immense grain cargo has been stowed away. SS. Lake Manitoba is the next boat on this line to arrive and her capacity for cargo is large. There is no doubt about the C.P.R. doing the business of the port and this is not surprising when the forces which it controls for success are considered. At any rate the air already is full of the probabilities for next season's shipping at Montreal and the different companies are making their plans and contracts in anticipation of one of the largest shipping seasons on record.

SWEET CAPORAL



CIGARETTES

STANDARD OF THE WORLD

Sold by all Leading Wholesale Houses.

BERTH QUOTATIONS--St. John, Halifax and Portland

The undernoted rates from West St. John are subjected to 5 per cent. primage additional.

Description.	Liverpool.	London.	Bristol.	Glasgow.	Manchester.	Dublin and Belfast.	Capetown and Port Elizabeth.	Leith.	Aberdeen.	Cardiff.	Hamburg.	Havre.
Oil Cake	* 5/	‡ 5c	‡ 9c	‡ 6c	* 5/	*11/6	*12/6	.....	.....	.....	.....	.....
Sack flour	* 5/	‡ 5c	‡ 9c	‡ 7c	* 5/	*12/	*12/6	.....	.....	.....	.....	.....
Canned meats, fish	* 7/6	*12/6	*15/	*12/6	*10/	*15/	*15/	.....	.....	.....	.....	.....
Provisions	* 5/	*12/6	*15/	*12/6	* 5/	*17/6	*15/	.....	.....	.....	.....	.....
Tierces lard	* 5/	*12/6	*15/	*12/6	* 5/	*17/6	*15/	.....	.....	.....	.....	.....
Pail lard	* 7/6	*17/6	*20/	*17/6	* 7/6	*20/	*20/	.....	.....	.....	.....	.....
Butter	*15/	*25/	*25/	*30/	*15/	.....	*80/c.s.	.....	.....	.....	.....	.....
Cheese	*10/	*20/	*20/	*25/	*10/	.....	*80/c.s.	.....	.....	.....	.....	.....
Eggs in c. s. (meas't)	*10/	*15/	*15/	*15/	*10/	.....	*40/c.s.mt.	.....	.....	.....	.....	.....
Clover seed	*10/	*10/	.....	*15/	*10/	*15/	*15/	.....	.....	.....	.....	.....
Cotton	‡15c	.....	.....	.....	‡15c	.....	.....	.....	.....	.....	.....	.....
Apples, per bbl	2/	2/	2/6	2/6	2/	31/	10/c.s.	.....	.....	.....	.....	.....
Meas't goods	†Fine20/ 7/6	.....	†Fine20/ 12/6	†Fine2/ 12/6	†Fine2/ 10/	†12/6	†15/	.....	.....	.....	.....	.....
Leather sole	*20/	*25/	*25/	*30/	*20/	*22/6	*25/	.....	.....	.....	.....	.....
Leather finish	*15/	*20/	*20/	*20/	*15/	*17/6	*20/	.....	.....	.....	.....	.....
Lumber, hard	* 8/	‡10½c	*12/6	*14c	* 8/	*15/	*15 m't.	.....	.....	.....	.....	.....
Lumber, soft	* 9/	‡12c	*15/	‡16c	* 9/	.....	*17/6 m't.	.....	.....	.....	.....	.....

* Per ton 2,240 lbs. † Per ton of 40 cubic feet. ‡ Cents per 100 lbs. without primage.

The above is for general information only. These rates liable to change without notice and are therefore **Subject to Confirmation.**

When ocean charges are collectable at port of destination, rates exchange on basis of $4.80 to £1 sterling. When ocean charges are prepaid, rates exchanged on basis of $4.86 to £1 sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option prompt advice will be facilitated by informing us of the relative weight and measurement of the mdse. when applying for rate. It is also necessary to know shipping point and on whose account engagement is to be made. All contracts subject to confirmation.

RETAIL MERCHANTS MEET.

A meeting of the St. Catharines branch of the Retail Merchants Association was held on Jan. 13 for the purpose of meeting E. M. Trowern, general secretary for the Dominion and S. A. Brubacher, secretary of the Berlin branch.

One of the principal topics of discussion was the telephone question, the sentiment expressed being favorable to an organized effort on the part of members of the Association towards improving the present telephone accommodation. "Assessment," "The Collection of Small Debts," "Peddlers," "Weights and Measures," and "Premiums" were among the other questions discussed.

G. F. Bryan, of the George F. Bryan Co., Winnipeg, has left on his annual trip to New York and Cuba in the interests of the cigar manufacturing department of his company.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by John C. Kirkwood, TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Kirkwood specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

PRACTICAL INSTRUCTION ON ADVERTISING

IN this day when advertising is so necessary to the development of business in general and individual business in particular, there is need on the part of many of some helpful instruction on the subject of advertising, presented briefly yet containing desired information of a general and technical sort. To supply this information in compact form is the object of the chapers which follow:

To think that with the purchase of space in a chosen medium one has thereby purchased the favor of its many thousands of subscribers is a fatal error. The purchasing of space in a good newspaper introduces one, well accredited, to a host of buyers, but whether the impression one makes is favorable or otherwise depends upon the advertisement, not upon the newspaper. The appearance, language, and style have all to be considered. Size is not so important, though it has a value—the big advertisement being stronger, other things being equal, than the smaller one. At the same time it is possible for the small advertisement to be so persistent, bright and aggressive that it accomplishes quite as much as its bigger brother.

Advertisements reveal the man behind them. They are the expression of his mind, purpose, character. It is through the advertisement that the reader acquires his impressions of the advertiser Hence it follows that if the advertisement be dull, and uninteresting and seldom or never changed, the man for whom it was prepared comes to believe that the concern that sends out such an advertisement is sleepy, and unprogressive, and this impression sticks and stands in the way of business. On the other hand, if the advertisements of a firm are always fresh, bright, attractive and businesslike, the reader concludes that the firm they speak for are active, progressive and always on the alert for the best things and best values and there is born in him a desire to do business with people who are manifestly thinking of his interests as well as of their own.

I.—General Instructions.

The first thing to consider is what is to be sold, the second, who should have it. the third, how can possible buyers be influenced to become purchasers.

What is to be Sold.

In preparing an advertisement ask these questions: What is this article for? In what way is it better than its rivals? Will it meet requirements in every way? Upon answers to these build up your advertisement, always exercising judgment in laying the stress of the advertisement upon the superiority of the article, if that is its claim, or upon the price if that be its advantage.

Housebuilders

A METAL CEILING for the kitchen is the only proper article. It improves the appearance of the room and always looks well. It is not affected by the steam and heat from cooking which loosens and cracks plaster.

Any defects in plumbing are easily got at by simply removing one plate. Most sanitary. Lasts a lifetime. First cost is last cost.

Write or call and we will give you estimate.

John Smith & Co.

Do not depend upon memory when you describe goods. Set a sample on your desk before you begin to write. Take it up for inspiration. Try to draw a picture of it in short, forceful words. Become enthusiastic over it. Hunt out its novel points, its excellent points, its marvelous points. and try to convey them adequately. The result ought to be as convincing a statement as you are capable of writing.

Go to the best salesman selling the goods you are advertising. Learn from him how he sells, what he says to customers, the points he has found to be effective. Ascertain what buyers of the thing you advertise are interested in and talk the points that appeal to them. Become in imagination a buyer yourself of the goods you are advertising, and make the advertisement convince and persuade you. When an advertisement convinces the writer of it it is pretty certain to convince those to whom it is addressed.

Who Should Have Your Wares.

Without having clearly defined in your mind the buyers of what you have to sell, it is impossible to prepare the best copy. One must have an audience to develop inspiration. You know more about your goods than does the buyer of them, and it is for you to suggest reasons why your goods should be purchased in preference to anything else. Run over in your mind the names of some buyers of your wares. Pick out from among them the one whom you believe to be the most shrewd buyer, the man most difficult to persuade. Talk to him. Convince him. What will make him a customer will do the same with others.

Again, there are many people who would profit by having your goods, but have not yet discovered their desirability. They need to be awakened. An illustration of this is afforded in the accompanying advertisement.

It suggests a use for metal ceiling that does not occur to many a builder of houses, and provides excellent reasons why metal ceiling should be used for kitchens. The good advertiser creates business by suggesting things which people will want or ought to have but either did not know the advertiser could furnish or had overlooked purchasing.

How to Influence and Persuade.

This is a subject upon which numberless counsellors have written, and is so vast that the last word will never be uttered. It is the psychological side of advertising and is boundless in extent.

From among the mass of good things said on the subject of the preparation of advertisements the following have been selected as being at once terse, sane and instructive. They have no special sequence, and in some instances may seem to be out of agreement, but possibly they may be the more valuable on that account.

These paragraphs have been somewhat roughly grouped under different headings for ease of consultation. It is pretty certain that the truths contained in them will be perceived only according to the development of one's advertising experience, therefore read them over from time to time.

(To be Continued)

WM. BRAID & CO.
COFFEE IMPORTERS

How is your Coffee Trade?

BRAID'S BEST COFFEE is increasing in popularity every day because consumers appreciate its merit.

ARE YOU SWIMMING WITH THE TIDE?

If not, now is the time to change.
Don't let your neighbor outstrip you, as he surely will unless you carry a good stock of Braid's Best Coffees.
Bucking the current has carried down many a strong swimmer.

BRAID'S BLENDED COFFEES are the best for grocers to buy—

FIRST—Because they yield him a satisfactory profit.
SECOND—Because the quality never varies.
THIRD—Because they give the public better satisfaction than any other coffee sold.

These Coffees are a triumph of the expert coffee man's art. An order will make you a permanent customer of ours, and every sale a steady patron for you.

Write us for Samples

WM. BRAID & CO.,
Importers of Teas, Coffees, Spices, etc., VANCOUVER, B. C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

January 26, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—

"Bee" brand, 48 5c. pkgs., per case	$1 75
" " 27 10c. pkgs, "	2 00
" " 10 25c. pkgs, "	1 75

Cook's Friend— Per doz.

Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	8-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

JERSEY CREAM BAKING POWDER.

¼ Size, 5 doz. in case	$0 40
⅛ " 4 " "	0 75
1/16 " 3 " "	1 25
1/32 " 2 " "	2 25

OCEAN MILLS. Per doz.

Ocean Baking Powder, ¼ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

MAGIC BAKING POWDER.



Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz. $2 25

HOME BAKING POWDER, CO., MONTREAL.

Sizes.	Per doz.
2 doz. case ½ lb	$2 40
1 " 1 lb	4 75

1 to 5 cases, 5 per cent.
5 to 10 cases, 10 per cent.



EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

"BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	$3 50
" " 36 10 "	4 00
" " 24 16 "	4 50
"Beaver" brand, 24-16 pkgs	4 80

Blue.

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10



J. M. DOUGLAS & CO.—Laundry Blues.

"Bluecol"—10-lb. boxes containing 50 pkgs., 4 squares each ..... per lb. 16½c
"Sapphire"—14-lb. boxes, ½-lb. pkgs. per lb 12½
"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb. 10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.



JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax

"Bee" brand, 5 oz., cases, 60 pkgs	2 25
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 40
" 5-doz. 10c. "	0 85

Boeckh's Brooms.

Bamboo Handles, A, 4 strings	$4 50
" " B, 4 "	4 20
" " C, 4 strings	3 95
" " D, 4 "	3 70
" " F, 4 "	3 40
" " G, 3 "	3 10
" " I, 3 "	2 70

Cereals.

Wheat Oil, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	0 18½

Chocolates and Cocoas.

THE OGWAN CO., LIMITED.

Cocoa—

Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz	2 55

BATGER'S

STRAWBERRY JAM

IS

1.—GOOD JAM.

2.—PUT UP IN A VERY ATTRACTIVE SQUARE JAR, WITH A METAL AND CORK SCREW TOP.

3.—A GOOD SELLER.

ORDER

A TRIAL CASE OF 4 DOZEN.

ROSE & LAFLAMME
MONTREAL



Now, Look Here!

Why not handle a condiment that will pay you, and please everyone who buys it? Of course we mean

Paterson's Worcester Sauce

ROSE & LAFLAMME
Agents, Montreal.

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, 1lbs	$1.75
Orange, white and almond, ½-lbs	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, 1lbs	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ¼-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caracoas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb tins, 4½ doz. to case	per doz.,	$	.90
½ " " 4 " "	"		2.40
½ " " 2 " "	"		4.75
1 " " 1 " "	"		9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.

	Per lb
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ½s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins	40c.
6-lb. boxes, 12 boxes in case, ½-lb, tins	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins	40c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44
Sweet chocolate powder—	
6-lb. boxes, 12 boxes in case, ½-lb. tins	32c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins	34c.
Premium chocolate—	
6-lb bxs., 12 bxs. in case, ½-lb. pkgs	33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs	33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs	35c.
Medallion sweet chocolate—	
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs	44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	44c.
Milk chocolate—	
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs	35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	35c.
Vanilla sweet chocolate—	
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs	32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	32c.
Tid-Bit chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	30c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs	30c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs	23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs	23c.

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65



Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20



TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream, per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	$ 00
" " 2 lb. tins, cases, 15 tins	2 70
"Beaver" coffee, 24-1 lb. pkgs	4 80
"Sun" brand, 25 and 50 lb. tins	
Gem, roasted or ground	0 30
Extra, " "	0 26
Fine " "	0 22
Fancy " "	0 18
"Beaver" (ground only compound)	0 15

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1f

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 30
Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per dos.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

RECKITT'S BLUE and ZEBRA PASTE {Always give your Customers Satisfaction.



The registered trade mark of a **"Crown"** on your tins or packages of Table Syrup is a guarantee to you and your customers that the contents are **The Best Syrup** made in Canada.

"Crown" Brand Syrup is delicious, pure, healthy and nourishing. It is ALL SYRUP.

Put up in Tins—

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ½-Brls., **Kegs and Pails.**

Freight paid on 5 cases and over to all railway stations East of North Bay.

FOR SALE BY ALL JOBBERS.
LOOK FOR THE CROWN.

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT.
Works: CARDINAL, ONT.
164 St. James St., MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
doz. packages (12 to a case)	0 75
doz. packages (12 to a case)	0 95

Cleaner.



	Per doz.
4-oz. cans	$ 0.90
8-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents
The Davidson & Hay, Limited, Toronto

Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

	Per doz.
" " 5 doz., at	$ 1 40
" " 1 doz., at	1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$0 95
2-lb. tins, 2 doz. in case "	1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 06½
7 and 14-lb. wood pails per lb.	0 06½
30-lb. wood pails "	0 06½
Pure Fruit Jellies—	
12-oz. glass jars, 2 doz. in case. per doz.	0 95
2-lb. tins, 2 doz. in case "	1 60
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—	
1-lb. glass jars (16-oz. gem) 2 doz. in case per doz.	1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper per lb.	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5-lb. boxes per lb.	0 40
"Acme" pellets, 5-lb. cans per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$ 3 60
3 cases "	3 50
5 cases or more	3 40

Matches.

UNITED FACTORIES, LIMITED. Per case.

Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

Parlor—	1 case.	5 cases.
Imperial	$5 75	$5 50
Best	3 75	3 50
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KERN'S.

D.S.F., -lb. tins per doz.	$ 1 40
" ½-lb. tins "	2 80
1-lb. tins "	5 00
Durham 4-lb. jar per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins per doz.	0 85
" ¼-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins per lb.	$ 0 35
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins per lb.	0 25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars per jar	0 70
1-lb. jars "	0 25



Orange Meat.

Cases, 36 15c. packages $4.50
5 case lots 4.40 (Freight paid.)
Cases, 20 25c. packages 4.00
5 case lots 4.00 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

Pickles.

STEPHENS'.

A. P. Tippett & Co., Agents.

Cement stoppers (pints) per doz.	$ 2 20
Corked " "	1 90

Soda.

COW BRAND.



Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 98 pcgs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " 30 1-lb. " / 60 ½-lb. "	3 00
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND.

"Bee" brand, 8 oz., cases, 120 pkgs.	Per case
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	$2 75

Soap and Soap Powders.

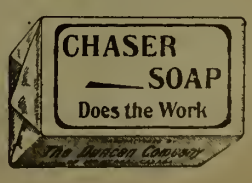
A. P. TIPPET & CO., Agents.

Maypole soap, colors per gross	$10 20
" black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

BABBITT'S.



Babbitt's "1776" 6-oz. pkgs. $2.50 per box. 5 boxes freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, bxs each doz., $2 per box.
WM. H. DUNN AGENT.





START 1905 RIGHT—by placing an order for "PRINCE OF WALES" Mocha and Java Coffee

Put up in 1 and 2 lb. (air-tight) tins

S. H. & A. S. EWING,

ESTABLISHED 1845

Montreal Coffee & Spice Steam Mills, - 53 & 55 Cote St., Montreal

Cor. Lagauchetiere St.

CHASER SOAP.

¼ case	$2 40
⅓ cases	2 30
½ cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$ 0 06½
No. 1 " " 8-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large orystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
"Bee" brand starch—	
" laundry, 64-12 oz. pkg. per case	$5 00
" " 32-12 " per ½ "	2 50
" corn starch 40-16 oz. pkg. " "	3 00
"Sun" borated starch, 40-16 oz. pk. per case	3 00
" borated starch, 50 box, 100 lb. keg	0 06½
" laundry " 50 " " " "	0 05½
"Gem" " " 100 & 200 lb. kegs	0 05½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch— 1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry— 3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss— 1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. orystals, 100 lb.	0 06½
Brantford Gloss— 1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch— Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch— Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn— 1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn— 1-lb. packages, boxes 40 lb.	0 07
Orystal Maize Corn Starch— 1-lb. packages, boxes 40 lb.	0 07

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb	0 06½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" 8-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 48 lb.	0 05½
Ivory Gloss, 3-8 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Alsten Gloss, 1-lb. packages, 40-lb.	0 05½

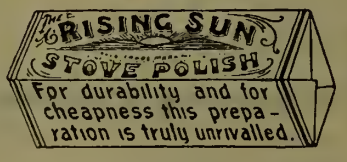


OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

San Toy Starch— 10c. pkgs, cases 5 doz., per case.... 4 75

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$4 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



DUNN, AGENT.



	pr. dz
Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 80
Blackene, 5-lb. cans, per lb.	0 10
Enameline stove dressing, per doz.	0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label— 2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10
(10 and 20 lb. tins have wire handles.)	

"BEAVER" BRAND. Per case.

1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 60

SMALL'S BRAND—Standard. Per case.

1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 30



Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 23	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 30	0 39
Gold Label, ½'s	0 44	0 60

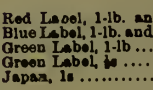


Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c	0 22
Green Label, " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. }	0 35
" " 30 1-lb. }	
" " 120 ¼-lb.	0 36



LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ¼'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½'s	$0 35	$0 50
Blue Label, 1-lb. and ½'s	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, ½'s	0 20	0 25
Japan, 1's	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 40
" III 80-lb. boxes	0 36½
EMD AAA Japan, 40 lb "at	0 32½
" AA 40 "	0 30
Blue Jay, basket fired Japan, 70 lbs.	0 27½
"Condor" IV 80-lb. "	0 32½
" V 80-lb. "	0 27½
" XXXX 80-lb. boxes	0 23½
" XXXX 30-lb. "	0 24½
" XXX 80-lb. "	0 21
" XXX 30-lb. "	0 22
" XX 80-lb. "	0 19
" XX 30-lb. "	0 20
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

Black Teas—"Nectar" in lead packets

Green Label	retails 0 25 at 0 30
Chocolate Label	" 0 25 at 0 25
Blue Label	" 0 50 at 0 36
Maroon Label	" 0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb	0 42½
" " —Maroon, 1-lb	0 50
" " —Maroon, 1-lb	1 50

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and 1s, 60-lb. cases	retail 0 25 at 0 30
Grey Label, ½s, ¼s and 1s, 60-lb. cases	retail 0 30 at 0 35
Yellow Label, ¼s and 1s, 60-lb. cases	retail 0 35 at 0 36
Blue Label, ½s, ¼s and 1s, 50-lb. cases	retail 0 40 at 0 50
Red Label, ½s, ¼s and 1s, 60-lb. cases	retail 0 50 at 0 54
White Label, ½s, ¼s and 1s, 60-lb. cases	retail 0 at 0 60

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1	per lb. 0 35
No. 2	" 0 30
No. 3	" 0 25
No. 4	" 0 20
No. 5	" 0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5c. and 10c.	$0 30
" Amber, 5s. and 3s.	0 30
Chewing—Stag, bars, 10½oe.	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s.	0 44
" Currency, 12 oz bars, 12s	0 47
" " 6½s. and 12's	0 47
" Old Fox, narrow, 13s	0 47
" Snowshoe, 14½oe b'rs, ap'o'd 6½	0 41
" Pay Roll, 7s and 6½s	0 [illegible]
" Fair Play, 8s. and 13s	0 [illegible]

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ½-casks, 25 gals	$5 45	$10 90
" casks, 40 "	10 25	22 40
Bottles, cases, 3 doz.	3 20	4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 00
100 5c. "	3 00

1 case 50 5c. packages free with 5-case lots
Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz
Washboards, Victor	$1 50
" Crown	1 35
" Improved Globe	1 50
" Standard Globe	1 20
" Original Solid Globe	1 80
" Superior Sld. Bk. Globe	1 05
" Jubilee	1 00
" Pony	0 90
Diamond King (glass)	2 00
Tubs, No. 0	11 25
" " 1	9 00
" " 2	8 00
" " 3	7 00
Pails, No. 1, 2 hoops	1 85
" No. 3, "	2 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz.	1 05
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria 3 doz. 5c.	1 00
" " 3 doz. 10c.	1 80

Try a barrel of

WILSON'S
PURE REFINED CIDER

if you want the best.

Ask for it. Take no other.

THE
W. H. WILSON CO.,
LIMITED
TILLSONBURG, CANADA

Dutch Chemical Works
AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS
Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY per doz. tins.....	2/3	4/-	7/-
PURE DUTCH COCOA per .doz. tins.	4/3	8/-	15/-

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.



When in Need of Cans, Serve Your
Best Interests and Consult Us.

Acme Can Works

make the largest assortment of any factory in America of TIN CANS by the latest up-to-date automatic machinery.

We are the only makers in Canada of
KEY-OPENING MEAT CANS, POULTRY CANS.
They are our specialties.

Manufacturers for Canada of
Jewett's Self-Heating Can.

We solicit inquiries for prices on

Baking Powder, Oil, Syrup, Lye, Paint, Varnish, Condensed Milk, Poultry, Fruit, Vegetable } Cans

Lard, Syrup, Butter } Pails

ACME CAN WORKS
Ontario Street East, - - MONTREAL, P.Q

Brunner Mond & Co.'s
WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda
Casks, 560 lbs.

Winn & Holland
Montreal

SOLE AGENTS FOR CANADA.

RETURNED
JAN 27 1905
To Owner
of Cab Book 29
Page 35



Avoid This!

By using the

BELGIAN LAMP

King of 'em all. All sizes and styles. *Write now* for booklet with complete information.

GOWANS, KENT & CO.
TORONTO



IT'S REALLY ENJOYABLE

wholesome, appetizing Mince Meat that we make. It has a flavor that the other makers cannot get and that your customers want. This is why you should sell

Wethey's Mince Meat

"ONE TRY SATISFIES"

J. H. Wethey, Limited
ST. CATHARINES, ONT.

C. & B.

Candied Peels

CROSSE & BLACKWELL, Limited
LONDON, ENG.

C. E. COLSON & SON, MONTREAL, Agents.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Provision and Food Stuffs Trades of Canada.

VOL. XIX. MONTREAL AND TORONTO, FEBRUARY 3, 1905. NO. 5.

Robinson's Patent Barley

Sales are increasing all over Canada.
New Buyers are cropping up everywhere.
You cannot afford to be without

ROBINSON'S
PATENT BARLEY



Raised on It.

Did you get a sample
of the New Biscuit

PETIT CHOCOLAT

If not, send for one.

CHRISTIE, BROWN & CO., LIMITED, TORONTO AND MONTREAL

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29.

There is No Rejoicing

when sickness reigns in a home—and no disease is more depressing to all than a persistent, hacking cough. If you have a customer whose heart is tortured by some loved one's coughing, offer them

Mathieu's Syrup of Tar and Cod Liver Oil

The most obstinate coughs yield to it, and we know of no other remedy so generally effective.

J. L. MATHIEU CO., LIMITED
PROPRIETORS. SHERBROOKE, P.Q.

Mathieu's Nervine Powders for headaches are meeting with great success. Have you any in stock?

National Licorice Co.



Y. & S., SCUDDER and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.
Illustrated Catalogue on request.

MOLASSES

We have a very choice line of Molasses.

Made in our Refinery from

West India Cane Sugar

and

Coarse, Medium and Fine Grain

"Crystal" Brand
Granulated Sugar

Made in Wallaceburg by WALLACEBURG SUGAR CO., LIMITED



Wisdom !

You want no sermons—no advice. We'll give you neither. Let the one word "Wisdom" speak for itself as applied to your purchases. "Wisdom" and "goods of highest quality" tell their own tale to the successful grocer with a large fat balance in the bank.

Griffin & Skelley's Dried Fruits

Apricots, Peaches, Pears, Nectarines, Dried Plums, Prunes and Raisins. Clean, high-grade fruit, packed with the greatest care. Weight, quality and looks are always *right* in the "Griffin" Brand. You make no mistake in buying it.

Codou's Macaroni

Made only from the real Taganrog Russian Wheat—no other wheat produces quality so superb. Full weight—unvarying quality. Every package tastefully packed and labelled.

Cox's Gelatine

Best and goes farthest—always produces sure results. Oldest and most trustworthy. Quality always the same—always *highest* quality. In powdered and shredded form.

Sold by leading wholesalers.

Arthur P. Tippet & Co., Agents

8 Place Royale, Montreal. **20½ Front St. E., Toronto.**

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. A. LAMBE & CO.

TORONTO.

Grocery Brokers and Agents.

Established 1885

W. H. Millman & Sons

Grocery Brokers

TORONTO.

You are getting low on Canadian Tomatoes.
Let us quote you Americans

CALGARY.

Start the New Year Right

Increase your business by appointing us your Western Representatives. If you have anything to sell write us.

NICHOLSON, BAIN & JOHNSTON

Wholesale Commission Merchants and Brokers

CALGARY, ALTA.

Head Office: NICHOLSON & BAIN, WINNIPEG.

VANCOUVER

THE GROCERY BROKER

Write or Wire CHAS. MILNE

VANCOUVER, B.C.

Did You?

Some dealers placed good orders with us for our sugar, and are making money on their purchase.

NEXT SEASON

give orders early. We are sold out for this season.

The Ontario Sugar Co., Limited

BERLIN, ONT.

WINNIPEG.

Dingle & Stewart

WINNIPEG, - - CANADA.

COMMISSION BROKERS.

Excellent Storage Accommodation.

Consign Your Cars to Us.

REGINALD LAWSON

MANUFACTURERS' AGENT and WHOLESALE COMMISSION BROKER

UNION BANK BUILDING

Correspondence Solicited WINNIPEG, MAN.

EASTERN MANUFACTURERS —AND— SHIPPERS.

All EYES are turned on

MANITOBA AND THE WEST.

WE

Represent some of the leading houses in

CANADA and the U.S.

INCREASE YOUR TRADE. WRITE US.

NICHOLSON & BAIN, WINNIPEG,

Wholesale Commission Merchants and Brokers.

BRANDON.

WE ARE HERE

To store, to ship, and if you wish, to sell, WE CAN DO IT. Consign your cars to us.

WILSON COMMISSION CO., Limited

Wholesale Commission Brokers,

BRANDON, MAN.

The GRAY, YOUNG & SPARLING CO., Limited

Salt Manufacturers

Granted the highest awards in competition with other makes.

WINGHAM

Established 1871

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.



Come Out OF THE DARK!

Bring your "ads" with you.

ILLUSTRATE!!

By doing so you illumine and release from obscurity many a cheerless "type ad" that is suffering for the want of a little pictorial light.

We furnish the kind of pictures that give to your "ads" a bright and smiling countenance. *A cheerful face gains favor every time.*

Estimates on all and every style of design cordially furnished.

ART DEPARTMENT

MacLEAN PUBLISHING CO.
LIMITED

Montreal. Toronto. Winnipeg.

GRANT

SATISFACTION

is what you want to get and give in business.

JAMES' DOME BLACK LEAD

has proved itself satisfactory to everybody by its good work.

W. G. A. LAMBE & CO., Canadian Agents. **KEEP UP YOUR STOCK.**

CAPSTAN BRAND MINCE MEAT

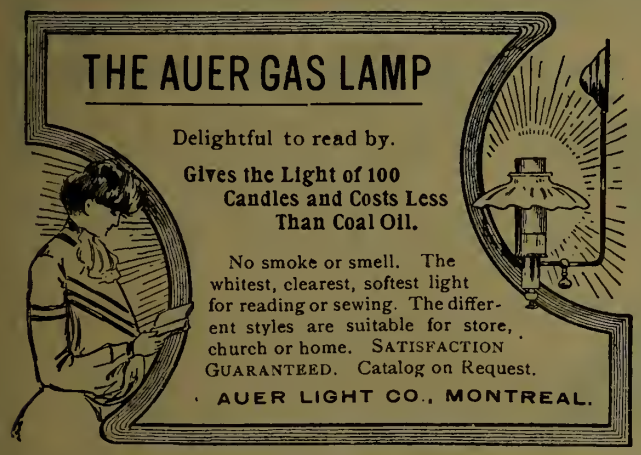
Package Mince Meat

Put up in ¼ gross cases

2-lb. Pails, 2 doz. in Crate.
¼ " ½ " " "
25-lb. Pails. 75-lb. Tubs.
½-Barrels and Barrels.

The Capstan Mfg. Company, Toronto, Ont., Can.

THE AUER GAS LAMP



Delightful to read by.

Gives the Light of 100 Candles and Costs Less Than Coal Oil.

No smoke or smell. The whitest, clearest, softest light for reading or sewing. The different styles are suitable for store, church or home. SATISFACTION GUARANTEED. Catalog on Request.

AUER LIGHT CO., MONTREAL.

The grocer who is careful of his trade sells only pickles of reliable brand. He cannot afford to offend his good customers.

These grocers sell "Sterling" brand pickles and relishes—goods that have stood the test of time.

STERLING BRAND PICKLES

Manufactured by THE T. A. LYTLE CO., Limited, 124-128 Richmond Street W., Toronto, Canada.

Two Lines That Lead.

A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng.), produce **the** one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.

You will be

"Forging Fetters of Fortune"

by binding your customers to the use of

Japan Teas

JAPAN TEAS

every link adds to your profit

Sell

JAPAN TEAS



"THE FAIRBANK PLAN"

LOOK INTO IT

and see just what **"The Fairbank Plan"** is. While we spend hundreds of thousands of dollars every year advertising the six great Fairbank specialties:

Gold Dust Washing Powder
Fairy Soap, Copco Soap
Fairbank's Glycerine-Tar Soap
Fairbank's Scouring Soap
Fairbank's Sanitary Soap

and educating the public regarding them; and while we intend to continue doing this, we realize fully that advertising alone has not accomplished the splendid results we have enjoyed in the sale of these goods, but that "the man behind the counter" has been an important factor in extending and increasing our trade. It was the realization of this fact that gave birth to **"The Fairbank Plan,"** as a method of rewarding the retail clerks for their earnest co-operation in selling these goods and, consequently, a portion of our immense advertising appropriation is now set aside for the recognition of the dealer and his clerks.

"The Fairbank Plan" is an absolutely fair method of rewarding the clerk in direct proportion to the interest displayed in pushing the six specialties, as each package of these goods is couponed in such a manner that the coupon can be easily removed before the goods pass into the hands of the consumer. For these coupons we offer many valuable articles.

If you will send for an illustrated premium list of **"The Fairbank Plan"** it will convince you that this is no cheap trading-stamp scheme.

THE N. K. FAIRBANK COMPANY - Montreal, Canada.

Be a Quality Grocer

Once a grocer has established himself as a quality man he has an asset which will pay him rich and lasting returns.

Customers who want cheap things regardless of quality are swept away from him by every bargain-sale wind that blows.

You don't want that kind of trade. You can't bank on it. It will never make you independent.

A HEINZ DEPARTMENT

is a Gibraltar.
Build one up.
Build upon it.

H. J. HEINZ Company — HEINZ — Pittsburgh U. S. A

57 VARIETIES.

CANE SUGAR SYRUP

We have a very fine lot of Choice Pure Cane Sugar Syrup, bright, sweet and heavy.

In Barrels, Half-Barrels, 2-lb., 3-lb., 5-lb., 10-lb. Tins.

For prices and samples write to

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

Agents

GEO. MUSSON & CO.,	TORONTO
JOHN W. BICKLE & GREENING,	HAMILTON
GEO. H. GILLESPIE,	LONDON
JOSEPH CARMAN,	WINNIPEG

"Enterprise" RAPID GRINDING AND PULVERIZING MILL

Saves Time, Lessens Labor and Increases the Coffee Trade

Because clerks will try to sell coffee when not compelled to grind by hand

25 to 50 lbs. of Coffee can be ground FOR ONE CENT

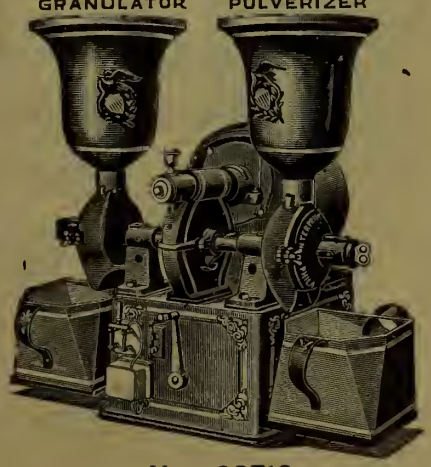
Will be furnished for Direct or Alternating Current to suit all conditions

DESCRIPTIVE CATALOGUE ALSO TESTIMONIAL PAMPHLET MAILED FREE

The Enterprise Mfg. Co. of Pa.

PHILADELPHIA, U. S. A.

GRANULATOR PULVERIZER



No. 08712

Height 31 inches *Width 32 inches*
Length 25 inches *Weight 320 pounds*

PRICE ON APPLICATION

Grinding Capacity
Granulating, 2 pounds per minute
Pulverizing, ½ pound per minute
Capacity of Iron Hoppers, 6 lbs. of Coffee
Capacity of Nickel-Plated Hoppers, 7¼ lbs.

THE SUCCESS OF CONQUEST

It is always good to be on the winning side when the issue at stake is just.

In the matter of Teas, for instance, it is well for every grocer to be on the side of

Ceylon Teas

That these Teas are winning against all others competing for life and favor, the grocer knows as well as we do. To be on both sides is not good business, not good policy.

ST. LOUIS FAIR



Reindeer Milk

and

Jersey Cream



Received the highest award at the above Exposition, as the following letter states :

LOUISIANA PURCHASE EXPOSITION,
ST. LOUIS, U.S.A., 1904,
DECEMBER 6TH, 1904.

THE TRURO CONDENSED MILK & CANNING CO.,
TRURO, NOVA SCOTIA.

SIRS,—I beg to advise you that a Gold Medal has been awarded to you by the Louisiana Purchase Exposition Company for your exhibit of Condensed Milk, Cream, etc., which was installed in the collective Exhibit of the Food Products of Canada in the Canadian Section of the Palace of Agriculture at the Louisiana Purchase Exposition held at St. Louis, U.S.A., 1904.

Yours truly,

(Signed) WM. HUTCHINSON,
Canadian Commissioner.

W. G. A. LAMBE & CO., Agents.

Dear Sir,--

We've just gone to press with a second edition of the new "Cow-brand Recipe Book" and shall be pleased to send you as many more copies as you can use to advantage.

At the rate business is growing, we judge we must be doing our part well. Our output this year is away beyond anything in the past, which is another way of spelling "satisfaction."

The best is none too good for the trade we're after. The more we do, the more we want to do. Kindly advise us if anything is wanted.

Respectfully,

JOHN DWIGHT & CO.

It's English

and that means superlative quality.



SOUTHWELL'S MARMALADE

is fit for the King's Table. To sell it is to do yourself honor.

For GOOD trade always offer it.

Order from your wholesaler.

Canadian Agents,

Frank Magor & Co.

MONTREAL

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for **Ceylon Black and Green Teas** on commission. Apply,

"COMMISSIONER,"

CANADIAN GROCER,
88 Fleet Street E.C. London, Eng.



They Cost Something, Of Course.

But enough Allison Coupon Books to last a year won't cost as much as the amount you will lose by the carelessness of your clerks in forgetting to "charge up" numerous small purchases; and disputed pass-book entries, where you have to allow your customer's kick, or lose him.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street
MONTREAL.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must he included for forwarding same. Many large business deals have heen brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices throughout the Civilized World.**

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may he defined as of the merchants, hy the merchants, for the merchants. In procuring, verifying, and promulgating information no effort is spared, and no reasonahle expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may he obtained hy addressing the Company at any of its offices. Correspondence Invited.

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THOS. C. IRVING, Gen. Man. Western Canada Toronto.

3 Lines to Sell

Sutton's Ammonia Essences

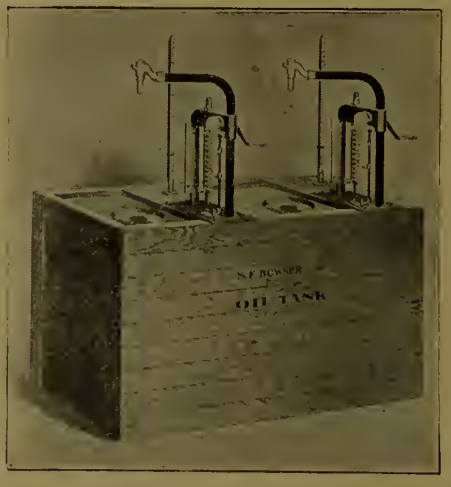
(Worcester)

Sauce

Write for list and particulars to

G. F. SUTTON SONS & CO.

KING'S CROSS
London, Eng.



Double First Floor Outfit

YOU pay the cost once, only a small sum at that—then you have the outfit and the saving begins. This in a short time equals the cost; after that it's all profit. If, on the other hand, you continue in the old way, you lose day after day. Why not begin the saving now? We guarantee the

Bowser Self-Measuring Oil Tank

is a profitable investment. Investigate—it will cost you nothing for full particulars. Ask for Catalog "B." Better write now while you have it in mind.

S. F. Bowser & Co., 530 Front St. W., TORONTO

To our friends, the grocers—

We beg to advise you that our Mr. Snowdon, Mr. Lewis and Mr. Gregory are now covering Western Ontario, and will have the pleasure of calling on you in the course of their varied trips. We bespeak your kind consideration in the selling of "Bee" brand goods.

"Bee" brand goods are trade winners, and what is a *vital fact*, pay larger profits than other goods.

"Bee" brand goods are in a class by themselves.

SNOWDON, FORBES & CO.
Montreal

MEDITERRANEAN FRUITS

RIERA'S "MAPLE LEAF" Selected and 4-Crown Valencias,
Zini's Fine Filiatra Currants,
Tarragona Almonds,
Filberts, Etc., Etc.

CONSIGNMENTS ARRIVED

Wholesale grocers should communicate with

D. RATTRAY & SONS

General Commission Merchants

QUEBEC **Montreal** **OTTAWA**

HAY CASTLE BRAND
CHOICEST SELECTED CURRANTS
CAREFULLY SELECTED BY THE GROWERS. BY APPOINTMENT – W. H. GILLARD & CO. – SOLE AGENTS. HAMILTON, ONT. FOR CANADA.

FINEST CROWN IN GREECE.
approved by the Greek Government as being of superior quality and handsome appearance.

PARADISE BRAND
SELECTED CURRANTS.
CAREFULLY SELECTED BY THE GROWERS. BY APPOINTMENT – W. H. GILLARD & CO. – SOLE AGENTS. HAMILTON, ONT. FOR CANADA.

Packed solely for
W.H. GILLARD & CO., Wholesale Grocers, HAMILTON.

WOOD'S BOSTON COFFEES
THOMAS WOOD & CO.
IMPORTERS AND ROASTERS
BOSTON, MASS.
PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED

Free Working Capital.

Do not look for a "get-rich-quick" proposition.
Business men require capital to work with, but interest eats up the profits.
High grade, sure selling goods furnish a real working capital, without interest.
Quick turns keep the money moving; no dust accumulations on the stock.
That is the kind of business **WOOD'S COFFEES** bring about and stimulate.
They are trade builders—capital goods, capital for the grocer.

CANADIAN SALESROOM AND FACTORY,

No. 428 St. Paul St., - - MONTREAL.

1/2



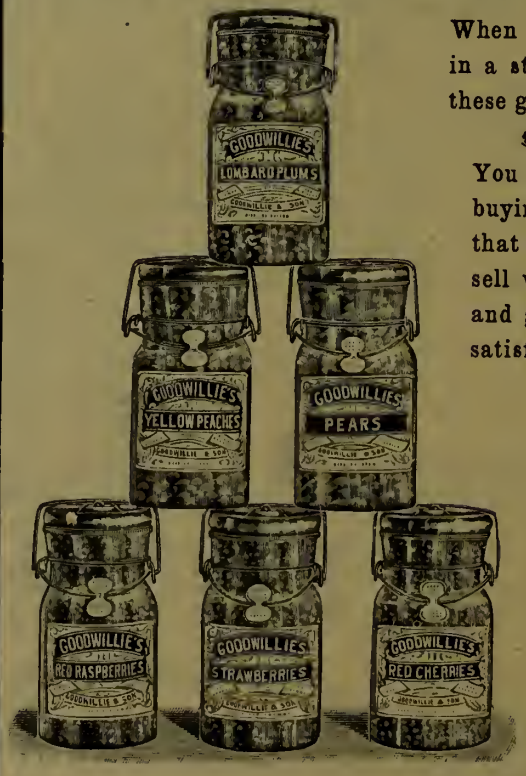
ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, - Montreal

You Don't GAMBLE



When you lay in a stock of these goods.

***

You are buying goods that will sell well and give satisfaction.

ROSE & LAFLAMME
MONTREAL

To Restrict the Exposure of Meat, Fruit, Fish, Etc.

ONE of the most vital questions before the grocery, fruit and provision trades of Canada to-day is "How much latitude should be allowed in connection with the outdoor display and exposure of meat, fruit, fish, milk, and other food products?" No one will gainsay that the open-air displays so popular within the last year or two are anything but conducive to public health.

In the matter of fresh meat, for instance, during the holiday season of 1904, in some of our larger towns and cities, the casual observer could not help having the impression that fully two-thirds of the butchers' and provisioners' supplies of dead meat and poultry were exposed to the open air in front of shops. This may do very well when the temperature is low and the air free from dust. On a windy day, however, when the atmospherc is laden with dust particles and other impure matter, a hind quarter of beef is none the better, to say the least, for having been exposed in this manner even for a few hours. A similar method of displaying fresh and frozen fish on exposed shelves and tables in front of store windows is also open to criticism. The same objections apply to out-door display of fish as to meats, an added one in the case of fish being the disagrecable odor, informing one that he is in the neighborhood of a fish store when hc is a block away.

What threatens to become a nuisance is the store front displays of fruit and vegetables during our fruit season. Certain varieties of fruit are displayed day after day in such a way that they are exposed to all the impurities of a dusty, dirty thoroughfare. In the case of hard fruits, such as apples, pears, etc., this is not serious, since the fruit may be washed. Peaches, strawberries, raspberries, etc., will become contaminated in a very few hours, and it is clearly contrary to the most fundamental rules of health that they should be exposed in such a manner for two days in succession.

The present method of carting meats, fruits, etc., from farm to market and through public thoroughfares from dealer to consumer, is open to all the objections that can be raised against outdoor display, in as far as the exposure of meat, fruit, etc., to all kinds of weather, dust and a thousand other impurities, owing to carelessness in handling and a lack of proper covering, causes the use of such products to be attended with more or less risk.

A By-law Along the Right Lines.

By way of offering a solution to this question, Dr. Sheard, medical health officer for the city of Toronto, has prepared a by-law regulating and restricting the exposure of meat, fruit, fish, milk and other goods upon public streets unless protected and covered so as to avoid contact with dust and other objectionable matter. This by-law will be presented at the first meeting of the city council in February, and followed by a petition at the first session of the Provincial Legislature asking that the city council be empowered to pass the by-law. Its provisions are as follows:

1. The Medical Health Officer, or such officer or officers as he may appoint, shall be the Inspector or Inspectors under the provisions of this by-law, whose duty it shall be to see that the provisions of this by-law shall be carried out.

2. It shall be unlawful within the limits of the municipality of the city of Toronto to expose upon any street or streets or in any market or public place or places any carcass, meat, poultry, game, flesh, fish, fruit, or milk, unless the same be so protected as to avoid contact with dust, water, or other matter which might tend to render the same offensive or objectionable for the purposes of food; the proof that the same was not intended for food for man resting with the party charged.

3. All carcasses, meat, poultry, game, flesh, fish, fruit, or milk intended to be used as food for man shall, when being conveyed from place to place within the municipality, be carried in a closed or dust-proof vehicle, or so thoroughly protected by clean linen or hempen coverings or tarpaulins, as to render impossible any contact with dust or other noxious or offensive substances on the article so protected.

4. No butcher, purveyor, or dealer in any of the above-mentioned articles, shall expose the same or permit the same to be exposed outside of his shop, or inside an open window, or upon any public street, or in any public market, at any time, or in such manner as in the opinion of the Medical Health Officer is likely to cause such article of food to be contaminated or rendered injurious or objectionable in consequence of contact with or deposit thereon of dust or any noxious or offensive material.

5. Any person convicted of a breach of any of the provisions of this by-law shall forfeit and pay, at the discretion of the convicting magistrate, a penalty not exceeding (exclusive of costs) the sum of twenty-five dollars for each offence, and in default of payment of the said penalty and costs forthwith, the said penalty and costs, or costs only, may be levied by distress and sale of the goods and chattels of the offender, and in case of there being no distress found out of which such penalty can be levied, the convicting magistrate may commit the offender to the common gaol of the city of Toronto, with or without hard labor, for any period not exceeding six calendar months, unless the said penalty and costs (if any), including the costs of the said distress and of the committal and conveyance of the offender to the said gaol, are sooner paid.

In the course of an interview with The Canadian Grocer, Dr. Sheard said that "although it is rather early to speak positively, there is little doubt but that the by-law will be enforced in the near future. There are a great many considerations involved, as well as a diversity of interests, all of which it is desired to meet justly and effectively. Unquestionably the new by-law will serve the public in a direction in which improvement is sadly needed.

Hucksters.

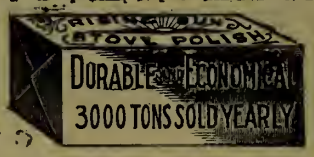
"A difficulty which is almost certain to come up is that of hucksters or peddlers who will be required to have proper coverings on their carts and wagons, or else to sell by sample only. Toronto has already accomplished considerable in regulating out-door displays of fruit, etc., a by-law having been passed about a year ago requiring all such displays to be at least fifteen inches from the street level.

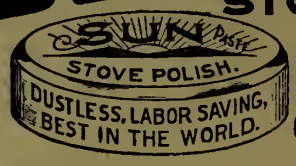
"You hear more or less talk about the present method of delivering bread. Some fastidious housewives would have their bread labelled, wrapped in waxed paper, in single loaves, and handled with gloves. We come across more fanatics in this department than in any of the other municipal offices, and it goes without saying they never are through wanting, although they scarcely, if ever, know what their wants really are. Very few real complaints have reached the de-

RISING SUN STOVE POLISH and SUN PASTE STOVE POLISH

IN CAKES

WELL KNOWN AND RELIABLE





IN TINS

GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.

The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

partment in the matter of bread, although any such will be dealt with summarily."

Impure Milk.

If there is any article of food that requires closer scrutiny than another on the part of the Public Health Department of a municipality, it is milk. The Canadian Grocer in talking pure food to manufacturers of food products has frequently to parry an unexpected, but none the less powerful, thrust, namely: "You talk about spices, jams, etc., being adulterated. Why don't you devote some of your energy to enforcing the regulations in regard to milk? Mixed spices, or jams are perfectly harmless in ninety-nine cases out of a hundred, and what is more, very little complaint regarding them is ever heard from the consumer. On the other hand a very large percentage of the epidemics to which our cities and towns are subject is due to the use of impure milk."

Unfortunately the charge against milk is only too true in many parts of the country, and the necessity of exercising the closest possible public scrutiny over milkshops, dairies, vendors, etc., cannot be over-emphasized. At the same time it is gratifying to know that the regulations governing dairies, the delivery of milk, etc., in the city of Toronto, as well as the system for effectively enforcing the same, are such as make Toronto an example in the matter of pure milk.

By way of illustrating the thoroughness of the system, the following regulations governing Toronto milk vendors are of special interest:

"All dairies, or other places in which milk is sold or kept for general use, and all cheese factories and creameries shall be subject to regular inspection under the direction of the Board of Health once every two months; and proprietors of such shall keep such dairy, cheese factory, creamery, etc., only on permission of the Board and after an official inspection has been made; subject to the condition that all such places are so kept that the milk shall not contain any matter liable to produce disease either by reason of adulteration, contamination with sewage, absorption of disease germs, infection of cows, etc.

"All dairies, or milkshops, shall be thoroughly drained and well-lighted and ventilated, and at all times kept clean and in a sanitary condition.

"Every dairy, and in stores or shops every refrigerator or other receptacle, where milk is kept or stored for general use, shall be used for milk only, and be at least twenty-five feet distant from any stable, outhouse, etc., and shall not be exposed to the air of any living or sleeping room, or any business or other surroundings that may tend to make milk foul or impure.

"All cans, bottles, or measures used for milk shall be kept clean and be thoroughly washed before milk is put into them, and dust proof when in use."

No permit whatever is granted by the Department of Public Health unless the premises for which application is made comply with the above regulations. Every dairy in the city is well known to the authorities; regular chemical analyses of the products of each are made in addition to official inspection of the said dairies; thus a record is kept which makes it practically impossible for a dairyman to become negligent or otherwise violate the public health regulations without running serious risk. In the event of a dairyman persistently neglecting to meet the above-mentioned requirements, his premises are either closed permanently or else reorganized along right lines, a strict scrutiny being observed by the health authorities in the meantime.

Coloring Matter.

In answer to the query as to the advisability of using coloring matter in milk, such as anatto (a preparation of bullock's blood), chemicals, and vegetable extracts, Dr. Sheard said this was not a serious matter. The all-important consideration is to prevent milk from becoming contaminated, and it is along this line that he is directing the work of the Public Health Department as far as milk is concerned.

INQUIRIES FOR CANADIAN TRADE.

THE following inquiry concerning Canadian trade has been received by the High Commissioner for Canada, London, Eng.:

200. An English firm largely interested in the canned goods business desire to undertake the representation of some good Canadian packers not already having agencies in the United Kingdom.

The following inquiries for Canadian trade have been received by the City Trade Branch of the High Commissioner's Office, London, Eng.:

124. A correspondent in Cardiff wishes to represent Canadian shippers of hog and other products seeking an outlet in this market.

125. A London firm of agents and brokers would be pleased to hear from Canadian canners of fruit, fish and vegetables, who may wish to develop export trade.

128. A firm of leather merchants asks to be placed in communication with Canadian tanners of sole, upper and other leathers, seeking an export outlet.

The names of the firms making these inquiries, with their addresses, may be obtained upon application to the Department of Trade and Commerce, Ottawa.

Those desiring such information will be careful to give the office under which the respective inquiry appears and the number.

J. L. Melanson, general merchant, Bathurst, has assigned to S. Bishop.

H. R. Coleman, grocer, St. John, has sold out to R. E. White.

LIPTON'S GOODS

FULL LINES IN STOCK

Tea (all prices)
Coffee
Pickles
Vinegar
Worcester Sauce
Coffee Essence
Chocolate
Jellies (all flavors)
Jams, Jellies and Marmalade
Lime Juice
Pastes (Shrimp, Anchovy, etc.)
Curry
Capers

Also a nice assortment of English Candies, Fruit Tablets, Caramels, etc.

Ask our travellers for prices, etc.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

SALMON

Before buying Salmon, get our prices: we have a large stock of "Sockeye," also "Cohoes."

LOBSTERS

Our stock is complete, both in halves and pounds at exceptionally low figures.

JAMES TURNER & CO., - Hamilton.

OUR travellers are with you once more with their annual bargains in all grades of

TEAS

See their samples before purchasing.

BALFOUR & CO., Wholesale Grocers ***HAMILTON***

JAM—— WITH THE PRESENT HIGH PRICE OF SUGAR, IT LOOKS LIKE AN ADVANCE IN JAM.

SEND US YOUR ORDER AND GET IN AT THE LOW PRICE.

THOS. KINNEAR & CO.

Wholesale Grocers, = 49 Front St. E., Toronto, Canada



"The daintiest last, to make the end most sweet."

MacLAREN'S
Imperial Cheese

adds the final touch of enjoyment to the simplest meal or the finest banquet. No other cheese to compare with it—it has a delightful individuality of its own.

Sold in opal jars at all grocers; prices from 10 cents up. Never becomes hard or dry.

A. F. MacLAREN
IMPERIAL CHEESE CO., Ltd.
Detroit, Mich., and Toronto, Can.

Business Changes

ONTARIO.

CAMPBELL BROS., grocers and tinware merchants, Cornwall, have dissolved partnership. J. Kilgour continues the grocery business.

D. H. Taylor, general merchant, Dunnville, is dead.

Martin & Co., grocers, Pembroke, have been burnt out.

J. Pugh, grocer, London, has sold out to Geo. Everitt.

H. Cantelon, grocer, Clinton, has sold out to A. D. Beaton.

M. A. Dewsbury, grocer, Toronto, has assigned to Osler Wade.

L. Gabel, general merchant, Wallace, has sold out to F. E. Welker.

A. D. McBride, tobacco dealer, Collingwood, has been burnt out.

D. Gillanders, general merchant, Wellington, has assigned to R. Lee.

A. W. Keilior, baker and confectioner, Rodney, has sold out to T. Davis.

Hume Bros., general merchants, Campbellford, have suffered loss by fire.

Ault & Co., general merchants, Finch, have assigned to Jas. A. C. Cameron.

Wm. Mooney, grocer, Ottawa, has assigned; meeting of creditors held Jan. 30.

Phalen & Berger, cigar dealers, Fort William, have been succeeded by J. Lister.

J. F. Black, grocer, Cobden, called for a meeting of creditors to be held Feb. 2.

D. F. Gormley, general merchant, Finch, has assigned; meeting of creditors held Feb. 1.

Brown & Sanderson, general merchants, Collingwood, have suffered loss to stock by smoke and water.

R. W. Allen, grocer, Niagara, has assigned to S. Campbell, St. Catharines; meeting of creditors called for Feb. 2.

If you want to increase your trade in cheese, display it attractively in an

Automatic Cheese Safe

It will pay for itself several times over in a few months.

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

QUEBEC.

M. J. Boivan, grocer, Levis, is dead.

A. Du Castel, confectioner, Montreal, has compromised.

J. B. Desautels, general merchant, St. Cesaire, has assigned.

A. Dube, general merchant, St. Luc De Vincennes, has assigned.

J. C. Daunais, grocer and liquor merchant, Montreal, has assigned.

J. L. Bernard, general merchant, Namur, is offering to compromise.

C. Winters, general merchant, Grand Mere, is offering to compromise.

The stock of N. G. Bedard & Co., grocers, Montreal, has been sold.

The assets of T. Bastien, general merchant, St. Therese, have been sold.

A Mathieu, general merchant, St. Jude, has sold out to U. Bourassa.

The Malted Cereal Co., Cowansville, have gone into voluntary liquidation.

F. Gaudreau, grocer, Montreal, held a meeting Jan. 30 to appoint a curator.

A. Godbout, grocer, Quebec, held a meeting Feb. 1, to appoint a curator.

L. De Grandpre, general merchant, North Stukely, is offering to compromise.

The assets of Dionne, Cyprien & Co., general merchants, Fraserville, are to be sold.

Jos. Roy & Co., general merchants, Beauharnois, have assigned to Kent & Turcotte.

The assets of E. E. Legendre, general merchant, St. Martine De Courcelles, are to be sold.

Jos. Fortier, grocer and shoe merchant, Sherbrooke, has assigned to Millier & Griffith.

The assets of N. Martel & Cie., grocers and liquor merchants, Montreal, have been sold.

J. Coulombe has registered as proprietor of O. Coulombe & Fills, fish dealers, Quebec.

The assets of Jos. Simard, general merchant, Causapscal, were advertised to be sold Feb. 2.

A. Leclerc, butter and cheese manufacturer, St. Nazaire, has sold out to Savoie & Desmarais.

C. Massicotte & Frere, butter and cheese manufacturers, Vincennes, have dissolved partnership.

E. Rosseau and R. Meloche have registered under the style of Rosseau & Co., grocers, Montreal.

C. Guimond & Co., cigar dealers, Montreal (St. Henry), have sold their cigar business to E. Labrie.

J. D. Thompson, general merchant, Buckingham, have suffered slight damage to stock by smoke and water.

E. Lemarre has been appointed curator to M. Lemaire & Co., general merchants, St. Guillaume D'Upton.

Lamarche & Benoit have been appointed curators to M. Cote, general merchant, St. Agathe Des Monts.

MANITOBA AND N.W.T.

P. D. Hives, general merchant, Halbrite, has sold out to E. Hives.

A. Wagner, general merchant, Neudorf, has assigned to C. H. Newton.

C. Dozois, general merchant, St. Jean Baptiste, has assigned to C. H. Newton.

The stock of the estate of A Ledger, general merchant, Altamonte, has been sold.

J. B. Bellhouse, general merchant, Brook, has admitted J. B. Craik to partnership.

Higgins & Webster, general merchants, Roland, have sold their grocery business to A. J. Lowe.

The stock of J. P. Bernier, general merchant, St. Claude, is advertised for sale by auction Feb. 3.

BRITISH COLUMBIA.

T. G. McBride, syrup manufacturer, Vancouver, has been succeeded by W. A. Allen.

S. H. Riggs, general merchant, Cumberland, has admitted Mr. Whyte to partnership, the style now being Riggs & Whyte.



Upton's

ORANGE MARMALADE

makes a delicious breakfast when served with toast.

Have You Tried

UPTON'S GRAPE-FRUIT MARMALADE?

The Atlantic Ocean is the Home of the Codfish

WHOSE FINEST SAMPLES ARE CAUGHT AND USED TO MAKE UP INTO

HALIFAX PREPARED CODFISH

The North Atlantic Codfish is the tastiest thing in his line there is, and nothing else is used in making "HALIFAX" BRAND, which is consequently the tastiest fishstuff you can sell to your customers. If you have any regard for their trade you will have regard for their palates. HALIFAX PREPARED CODFISH can therefore be of service to you. What do you think?

BLACK BROS. & CO., LIMITED

HALIFAX and LAHAVE, N.S.

A. H. BRITTAIN & CO., Agents, Board of Trade Building, MONTREAL
REGINALD LAWSON, Agent, - - WINNIPEG, Man.
CHARLES MILNE, Agent, - - - VANCOUVER, B.C.

FRESH AND CURED FISH

Opposed to Close Season.

THE Victoria, B.C., Board of Trade, acting in conjunction with a number of Victoria business men, have sent a deputation to Ottawa to protest against the proposed enforcement of a close season for sockeye salmon in British Columbia waters during the years 1906 and 1908, on the ground that the forbidding of fishing in these years would cut off the means of livelihood for workers in the canneries and fishermen employed.

Many of the canners fear that even if the Government should establish the desired close season it would be difficult to prevent poachers operating and shipping their catches by steamer to canneries on the Columbia River.

It is thought that the Columbia River canners would be only too willing to receive fish poached in the protected waters of Puget Sound and the Gulf of Georgia. Despite any legislation which the State of Washington might enact to protect the salmon fisheries within its jurisdiction, nothing could be done to prevent the Oregon canners from putting up fish taken in these waters. The only way to prevent the Columbia canners from benefiting at the expense of those on the Fraser River and Puget Sound would be for the State of Washington and the Dominion Government to patrol the protected waters each year from July 10 to August 25. This patrol would have to be constantly maintained and the cost would be no bagatelle.

As an alternative to closing the Fraser River and contiguous waters against salmon fishing during 1906 and 1908 it is proposed to limit fishing on the Fraser to two-thirds of the width of the stream for a number of years to come. It is thought that if a third of the width of the Fraser be protected against the fishermen's nets, a sufficient number of salmon can ascend each year to the spawning grounds to solve the propagation problem now confronting both canners and Government.

Just as we go to press, word is received from Ottawa that the Department have decided to recommend the adoption of an order-in-council suspending fishing operations in British Columbia for the two years named. It will be provided in the order, however, that in the event of the American canners on Puget Sound, who are acting in conjunction with the British Columbia canners, not living up to the agreement, the Canadian restrictions regarding the close season will be immediately removed.

To Promote Sardine Industry.

In connection with the sardine industry of New Brunswick waters there seems to be a diversity of opinion as to whether an export duty should be placed on the fish which now find their way in large quantities to the Eastport and Lubec canning factories on the American side. Those who have given the matter especial consideration believe that the industry can be transferred in time to Canada exclusively.

Sutton Clark, a gentleman well known in the sardine business, is now canning on the Canadian side with success, finding a good market for all he can preserve. Of course, the sardines canned in Eastport find a home market in the U.S., and in that way the duty is saved, which would have to be met in the event of the canning being done on the Canadian side, and looking for the U. S. market. Apart from the creation of an industry on this side in the canning of sardines, which would mean the employment of a large amount of labor, New Brunswick is confronted with the fact that the spawning grounds are being depleted by the large quantity of fish that are at present taken from New Brunswick waters and exported to the Maine factories.

It is a fact that many tons of these small herring, which have been taken too late for sale to the factories, have been sold for use as fertilizers. The report of the commissioners appointed to investigate this question will be awaited with interest, and it is understood that it will be made very soon.

By a special arrangement, the American Government allow these small fish which their own factories require, to come into the country free of duty, but of course there is a duty on the preserved article.

Herring Industry on Pacific Coast.

J. Cowie, the Scotch fishing expert, who a few months ago visited the Pacific Coast to inquire into the herring industry, has submitted his report. The substance is as follows:

(a) Pacific herring, in the main, are smaller and contain far more oil than the Atlantic herring.

(b) Pacific herring are adapted for kippers, suitable for use within a limited time; but not so suitable for pickling in barrels to compete with the best Scottish or Norwegian herring.

(c) They will not keep so long in good condition as the Atlantic herring when pickled, and could not therefore compete with the Atlantic herring when properly cured.

(e) Some pickled Pacific herring, put up in barrels similar to the best Scottish pattern, sold well; but the best quality of salt was not used; hence it would seem that a market could be secured for Pacific pickled herring in China, Australia, the Strait Settlements, etc., as well as in the Western States.

(f) Dry salted Pacific herring would also be in great demand in these places.

(g) After the Atlantic experiment is completed next Fall, it is recommended that half the staff of Scottish herring curing experts be sent to the Pacific Coast to put up some herring in the best Scottish methods and to give instructions to persons desiring to learn these methods.

Nova Scotia Cod Fisheries.

The bank cod fisheries of Nova Scotia for 1904 was below the average; but prices mark the highest figures ever reached. The bank catch amounted to 145,000 quintals which is 60,000 below the average. The average price paid to fishermen, ex vessel, the past year was $5.40.

Maritime Fisheries for 1904.

P. Macfarlane, superintendent of bait cold storage work in the Maritime Provinces, in his latest report states that the cod fishing industry for 1904 was a poor one as far as the catch was concerned, although the fishermen has some compensation in the comparatively high prices current for dry fish. The lobster catch was very good and on account of fair prices paid the trade did well on the whole.

The mackerel fishing was not as successful as usual as far as catch was concerned, although prices ranged very high.

Mackerel have not been so scarce in years, no fish whatever being taken in the Bay of Fundy. The season for Fall herring has been remarkably good and some of the new freezers have been sending to the Bay of Islands for supplies of fresh herring for the haddock fisheries.

Japan Leads the World.

Japan is the leading fishing nation in the world to-day, although the value of her sea products is surpassed by that of two other countries. The United States (outside of Alaska), and Great Britain each produce about $45,000,000 worth annually, and Japan produces about $30,000,000 worth. Japan leads in the proportion of the total population engaged in the fishing industry, in the actual number of people living by the industry, in the relative importance of fish products in the country's domestic economy and in the support given by the government to the industry.

To Stop Seine Fishing in Lake Champlain.

The New York Herald publishes the following despatch from Albany: "New York State may appeal to the President if Canada refuses to co-operate with it in the effort to stop seine fishing in Lake Champlain. When the State's Committee, with a committee from Vermont, visited Canada recently it learned that 111 tons of fish had been taken from the lake within six weeks. These fish were taken in nets at Mississquoi Bay, where the lake is narrow, and were shipped from a small town in Vermont.

"In the interests of sportsmen the State and the Federal authorities have for a long time stocked the lake and have taken steps to protect the game and edible fish in that body of water. New York passed a law prohibiting the use of nets in Lake Champlain and was successful in procuring the aid of Vermont, which passed a similar law.

"The Legislature last year sent Senators Prime and Cullen, Assemblymen Reeve and Knapp and J. W. Pond, chief game protector, as a committee to urge the Dominion Government to refuse to license the use of nets. Vermont sent a similar committee. Little progress was made, however, by the New York and Vermont legislators. The Canadian officials offered little encouragement."

Fish News.

A fisheries research station is to be established in British Columbia, probably at the northern end of Vancouver Island.

The Capital City Canning Co., British Columbia, has been incorporated with share capital of $150,000 to carry on a general fishing business.

The Great Northern salmon cannery, built four years ago on the north shore of English Bay, B.C., has been purchased by W. McPherson and M. B. Wilkinson, of Vancouver, for $20,000.

The stockholders of the Alaska Packers' Association have authorized the directors to increase the capital stock of the association from $5,000,000 to $7,500,000 and to create a bonded indebtedness of $2,000,000.

AN APPRECIATION.

The Canadian Grocer is in receipt of the following letter from C. S. Page, one of the largest and oldest dealers in hides, skins, etc., in the United States:

Editor Canadian Grocer:

I have noticed the very pleasant allusion you make in your paper to my calendars.

I wish I were worthy of half the things which my over-generous friends of the press say about me and were I to live another fifty years, I am sure I should not be old enough so that the exceedingly pleasant and courteous notices given me by the editorial fraternity would not strike a tender and responsive chord.

Believe me sincerely grateful and that it is in no perfunctory sense that I wish The Grocer and its editors a most happy and prosperous 1905.

(Signed) C. S. PAGE.

Hyde Park, Vermont, Jan. 27, 1905.

SOCKEYE SALMON







"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

SPRING IS COMING.

"WALKER

MADE IN CANADA

FACTORY BRAMPTON ONT.

BINS"

"They make an old store new."

The Walker Pivoted Bin and Store Fixture Co.

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Write for Booklet to 516 Board of Trade Bldg., TORONTO

Fresh Frozen Herring
Labrador Salt Herrings
New Cured Haddies

Quality Guaranteed, Prices Right and all other kinds of Fish

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CANNED SALMON

Golden Nett Brand, - $1.15 dozen.

F. O. B. Kingston. Terms, 30 days.

GEO. ROBERTSON & SON, Kingston, Ont.



KING OSCAR SARDINES

They Appeal to the
GROCER
because of the attractive package, splendid quality, handsome profit.

They Appeal to the
CONSUMER
because of the choice small fish, pure olive oil, freedom from bones or scales, moderate price.

ASK YOUR WHOLESALER

JOHN W. BICKLE & GREENING, Hamilton, Ont.
Canadian Selling Agents

MR GROCER:

Every good customer wants the best Lard obtainable. Leaf Lard is better than other kinds, and Matthews "Rose Brand" is better than any other Leaf Lard. If you have not heretofore used this article, you can learn something to your advantage by addressing your enquiries to any of our branches.

The George Matthews Co., Limited

ESTABLISHED 1868.

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FEARMAN'S

English Breakfast Bacon

is the finest **Bacon** made.

If carried in stock it will increase your trade.

F. W. FEARMAN COMPANY, Limited.

HAMILTON, ONT.

PURE LARD

We manufacture that very Desirable Quality that pleases your Customers,

ABSOLUTELY PURE

OUR TEN-POUND WOODEN PAILS ARE GOOD SELLERS AND TRADE-WINNERS.

The Park, Blackwell Co., LIMITED

PORK AND BEEF PACKERS,

TORONTO, ONT.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Butter and Cheese Situation.

CHEESE is reflecting the quiet tone now ruling in the English markets and there no business is reported. What shipping out took place last week consisted of stored goods ordered out by the English owners. As there is quite a nice little margin of profit between prices now ruling abroad and what stored cheese on both sides of the Atlantic cost, there is room for some of the merchants to let some of their goods go at a shade under present Canadian asking prices, and until a better demand springs up there is little chance of an advance in price here.

Butter is getting scarce and pretty full prices have been realised. The prices at which goods move freely are between 21 1-2 and 22 cents.

Quebec Dairymen Meet.

THE importance of the dairying industry in Canada was again emphasized on Thursday, Friday and Saturday of last week, it being the occasion of the twenty-third convention of the Province of Quebec Dairymen's Association at St. Johns. In the course of his annual address the president referred to the satisfactory advance of dairying in Quebec within the last decade and to the fact that its growth had been greater relatively than in any other province of the Dominion. The increase in Quebec was $9,955,850 while the total increase for the Dominion during the same period was $18,764,523, so that of the total increase a little over 50 per cent. was due to the large growth in Quebec alone. As Canada grew and the population increased, the home consumption of butter and cheese was bound to be much larger than to-day. On this account it was in the interests of all concerned to do all they could to improve the quality and increase the production of butter and cheese in Quebec.

One of the most interesting features of the convention was the review of the cheese and butter trade for the year 1904 by J. H. Scott of A. A. Ayer & Co., which is reproduced in full:

"Our special sphere is to do all we can to develop the dairying interests of the Province of Quebec. Is there room for a great increase? I answer yes; the Province of Quebec is eminently a butter and cheese country with enormous possibility for development. Look back a few years. This great province had the land and some good cattle, but the produce was poor, our butter was filled with rough salt; the packages all sizes and shapes, ears on the tubs, birch bark instead of cloth or parchment often on the tubs, prices were low for the reason that the quality and style were fitted only for the poorest kind of trade. Our farmers had little ready cash, their trading was largely done by barter. What do we find now? Prosperous butter and cheese factories all over our province, the farmers improving their cattle, barns, houses, growing in wealth and intelligence, possessing fat bank accounts and as an evidence of the great growth among these lines we find our banks establishing agencies in scores of towns, and villages. All this is encouraging, and I congratulate you on the great measure of success you have attained. But do not rest. The future is greater than the past. Keep on the road of progress, gain knowledge, it means wealth and comfort. Now you ask: 'How can we do this?' By heeding the warning given you, repeatedly to improve your cows, weed out the poor ones, look after their comfort, see that the food and water are of the most suitable kind, the barns clean and warm, your milk cans always carefully cleaned and kept from contact with anything objectionable about farm or surroundings. We cannot have fin est butter or cheese unless we have absolute cleanliness. Insist on your markers showing a daily example by keeping their factories sweet and clean. See to it that your goods are properly packed for the foreign markets on which we must depend. They insist on good clean boxes for butter weighing 56 lbs. each or 70 lbs. tubs, wrapped with double parchment of the best quality. Makers must not only keep clean factories but should whitewash them thoroughly to avoid mould. Cart or draw butter to station in the cool of the day, if possible, and always have a good cover to keep off rain, dust, etc.

"Cheese—Last season we have had to complain many times of bad flavors, poor style, uneven weight, weak and bad fitting boxes; these are all important points and must be remedied if you want to keep in the race with your sister Province of Ontario. On account of our advantage of climate, water, etc., we should be leading, not following. What do you say? If you try honestly, you can do it. Bad flavor simply means dirt. Will you guilty ones turn over a new leaf, and see that the coming year that you do not sin in this respect? Uneven weights mean carelessness. Weigh your curd and see to it that your hoops are good, your cheese upright, handsome, and about 75 to 80 lbs., but uniform in weight, and the bandage neat and of the right size, no use of wasting it as so many do, by covering the tops as well as the sides.

"Bad boxes means wasted money, repairs and damage cost time and money. Buy good material and see that you get it, and cover the cheese when drawing to the station so as to keep boxes dry and clean. When the inspector or instructor or dealers call attention to the faults in your butter and cheese, don't get cross and waste your time or temper about it, see what you can do to find out the cause and stop it.

"The Montreal Merchants' Produce Association, knowing that I would be present at the meeting, requested me to emphasize on their behalf the points already mentioned and also those they have repeatedly called your attention to in circulars from time to time, one of the most important in their opinion being the manufacture of fodder cheese. They are distinctly opposed to these being made either in the Spring or in the Autumn. The quality is usually poor and the result is they only tend to bring the market down so that when grass cheese are offered for sale, they meet these low priced goods in competition, and, of course, suffer in con-

How is Your Coffee Trade?

Good, Eh!!

Then you must sell our famous **CLUB COFFEE**

——Put up in 1-lb. and 2-lb. Tins.—— A POPULAR BLEND.

Manufactured only by

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Telephone orders receive prompt attention.

BY ROYAL APPOINTMENT

CEREBOS TABLE SALT

Used like Common Salt, but contains the Vital Phosphates of Whole Wheat.

USED IN ALL THE ROYAL HOUSEHOLDS AND ALL THE BEST HOTELS AND FAMILIES IN EUROPE.

Sold wholesale by the following firms:

Montreal:	Toronto:	Winnipeg:	Victoria:	Vancouver:
D. H. Rennoldson.	W. G. Patrick & Co.	Kenneth Mackenzie & Co.	R. P. Rithet & Co., Limited.	Kelly, Douglas & Co.

Handle Only the Best!

GILLETT'S PERFUMED LYE

is the **Standard** article



There are many imitations of it being offered, **Refuse Them** and handle only the original and **Best**, the kind that pleases your customers and gives you no trouble to sell.

Ask your jobber for it.

E. W. GILLETT COMPANY LIMITED

London, Eng. **Toronto, Ont.** Chicago, Ill.

Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

sequence. They would also like to see some movement made to improve the character of the factory buildings and furnishings; also the closing up of very small factories where possible and sending the milk to the larger and more efficiently appointed factories. They also think it would be a great advantage to have all makers have a certificate of competency from the dairy school and all factories before starting operations should have a certificate from the local sanitary inspectors that they are properly placed, and have all the necessary facilities to keep them clean and free from contamination."

The election of officers for 1905 resulted as follows: Robert Ness, president; A. Muir, Sr., vice-president; directors, Thos. Drysdale. Allan's Corners; John Hunter, Beauharnois; Wm. Ogilvie, North Georgetown; James Donaldson, Ormstown; Edward McGowan, Ste. Martine; James Burke, Corbin; Thos. White, Huntingdon; Wm. Scott, Valleyfield, and David H. Brown, Kelso, with W. H. Walker, M.L.A., as secretary-treasurer.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—The retail trade are stocking up with cured meats, preparing for the Summer trade and better and larger orders are reported. Consumers are using a larger amount of fresh meats which curtails the amount arriving for exporting and curing purposes, although a better arrival is noted this week. Lard is in good demand. Prices continue unchanged but are firm with an upward tendency. Our quotations are as follows:

Long clear bacon, per lb	$0 08	$0 08½
Smoked breakfast bacon, per lb	0 12½	0 13
Roll bacon, per lb	....	0 09½
Small hams per lb	0 12½	0 13
Medium hams, per lb	0 12	0 12½
Large hams, per lb	0 11	0 11½
Shoulder hams, per lb	....	0 09
Backs, per lb	0 14	0 15
Heavy mess pork, per bbl	15 00	15 50
Short cut, per bbl	17 50	18 00
Shoulder mess pork, per bbl	14 40	14 50
Lard, tierces, per lb	0 07½	0 08
" tubs "	0 08	0 08½
" pails "	0 08½	0 08½
" compounds, per lb	0 07½	0 07½
Plate beef, per 200-lb. bbl	11 00	11 50
Beef, hind quarters	6 00	9 00
" front quarters	4 50	6 00
" choice carcases	7 00	7 25
" medium	5 50	6 50
" common	5 00	6 00
Mutton	6 00	8 00
Lamb, spring	9 00	11 00
Veal	8 00	9 00
Hogs, light, carlots	6 60	6 75
" " streetlots	7 00	7 25

Cheese—Prices have advanced in England to 55 shillings for best stock. As a result trade is quiet and it is expected on the English market that holders will drop their prices if a better demand does not soon spring up. A good demand is noted on the local market during the week. We quote the following prices:

	Per lb.
Cheese, large	0 11½
" twins	0 12

Butter—An increase in the amount of milk produced during the month of January has enabled a number of the creamery factories to resume operations which were closed down owing to scarcity of cream. Since the arrival of larger amounts of creamery the better class of customers have held back from purchasing dairy butter. It is estimated that a larger amount of dairy roll is being exported and the price has advanced 1c per pound. Our quotations are:

	Per lb.	
Creamery prints	0 24	0 25
" solids, fresh	0 22½	0 23
Dairy prints	0 19	0 21
" in tubs	0 16	0 18
" large rolls	0 18	0 19

Poultry—The most striking feature of the market this week is the absence of poultry. The demand is also limited and dealers are glad that arrivals are light. Prices continue unchanged. We quote the following prices:

Chickens, spring, dry plucked	0 10	0 11
Hens	0 07	0 08
Turkeys	0 15	0 16
Ducks	0 12	0 13

Montreal.

Provisions—No further change is noted in condition of local provision market. The demand is fair and the volume of business up to the average for the season. There is a stronger feeling in pork, in sympathy with the recent steady rise in prices for live and dressed hogs. The dressed hog market is decidedly stronger. Supplies are light in coming forward and keen demand from packers. Selected live hogs sold from $5.50 to $5.60 per hundred lbs. Fresh killed abattoir sold at $7.50 to $7.75, and country dressed at $6.50 to $7.

Canadian short cut mess pork	$16 50	$17 50
American short cut clear	17 00	17 50
American fat back	17 00	17 50
Bacon, per lb	0 07½	0 13
Hams	0 11½	0 13
Extra plate beef, per bbl	11 50	12 00
"Boar's Head" brand, tierces, per lb	....	0 06½
" " ½-tierces, per lb	....	0 06½
" " 60-lb. fancy tubs	....	0 06½
Cases, 20 3-lb. tins, per lb	....	0 07½
" 12 5-lb. tins "	....	0 07½
" 6 10-lb. tins "	....	0 07½
20-lb. wood pails, each	....	1 43
20-lb. tin pails, each	....	1 33

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	1 57	1 70
" tubs	0 07½	0 08½
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08½	0 09½
" cases (24 3-lb. tins)	0 08½	0 09½

Eggs—Receipts are small and in consequence an improved demand is noticeable. Prices are firmer and the market strong. Montreal limed sold at 19c to 19 1-2c in lots, and 20c in single cases; cold storage, 19c to 19 1-2c; selected Fall fresh, 23c to 24c; and strictly new laid 29c to 30c.

Cheese—There is no change in the

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"Eagle" Baking Powder was the only powder on exhibition at the S. Carsley Co. pure food show, Montreal.

J. H. MAIDEN
MONTREAL.



PEACOCK BRAND OF CREAM CHEESE

is unexcelled. Put up in tin foil and in porcelain jars. It is guaranteed.

Order it from your wholesaler.

THE BATES PEACOCK CO., Hamilton Ontario

Butter Tubs

BEST WHITE SPRUCE

50—30—20 lb.

ORDER NOW

WALTER WOODS & CO.
Hamilton and Winnipeg.

FISH and OYSTERS
WHOLESALE.
The F. T. JAMES CO., Limited
76 Colborne Street, TORONTO.

COMMON SENSE
KILLS {Roaches and Bed-Bugs / Rats and Mice
All Dealers and 381 Queen St. W
TORONTO, ONT.
Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.
Write for prices.

EGGS
We will buy your eggs F.O.B. all year.
CORRESPONDENCE SOLICITED.
The WM. RYAN CO., Limited
70 and 72 Front St. E., Toronto.

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
Wholesale Produce Merchants.
TORONTO.

BUY
Star Brand
COTTON CLOTHES LINES
—AND—
COTTON TWINE
Cotton Lines are as cheap as Sisal or Manila and much better.
For sale by all Wholesale Dealers
See that you get them.

cheese market and business is on the quiet side. There seems to be no disposition on the part of holders to make any concessions, however. It is estimated that the stocks on hand do not exceed 40,000 boxes, and that the Canadian stock is about 250,000 boxes. Some of the larger holders are hanging out for 11c for finest western, although 10 3-4c to 10 7-8c is mentioned as having been offered and accepted.

Butter—The butter market maintains its firm tone. Arrivals are only fair. We quote:

Finest creamery	0 21½	0 22
Fine	0 21	0 21½
Medium	0 20	0 20½
Fine western dairy	0 17½	0 17⅝
Fair to good western	0 16½	0 17
Undergrades	0 14½	0 15

Winnipeg.

Butter—Fresh creamery in 56-lb. boxes is quoted at an advance of 1c. Other prices are unchanged. We quote:

Dairy, assorted pkgs., selected	0 21
" " round lots	0 17
" (separator), 1-lb. bricks	0 26
Finest fresh creamery, in 56-lb. boxes	0 25
" " in 28-lb. boxes	0 26
" " in 14-lb. boxes	0 27

Cheese—We quote:

Finest Manitoba, large	0 11
" Ontario, "	0 11½
" " twins	0 12
Square cheese	0 12½

Cured Meats—Prices have been steady for some two or three weeks. We quote again as follows:

SMOKED MEATS.

Hams, sugar cured, assorted sizes	0 12½
" " heavy, 20 to 30	0 12
Picnic, " assorted sizes	0 08½
Shoulders, "	0 08½
Bacon, " breakfast bellies	0 12½
" " breakfast backs	0 10½
" " Wiltshire sides	0 15
" " spiced rolls, long	0 09½
Manitoba butts	0 09½
" " skinned	0 10
" " boneless and rolled	0 11
" rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 08½
" " " smoked	0 09½
" " " boneless backs	0 09½
Shoulders " "	0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl	18 00
" " " per ½ bbl	10 50
Standard mess pork, per bbl	16 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless bocks	8 50	4 50	2 50	2 00

Sweet pickled spare ribs, not cooked, per lb	0 04
" hocks, " "	0 04

Lard—Prices are steady at the recent decline. We quote:

Lard, 50-lb. pails, per pail	4 40
" 20-lb. " "	1 80
" 3-lb. tins, per case 60 lbs	5 80
" 5-lb. " " "	5 65
" 10-lb. " " "	5 50
Pure lard in bbls, per lb	0 08½

St. John.

Provisions—Pork is not only very dull but even seems rather easier. While beef is reported rather higher there is no change here and little sale. Local packers of pork report season's sales very light. Pure lard is rather firmer. Smoked meats, particularly hams, are held at quite full prices. In fresh meats sales reported dull. Beef is low. Mutton a full supply. While lamb is not so plentiful price keeps low. Veal is being received. Pork unchanged.

Mess pork, per bbl	$15 00	$17 00
Clear pork "	17 00	20 00
Plate beef "	13 00	14 00
Mess beef "	10 50	12 00
Domestic beef, per lb	0 04	0 06½
Western beef "	0 07	0 08
Mutton "	0 04	0 05
Veal "	0 06	0 08
Lamb, "	0 06	0 07
Pork "	0 06½	0 07
Hams "	0 12	0 13½
Rolls "	0 10	0 13
Lard, pure, tubs "	0 08¾	0 08¾
" " pails "	0 08¾	0 09
Refined lard, tubs	0 08	0 08½
" " pails	0 08½	0 09

Butter—There is a fair supply of medium butter but best stock is hard to get and commands full price. There is continual loss on poor butter.

Creamery butter	0 23	0 25
Best dairy butter	0 18	0 20
Good dairy tubs	0 16	0 17
Fair "	0 14	0 15

Eggs—Price is unchanged. There is a steady sale at what are full figures.

Eggs, hennery	0 26	0 30
" case stock	0 23	0 25

Cheese—Stocks light, prices rather higher. Local demand is for twins.

Cheese, per lb	0 10½	0 11½

Great Britain's Dairy Produce.

The following statistics showing the quantities and values of butter and cheese from all countries imported into Great Britain during the year 1904 will be of interest to Canadian exporters of dairy produce.

BUTTER.

	Cwts.	Dollars.
Denmark	1,708,619	43,815,033
Australia	474,813	10,856,399
Russia	404,717	8,846,315
France	371,061	9,543,990
New Zealand	294,982	6,786,348
Canada	268,607	5,814,805
Holland	252,262	5,965,104
Sweden	206,791	5,170,118
United States	68,754	1,433,642
Germany	4,080	99,995
Other countries	186,319	4,438,137
Total	4,241,005	102,770,186

CHEESE.

Canada	1,900,556	20,609,311
Holland	233,602	2,640,327
United States	224,830	2,119,452
New Zealand	84,947	1,057,459
France	44,268	673,006
Other countries	65,745	1,006,096
Australia	350	4,041
Total	2,554,298	28,439,695

The quantity of Canadian butter exported to Great Britain for 1903 totaled 185,464 cwts., and the value was $4,315,745, an average of twenty and four-fifth cents per pound. The increase in the shipment for 1904 totals 83,143 cwts., the average price realized being nineteen and one-third cents per pound.

Shipments of Canadian cheese to Great Britain for year 1903 amounted to 1,848,852 cwts., of the value of $23,472,371, an average of eleven and one-third cents per pound. The increase in the shipment for 1904 totals 52,404 cwts., and the average price realized was nine cents and sixty-nine hundredths per pound. It is thus seen that a considerable shrinkage in the values of butter and cheese on the English market took place last year. The importers are looking forward to higher prices during the coming season.

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THE "MONEY-BACK" KIND

"EBY-BLAIN'S"

EMPRESS BLEND COFFEE

WHOLE OR GROUND—
5, 10 & 25-lb. TINS.
50-lb. FANCY CANNISTERS.

EASILY THE BEST
40 cent COFFEE
SOLD IN CANADA TO-DAY

Don't forget to include some with your next ORDER

—"HAS NEVER DISAPPOINTED A USER"—

THE EBY, BLAIN CO., LIMITED Coffee Importers and Roasters TORONTO.

Western Packing Establishment.

A meat packing industry is being started in Virden, Man., by the citizens and farmers of the town and district which will be inaugurated and run entirely with local capital. Westerners are awakening to the fact that there are other ways of making money than grain growing, and in order to secure the greatest possible margin of profit from stock raising which is assuming considerable proportions in the West, the farmers of Virden have decided to do their own packing.

The principal movers in the new concern are Duncan Macdonald, ex-mayor of Virden; Harvey Simpson, J. R. Mullins and C. J. Bell. Application has been made for incorporation under the name and style of the Virden Meat Company, with a capital of $50,000.

Canadian Butter Gains Ground.

At the annual dinner of the Manchester Wholesale Provision Association last week, the president remarked on the great possibilities of the colonies of Great Britain in the matter of food supplies. Colonial butter is now within two or three shillings per cwt. of the price of Danish, which for generations has held sway in England. This is a great accomplishment when it is remembered that colonial butter has to travel half the circumference of the globe before being landed on the shores of Great Britain.

Eastern Townships Dairymen.

The following officers of the Eastern Townships Dairymen's Association for 1905 have been elected: H. S. Foster, president; T. L. Burnett, vice-president; W. S. Ball, secretary-treasurer; H. F. Williams, auditor, and P. C. DuBoyce, assistant secretary.

Western Canning Co.

The Manitoha Canning Co., Grande Pointe, Man., which have been doing a successful business in canned meats, game, etc., with Western points during the past year and a half, have decided to devote more attention in future to Winnipeg trade. The company is composed mainly of French capitalists and has a paid-up capital of $50,000.

Dairy and Provision News.

D. D. Allan, Brantford, has sold out his creamery to A. D. Lamont, of Woodstock.

The D. B. Martin Co., of Philadelphia, which recently came into possession of the Eastern Abattoir, Montreal, will double the capacity of the present abattoir and expend about $150,000 on new buildings.

Over half a million dollars worth of stock was shipped from Medicine Hat, Assa., during 1904, the estimate including 7,800 cattle, 2,234 horses and 8,856 sheep. Wool to the amount of 217,200 lbs. was also marketed at a valuation of some $27,000.

An interesting conference, which is likely to lead to developments, was held at Bristol, Eng., last week between W. A. MacKinnon, Canadian commercial agent at that point, and the Bristol Docks Committee, on the subject of the development and increase of direct Canadian cattle trade with Bristol.

NEW WHOLESALE GROCERY FIRM.

J. E. Adams, of Lindsay, and W. B. Sparling, of H. P. Eckardt & Co., wholesale grocers, Toronto, have decided to open up a wholesale grocery business on Cambridge street, Lindsay.

Mr. J. W. Cowan, of the Cowan Co., chocolate manufacturers, Toronto, is in Montreal this week.

Blue Ribbon Ceylon Tea

Blue Ribbon Tea is **on top,** where **it belongs.** It has taken much **hard work** to win this **distinction.** Prizes worth having are not easy to get.

The grocery trade have **witnessed our progress,** sometimes favoring us, sometimes classing us with many other teas, but to-day, according us **the favored place—the first place.**

THE JOHN L. **CASSIDY** CO. LIMITED

MONTREAL.

"RIGHT" shapes and designs in exclusive lines of

HIGHER CLASS

Dinner and Toiletware

Just what your better trade are looking for, and at prices unquestionably **"RIGHT."**

CROCKERY

IF YOU WANT A GOOD THING WE HAVE IT

THE "OXLY" AND "G.V." (GREAT VALUE)

ASSORTMENTS.

are two of our latest arrivals in

CHEAP DINNERWARE.

Both crates contain the same quantity of goods (part plain—part gilt) and both cost the same. If you want really "GREAT VALUES" try one or both of these.

BARNARD & HOLLAND CO.

PARTICULARS ON APPLICATION.

MONTREAL

STOCK-TAKING THIS WEEK.

JUST THINK OF IT!

300 Boxes Bevan's 2-Crown Loose Malaga Muscatels,

22 LBS., AT 90 CENTS A BOX.

L. CHAPUT, FILS & CIE,

Wholesale Grocers and Importers of Teas, Coffees, Wines & Liquors, 21 St. Antoine St., Montreal.

ESTABLISHED IN 1842.

WHAT WE EXPORT TO NEW SOUTH WALES.

IN a recent report to the Department of Trade and Commerce, Ottawa, J. S. Larke, Canadian commercial agent to Anstralasia, refers to the great increase in imports of foodstuffs from Canada into New South Wales, the total for 1903 being barley, maize, oats and wheat to the value of £22,324, and flour valued at £60,280, as compared with nothing in 1902. Canada had the flour, the wheat and the oats needed by New South Wales during the drought period in 1903, and yet all that was supplied from this source was one-eighteenth part of the oats, one-tenth of the flour and one-hundredth part of the wheat.

In this is surely a lesson for Canadian exporters to be ready for such opportunities when they come instead of allowing the trade to pass into the hands of the United States. The figures of the total imports for 1903 ,namely, $1,428,139 for grain and $596,452 for flour, indicate what a broad field is open to Canada in New South Wales and the improvement in methods that is necessary if Canada is to secure its share of the trade.

There has also been a fair growth in most lines in which trade with Canada was done to any extent. The most marked exception was in timber in which trade fell to comparatively low proportions. In 1903 Canada exported into New South Wales cordage and twines to the value of £3,613, fish valued at £7,785 (the total importations of fish into New South Wales for the year being valued at £149,047), agricultural implements valued at £43,004, as against total importations of £167,308, medicines valued at £3,283 as compared with £101,606 from all countries, whiskey valued at £1,076 in comparison with total importations of £51,144 and £10,159 worth of timber out of a total of £290,312.

The most interesting feature in connection with the above figures is the very small proportion of the total business Canada is doing except in one or two lines. Canada has special advantages both in the richness of her accessible fisheries as well as in efficient means of doing a large trade in fish, and yet her share is but one-twentieth of the total amount imported by New South Wales. The same remarks apply to timber.



J. T. James, Bridgeburg, Ont.

GAZETTED POLICE MAGISTRATE.

THE Canadian Grocer has pleasure in reproducing in this week's issue a portrait of J. T. James, general merchant, Bridgeburg, Ont., who last week was gazetted police magistrate for the town of Fort Erie, Ont.

Mr. James was born in Cheltenham, Eng., in 1851, receiving his early education in the commercial college of that town; later he was apprenticed to the general dry goods business. Coming to Canada in 1871, he settled in the Niagara district, where he engaged in farming for six years; in 1881 he purchased a general mercantile business in Bridgeburg, then known as International Bridge.

Since 1898 he has been police magistrate of Bridgeburg, so that the new appointment does nothing more than extend his jurisdiction. In 1900, owing to the increasing demands of trade, he was obliged to enlarge his premises by erecting a fine two-storey structure, which ranks among the most substantial stores of the town, and provides accommodation for a successful and rapidly-growing business.

Mr. James has always shown an active interest in municipal affairs, having been a leader in the movement for incorporating Bridgeburg as a village in 1894, and reeve for two years immediately following. At present he has extensive farming interests in the adjoining township of Bertie, and is senior partner in the firm of James, Disher & Near, lumber dealers and contractors, Ridgeway, Ont. He enjoys the distinction of having edited and published the "Bridgeburg Review" for three years, and has for the last three years been president of the Bertie Agricultural Society.

GROCERS COMPLAIN.

At the last meeting of the Vancouver Wholesale Grocers' Exchange, a resolution was passed complaining against the workings of the British Columbia Assessment Act and suggesting that certain amendments be made. The Exchange also passed a motion asking the Dominion Government to place a duty on lumber entering Canada.

ANNUAL MEETING.

At the annual meeting of the Richards' Pure Soap Co. in Woodstock last week the following officers were elected for the ensuing year: President, A. W. Stend; vice-president, D. Richards; secretary-treasurer, D. C. Coutts.

Good morning, Mister Grocer.

What do you think of the elections? Too busy to think about them, eh? So am I.

Don't want anything to-day? How is your stock of Soup? No demand for it? Well! Well! It's plain you haven't been giving much attention to Soup.

Did you ever stock Tomato Soup? Aylmer Tomato Soup, I mean. What! you never did; that accounts for it.

Why don't you push Soup just now when everybody wants Soup? No use?

People prefer to make their own Soup do they? Why? I'll tell you. Because they think they can't buy it as good or as cheap as they can make it themselves. I am here to tell you they can.

You're in business to make money, so it's in your interests to give me your ear for a brief moment.

If you can convince your customer that it will not pay her to bother making her own Soup because she can buy it cheaper and as good, or better than she can make it herself, she will buy Soup rather than make it. But first she must be satisfied as to quality. Well, the fact that you offer her Aylmer Soup sets her mind at rest at once as regards quality and cleanliness, for she knows as well as you, or I do, that quality and cleanliness have made Aylmer Canned Goods famous.

You can assure her that Aylmer Tomato Soup is not like some other Soups, merely a mild Tomato Catsup, but that it is a Soup just like mother used to make, in fact, made after mother's own recipe. The ripe tomatoes, cream, butter, beef stock, seasoning, etc., are all there. All she has to do is to put the can in boiling water for a few minutes, then send it to the table.

You know the old saw, "the proof of the pudding is in the eating." Then, why not try a can of Tomato Soup on your own table? I did before I started to sell it, and that's why I can so confidently recommend it.

Another thing, Aylmer Tomato Soup is attractively put up. The can is covered with a handsome embossed wrapper label, and will sell on sight.

Now don't wait until the season is over before making up your mind. Just drop a line at once to the "Canadian Canners, Limited," Hamilton, mention my name, and ask them to send you a sample, and to tell you where you can get a few cases as a trial shipment. Do it now.

Well, I must say good-bye for the present.

"The Canners' Drummer."

Ammonia.
Gorman, Eckert & Co., London, Ont.

Baking Powder.
Maiden, J. H., Montreal.
Gillett, E.W., Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Greig, Robt., Co., Toronto.
Lumsden Bros., Hamiltoo.
McLaren's, W. D., Montreal.

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicbolson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Canadian Swiss Tradiog Co., Montreal.
Christie, Brown & Co., Toronto.
Cowan Co., Toronto.
Imperial Biscuit Co., Guelpb, Ont.
Lamont, Corliss & Co., Montreal.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Natural Food Co., Toronto.

Blue and Black Lead.
Jaines' Dome—W. G. A. Laoibe & Co., Toronto.
Oakey, John, & Sons, London, Eng.

Canned Goods.
Balfour & Co., Hamilton, Ont.
Canadian Canners', Hamilton.
Gillard, W. H., &lCo., Hamilton.

Business Brokers.
The Locators, Winnipeg, Man.

Chewing Gum.
Row & Co., Brockville, Ont.

Cigars, Tobaccos, Etc.
Amsrican Tobacco Co., Montreal.
Canadian Cigar Co., London, Ont.
Empire Tobacco Co., Montreal.
Fortier, J. M., Mootreal.
McAlpin Consumers Tobacco Co.,Toronto
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Cocoanut.
Greig, Robt., Co., Toronto.
Lumsden Bros., Hamilton.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Canadian Swiss Trading Co., Montreal.
Cowan Co., Toronto.
Dutcb Cbemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Lamont, Corliss & Co., Montreal.
Lowney, Walter M., Co., Boston, Mass
MacLaren, A. F., Imperial Cheese Co., Toronto.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott,Toronto

Computing Scales.
Wilson, C., & Son, Toronto.

Concentrated Lye.
Gillstt, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal aud Toronto.
Colson, C. E. & Son, Montreal.
Truro Condensed Milk and Canning Co., Truro, N.S.

Corks.
Ewing, S. H., & Sons, Montreal.

Crockery, Glassware and Pottery.
Barnard & Holland, Montreal.
Cassidy, John L., Co., Montreal.
Gowans, Kent & Co., Toronto

Dairy Produce and Provisions
Clark, Wm., Montreal.
Fearman, F. W., Co., Hamilton.
Matthews, Geo. Co., Brantford, Hull, Peterboro'.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Ryan, Wm., & Co., Toronto.
Rutherford, Marsball & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Bickle, John W., & Greening, Hamilton.
Black Bros. & Co., Halifax.
James, F. T., Co., Toronto.
Leonard Bros., Montreal.
Sovereign & Lynx Brands.
Turner & Co., Toronto.
Winnipeg Fish Co., Winnipeg, Man.

Foreign Importers.
Biermann, E., & Co., Cardiff, Wales.
Boyd, Tbos., & Co., Liverpool, Eng.
Duffus, Alex. S., London, Eng.
Griffin & Culverwell, Bristol, Eng.
Hall, R. C., & Co., London, Eng.
Lethem, Jobn, & Sons, Leith, Scotland.
Marshall, James, Aberdeen, Scotland.
Little, Geo., Manchester, Eng.
Scott, David, & Co., Liverpool, Eng.
Stokes Bros., Exeter, Eng.
Whiteley, Muir & Co., Liverpool, Eng.
Wickes, Hamilton, & Co., London, Eng.

Fruits—Dried, Green, and Nuts.
Adamson, J. T., & Co., Montreal.
Finkle & Ackerman, Bowmanville, Ont
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton.
Goodwillie's—Rose & Laflamme, Montreal.
Husband Bros. & Co., Toronto.
MoWilliam & Everist, Toronto.
Rattray, D., & Sons, Montreal.
Robinson, O. E., & Co., Ingersoll.
Stringer, W. B., & Co., Toronto.
Walker, Hugb, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Tippet, A. P., & Co., Montreal.

Grain, Flours and Cereals.
Frontenac Cereal Co., Kingston.
Greig, Robt., Toronto.
Lake Huron & Manitoba Milling Co., Goderich.
McCann, Wm., & Co., Toronto.
Ogilvie Milling Co., Montreal.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Cbaput, L., Fils & Cie, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
"Ozo" Co., Montreal.
Turner, James, & Co.Hamilton.
Sloan, John & Co., Toronto.
Snowdon, Forbes & Co., Montreal.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co,, Montreal.
Coles Mfg. Co., Philadelpbia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.

Hides.
Page, C. S., Hyde Park, Vt.

House Insect Destroyer.
Common Sense Mfg. Co., Toronto.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.
Walker Pivoted Bin and Store Fixture Co., Toronto.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Colson, C. E.. & Son, Montreal.
Crosse & Blackwell's--C. E. Colson & Son, Montreal,
Greig, Jas. R., Montreal.
"Ozo" Co., Montreal.
Smith, E. D., Winona, Ont.
Soutbwell's—Frank Magor &Co., Montreal
Upton, Tbos., & Co., Hamilton.

Macaroni
Tippet, A. P., & Co., Montreal.

Manufacturers' Agents, Brokers and Commission Merchants.
Adamson, J. T., Montreal.
Creed, J. S., Montreal.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Torouto.
Lambe, W. G. A., & Co., Toronto.
Lawson, Reginald, Winnipeg.
Millman, W. H., & Sons, Toronto.
Milne, Cbas., Vancouver, B.C.
Nicbolson & Bain, Winnipeg.
Nicbolsoo, Bain & Johnston, Calgary.
Rattray, D., & Sons, Montreal.
Ryan, Wm., Co., Toronto.
Tippet, A. P. & Co., Montreal.
Rutherford, Marshall & Co., Toronto.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Mince Meat
Bates, Peacock Co., Hamilton.
Capstan Mfg Co., Toronto.
Fearman, F. W. Co., Hamilton, Ont.
Greig, Jas. R., Montreal.
Lytle, T. A., Co., Toronto.
Wsthey J. H., St. Catbarines.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Medicines.
Matbieu, J. L. Co., Sherbrooke, Que,

Patent Solicitor.
Cullen, Orlan Clyde, Wasbington, D.C.

Peels.
Colson, C. E., & Son, Montreal.
Greig, Robt. Co., Torooto.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Colson, C. E., & Son, Montreal.
Flett's—Rose & Laflamme, Montreal.
Gorman, Eckert & Co., London, Ont.
Heinz, H. J., Pittsburg, Pa.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Paterson's— Rose & Laflamme, Montreal.
Sutton, G. F., Sons & Co., London, Eng.

Polishes—Metal.
Oakey, John, & Sons, Montreal.

Polishes—Stove.
Morse Bros., Canton, Mass.
Prescott's.—W. H. Dunn, Montreal

Poultry and Cattle Food.
Greig, Robert, Co., Toronto.

Refined Cider.
Wilson, W. H. Co., Tilsonburg, Ont.

Rice
Orme & Sutton Rice Co., New York.

Salt.
Cerebos Salt.
Gray, Young & Sparling Co., Wingham.
Toronto Salt Works, Toronto.

Soap.
Fairbanks Company, Montreal.

Soda—Baking.
Dwigbt, John, & Co., Toronto.

Starch.
Brantford Starcb Works, Brantford.
Edwardsburg Starcb Co., Cardinal, Ont.
St. Lawrence Staroh Co., Port Credit.

Steel Shingles and Siding.
Metallic Roofing Co., Toronto.

Store Lighting.
Auer Light Co., Montreal.

Sugars, Syrups and Molasses.
Canada Maple Excbange, Montreal.
Dominiou Molasses Co., Halifax, N.S.
Edwardsburg Staroh Co., Cardinal, Out.
Grimm Mfg. Co., Montreal.
Imperial Maple Syrup—Rose & Laflamme Montreal.
Montreal Maple Co., Montreal.
Ontario Sugar Co., Berlin, Ont.
"Sugars" Limited, Montreal.
Wallacehurg Sugar Co., Wallaceburg, Ont.
Warren Bros. & Co., Toronto.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Braid, Wm., & Co., Vancouvsr, B.C.
Ceylon Tea Traders' Ass'n.
Cbase & Sanborn, Montreal.
"Commissioner" Tea, London, Eoglaud.
Dutch Chemical Works, Amsterdam, Holland.
Eby, Blain Co., Toronto.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Gorman, Eekert & Co., London, Ont
Greig, Robert, Co., Toronto.
Herron, R., & Co., Montreal.
Japan Tea Traders' Ass'n.
Kinnear, T., & Co., Toronto.
Lumsden Bros., Hamilton.
"Ozo" Co., Montreal.
Rutherford, Jas., & Co., Montreal.
Salada Tea Co., Montrsal and Toronto.
Sloan, John, & Co., Torooto.
Todhunter, Mitcbell & Co., Toronto.
Wood, Tbos., & Co., Montreal.

Vinegars.
Hill, Evans & Co., Worcester, Eng.
"Ozo" Co., Montreal.
Wilson, W. H., Co., Tillsonburg.

Washing Compound.
Ksen's—Frank Magor & Co., Montreal.

Woodenware.
Woods, Walter, & Co., Hamilton.

Wrapping Paper, Paper Bags, Etc.
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Yeast.
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WHAT THE TRADE PAPER DOES.

A FEATURE of the trade paper which is peculiar to it, but not often discussed, is its co-operative side, i.e., its making one family of the members engaged and interested in an industry. Take a man in the grocery business for instance. He has his local newspaper every day from which he gets a modicum of what is going on in the world of politics and finance. But what has it to put him in touch with his own particular interests? Absolutely nothing. The latest process of manufacture or brand of goods on the market may mean dollars and cents to him and yet nothing about them is to be found in such a paper.

On the other hand his trade journal keeps him in touch with all the people who make or job or retail the goods in which he is most interested. Through it he is made acquainted with developments in the grocery trade—in the manufacture of food stuffs, etc., and put in real touch with the industrial family of which he is a member.

Another valuable feature of the trade paper is that while it does not altogether take the place of the salesman, it does take his place in many places where it is not profitable for a manufacturer or jobber to send a salesman. It brings the little man in the small town in touch with the big man in the large town. It is a distributer of ideas, a drummer for business, and is often more effective than any individual traveling man can ever hope to be.

DIRECT FROM THE FIJI ISLANDS.

ONE of the novel occurrences in Montreal during the next two months will be the arrival of a cargo of raw sugar direct from the Fiji Islands for refining purposes. The Dominion imports a considerable quantity of sugar from this far-away source yearly, the total value of sugar from the Fiji Islands during the fiscal years 1903 and 1904 being $231,333 and $175,615, respectively. This sugar has formerly gone to Vancouver, whereas the latest shipment in December, 1903, was for Montreal. Owing to navigation on the St. Lawrence being closed at this season of the year, it will be necessary to discharge the cargo at New York and transfer by rail to Montreal. Had the steamer been able to complete the journey to Montreal, it would have afforded an opportunity to test a return cargo direct to Australia. It can hardly be hoped, however, that direct trade between Canada and the Fiji Islands will be regular or permanent, else it might go far towards solving the problem of cheap transportation from Eastern Canada to Australia.

RURAL MAIL DELIVERY A MENACE.

WE have always been opposed to the principle of free rural mail delivery. We have taken this stand on the ground that it would unduly increase the opportunities of the big city mail order houses to injure the trade of our country stores. This in itself is a sufficient reason why no such system should be introduced into this country.

There is another, and an even stronger reason. Rural delivery is an accomplished fact in a considerable portion of the United States and what has been the result? The expenditure in maintaining the service has grown far out of all proportion to the receipts. The country has in fact saddled itself with a system which is constantly clamoring for more money to keep it alive. Within a few years, expenditure has leaped from one million to thirteen million dollars.

Even this might be overlooked, were it not that a most pernicious principle is involved. The system has become nothing more nor less than a political agent.

The rural postmen are, of course, government appointees and government supporters. They cover the country districts thoroughly, and they know everybody. They are in a position to do many favors, and they do them. By degrees they are working up a formidable influence in their district, which can be used to immense advantage by the politicians.

So far as the mail carriers are concerned, the scheme works both ways. They curry favor with the people on the one hand that at election times they may influence votes. They hold up the government on the other hand for increased pay. One instance is known where a mail carrier obtained a contract for $300. Next year he asked $1,200, and got it. The third year he actually held the government up for $1,800.

As sure as the system is introduced, it will breed just this kind of trouble. In the United States they would now like to get rid of it. Can we in Canada afford to make the experiment?

A SHARPER'S TRICK.

THE retail grocery trade of Kingston, Ont., are lamenting the coming of a strange traveling salesman to their midst a few days ago. The "slick" gentleman in question made large sales of Chinese sacred lily bulbs on the representation of an excellent sample; the bulbs, upon examination proved to be hollow, decayed and practically worthless. And now the grocers are wondering how it all happened. The Kingston police department have

been notified of the occurrence, but hesitate to take action, fearing they may be balked by some technicality in the by-law regarding peddlers.

The Canadian Grocer is not familiar with the provisions of the peddlers' by-law in Kingston and can only deduce from its knowledge of such by-laws in general. At the outset the offender in question would be liable unless he were in possession of a license. Further, it would manifestly be a peculiar by-law that would protect any man in such a case of deliberate fraud. Judging from the data submitted it would seem that the Kingston grocers have a perfectly clear case if they wish to push it.

WHO WILL BE THE ELECT?

WITH the air full of gossip as to the material Mr. Whitney will select within the next few days for his Cabinet, and several professional gentlemen already singled out as among those likely to have ministerial honors conferred upon them, the business community are naturally anxious that the few of their number who can "qualify" should not be passed over.

The new premier has been given an unusual opportunity to serve the Province of Ontario and serve it well. He will be justified, moreover, in introducing a strong professional element into his Cabinet. At the same time, he ought to bear in mind that the biggest factor in the industrial and commercial expansion of Ontario and Canada for many years to come will be its business men. If he would legislate wisely he should see to it that a fair share of the machinery of government is intrusted to those who are in closest touch with Canadian trade and commerce.

A VIEW OF THE FAILURE RECORD

ACCORDING to Bradstreet's the commercial failures in Canada during the years from 1896 to 1904 were as follows:

		Assets.	Liabilities.
1904	1,177	$4,136,618	$10,018,.99
1903	956	3,852.197	8.328 262
1902	1,092	3,·97,220	8.328,658
1901	1,370	5,196,951	11,656,937
1900	1,333	4,244,932	1 ,786,276
1899	1,285	.....	11,077,891
1898	1,427	.....	9 644,100
1897	1,907	.....	13,147,929
1896	2,179	.....	16,208,460

The increase in 1904 over 1903 was 221 in number, $284,421 in assets and $1,690,037 in liabilities. Over 1902 the increase was 85 in number, $539,398 in assets and $1,689,641 in liabilities. The failures of 1903 were much below the average. In fact, they were the smallest in the Bradstreet's record since 1882, though during the intervening period there has been a large increase in population, and a considerable increase in the number of traders.

Dun's Review in a table of the Canadian failures by branches of business shows the largest adverses in 1904 appeared in general, dry goods, liquor and grocery stores. The following are the figures:

	1904.		1903.		1902.	
	No.	Liabilities.	No.	Liabilities.	No.	Liabilities.
General Stores	261	$1,893 250	217	$1,281,194	251	$1,776,190
Dry Goods	83	1,208,032	61	461,484	68	1,018,159
Clothing	68	374,624	53	282,093	67	369,190
Groceries	175	903.120	165	723,475	162	541,570
Stoves	30	325,974	22	210,103	27	412,210
Books	6	41,650	10	56,200	9	133,350
Liquors	34	296,552	24	77,840	30	485,096

Even during the past three years the development of the departmental store in city and town can be seen to have swelled the failure list of especially the general stores. It has also tended to reduce the number of the smaller class of merchants not only in the cities and larger towns where it is established, but in the surrounding towns and villages. There is no reason, however, in the record noted above or anything presently developed in the general situation to think that the growth of commercial mortality is on the increase. The report for the last year is hardly of a character to cause general uneasiness. At present we are in a waiting stage. A moderate check was felt in 1904. Until we learn what 1905 will bring forth it is impossible to tell much about the future. If the great staple crops are abundant, the foundation will exist for good times. The important industries in the various sections of the country have complaints, but are generally in a flourishing condition. Banks are loaning freely to legitimate borrowers, which is a healthy indication.

ADVANCE IN JAMS AND JELLIES.

THE abnormally high price of Canadian refined sugar has already been effective in advancing the cost price of several grocery staples. A few days ago manufacturers of confectionery in New Brunswick advanced prices, and their lead has been followed by several of the Ontario candy manufacturers, who say that with sugar at six cents they have no choice but to put up the price of the manufactured product.

This week the jam and jelly makers advanced quotations on all staple lines one-fourth of a cent.

Naturally enough the question suggests itself to the retailer, "Will the price of canned and preserved fruits advance in sympathy with the rest?" The answer is difficult to foresee. If the sugar market continues firm until the 1905 pack there can be little doubt but that prices of canned fruits will be affected. As for the 1904 pack, it is largely out of first hands, which makes a considerable advance between now and the Autumn extremely unlikely.

WHO FIXES THE PRICE OF SEED.

THE statement was recently made by one of the leading Canadian dailies that Toronto seedsmen stood in the unique position of fixing the world's prices on alsike seed, and of being the leading seed exporters in the world.

The reason for making such a sweeping assertion is not apparent, unless it be the desire to "boom" Canada. In any event it is wise for those who would fain wax eloquent over the trade possibilities of Canada to be careful of their premises. It so happens in this particular case that they are partly wrong and partly right. Canada, Germany, and the United States rank as the largest producers of alsike seed in the world, and although Canadian seedsmen have a good deal to say in determining the world's prices, they can hardly claim to control the market absolutely. Some years Canada leads in the production of alsike; in other seasons the yield is larger in Germany or the United States, in which event the ruling price is fixed for Canadian seed exporters, as happened during the year just closed.

FRAUD AND INJURY IN ADULTERATED FOODS.

IN view of the attention now being paid to the question of food preservatives and adulteratives by the Canadian trade, the following generalization in the New York Journal of Commerce of Jan. 25 is particularly timely:

"In the effort to secure legislation and the enforcement of existing laws to prevent the adulteration of food and drugs, or their sale under fraudulent labels, there may have been some magnifying of the poisonous character of various sophisticated articles and of the injury to health that results from their use, but it is not safe to give too much credence to the plea that adulteration is in most cases harmless and that it has the merit of cheapness.

"The ground is sometimes taken, for instance, that there is no proof of injury to health from the consumption of peas colored with sulphate of copper, or articles preserved with boric acid, or fruit jams and jellies made of vegetables and glucose and variously dyed, because there is no record of deaths caused by them. But injury to health and impairment of nutrition are quite a different matter from homicide. We can hardly be expected to wait until articles of food pronounced by science to be unwholesome, deleterious or lacking in the nutrition they purport to have, are known to be killing people before prohibiting their sale or requiring their true character to be disclosed to consumers. It is not easy to say what causes the large proportion of premature deaths that occur every day, but unwholesome and injurious food contributes largely to the list. Neither is it easy to trace the multitudinous ills that impair strength and undermine the health of people to their causes, but we may be sure that impure and adulterated foods, drinks and drugs are among them.

"If chemical and medical science tells us that certain common adulterations of food are deleterious to health, that is reason enough for restraining their manufacture and sale and for compelling those who purvey such articles to let their customers know what they are getting, without having specific proof of the injury done in individual cases or of deaths caused by their use. If they are in their character and quality injurious to health, there can be no doubt that they are injuring the health of a large proportion of those who consume them, and that is a matter of public concern. Nor is it logical to say that the enforcement of laws intended to prevent this insidious undermining of the public health should be in the hands of a "hard-headed business man" instead of a scientific expert. The purpose of such laws is preventive, and to be effective they must take cognizance of the character and quality of the articles sold for food and the effects they must produce, and not wait for empirical proof that the harm has been done in particular instances.

"Another position contended for which can hardly be conceded is that it is not a function of public authority to afford protection against fraud and deception as well as against injury to health, the reference being to the labeling of food products. The health of the people, however, may be protected by labeling goods, if the labels show what the 'goods' are and tell whether or not they contain deleterious matter. Moreover, the people have a right to protection from fraud. They have a right to know what they are buying and paying for, when it is so disguised or packed as to conceal its character. It may be that many adulterations and imitations or falsely-labeled articles are not injurious or unwholesome and are cheaper than the genuine. Very well, let them be sold honestly and for what they are. Let those who cannot afford better and are willing to take these know what they are getting. Fraud and false pretense are no more respectable in a grocery store or an apothecary shop than anywhere else, and where they affect the food and medicine of the people they are proper subjects for legal repression."

THE PRICE OF TOMATOES.

Mr. Owen, of the Bloomfield Canning Co., was a caller at the Toronto offices of The Canadian Grocer during the week. Naturally enough conversation was directed to the recent action of the tomato growers of the Hamilton and Niagara districts in "holding up" the canners for 30c. a bushel for tomatoes instead of 25c. as heretofore. Mr. Owen says that if the growers hold together they may succeed in bringing the canners to time for the present at any rate. Their action will undoubtedly have the effect of forcing the canners to take up the cultivation of vegetables on their own account.

At this juncture a comparison between prices paid for raw material by canners in Canada and the United States is interesting. Canadian canners pay on the average 7c. a bushel more for tomatoes than their American cousins, which means that the contention of the Ontario growers that tomato growing is unprofitable at the present prices must be taken with a grain of salt. The canning factories here, moreover, would not object so much to paying 30c. for tomatoes if they could only secure suitable supplies; if the growers want a better price, about the quickest way to get it is to pay more attention to quality.

CANADIAN TRADE IN 1904.

THE annual report of the Trade and Commerce Department of Ottawa shows that for the fiscal year 1904 there was an increase of nearly $18,000,000 in the imports and a falling off in exports of over $12,000,000, leaving a net gain of nearly $6,000,000.

The increase in imports during the year has been general on all important articles, notably among them, coal, coke, etc., to the extent of about $4,640,000, sugar and molasses nearly $2,300,000; tea, $1,222,000; wood and manufacture of, $200,000; wool and manufacture of, over $1,700,000; electrical apparatus, nearly $800,000.

During the year there was an increase in the imports from British Guiana and the British West Indies aggregating $4,500,000 in round numbers. This has practically all occurred in the imports and is covered by the item sugar, where the increase from British Guiana has exceeded $1,600,000, and, from the British West Indies, $2,700,000 or a total of some $4,370,000 on the other hand the imports from Germany of sugar fell off from $3,116,741 in 1903 to $368,717 in 1904.

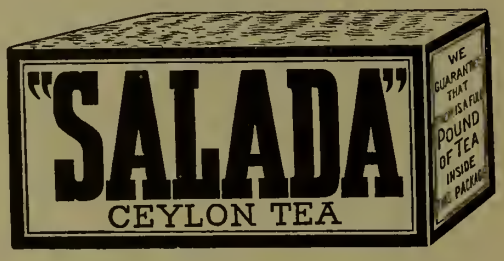
On the other hand the decrease in exports amounted to over $1,600,000 on animals (living); over $10,800,000 on breadstuffs, wheat; over $1,000,000 on fish; over $4,000,000 on provisions; over $3,000,000 on wood, unmanufactured. There has, however, been an increase in the exports of minor articles aggregating nearly $8,500,000, leaving a net total decrease of $12,328,489. Nearly the whole net decrease is attributed to the one item, wheat. The production for export in Manitoba and the Northwest was considerably less than in the previous year, the quantity inspected at Winnipeg being but 40,400,000 bushels, as against nearly 52,000,000 the previous year, indicating that practically the same proportionate quantity to that produced was inspected as in the year 1902. The great influx of immigration into the Northwest and the increased acreage prepared for the coming year's crop would naturally account for the holding back of a larger quantity for consumption and seed than was the case in the previous year, reducing to that extent the quantity available for export.

It might be interesting to note that the total increase in the aggregate trade of the country for the twenty years from 1873 to 1893 was a little less than $30,000,000, while for the eleven years since 1893 the increase has exceeded $225,000,000.

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MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, Feb. 2, 1905.

Groceries.

BUSINESS among the jobbing trade is reported as being fairly satisfactory. In spite of the heavy roads and severe storms that have prevailed during the past week or ten days, travelers' orders are fairly numerous and for good amounts. One jobber states that the month of January has turned out better than the previous three Januarys. Collections also are reported as being fair. The sugar market continues unchanged and firm. Beet is reported somewhat easier abroad, but not sufficient to warrant any changes by local refiners. Teas are quiet. The demand for Ceylon greens is fair. Some offers for round lots of Ceylon greens have been declined. Coffee is in somewhat better demand locally and a general firmness of the New York and foneign markets has a tendency to conserve present prices. Spices generally show an easier tendency, with business only fair. Molasses and syrups are both firm. The report of the short crop from the islands has made holders of what little stock there is here firm and indisposed to sell. Canned goods are unchanged with somewhat better demand, corn being more freely inquired for. The foreign dried fruit market is very quiet. Some little trading has been done in Valencias and stocks are reported generally short. California fruits are firm and prices well maintained. The fish business is improving and dealers look forward to a larger volume after February 1st. Frozen fish are meeting with ready sale and the continued cold weather is favorable to good business. Green fruits generally are dull and little business going. No change in rice. Nuts are reported as about 10 per cent. higher for some grades, though little business is being transacted. Flour shows no new feature this week. Business is small, with the undertone of the market firm. Feed is unchanged. In rolled oats an unsettled feeling seems to prvail, owing to the fact that American rolled oats are coming on the market, despite the duty and freight. Hay is easier, owing to good supplies. No change in local provision market. Business is up to the average. Dressed hogs are decidedly stronger, with supplies light. No change in cheese and business quiet: holders do not seem disposed to make any concessions. Butter maintains its firm tone. Eggs are coming in slowly and prices are firmer in consequence. Owing to the limited offerings of potatoes, the market is firm and prices looking up. Beans are decidedly stronger, and an advance is noted. Evaporated apples are very strong. Stocks are very short indeed, which is explained by the fact that the combine has restricted production this year. An opportunity for the old style of dried apples is now open, and although no firm figures have been made, 4 1-2 to 5c is the general idea on these goods. Maple products have been in somewhat better demand during the week. Honey is quiet and hops are unchanged.

SUGAR.

There is no change to report this week in sugar prices. The market though somewhat easier abroad for beet, has been unchanged on the local market. New York still maintains its firm tone. The demand from the trade has only been fair. Buyers in the west have apparently taken advantage of the rising market some time ago and stocked themselves with fair supplies.

Granulated, bbls.	$5 75
" ½-bbls	5 90
" bags	5 70
Paris lump, boxes and bbls	6 25
" " ½-boxes and 1½-bbls	6 35
Extra ground, bbls	6 10
" " 50-lb. boxes	6 30
" " 25-lb. boxes	6 20
Powdered, bbls	5 90
" 50-lb. boxes	6 10
Phoenix	5 70
Bright coffee	5 60
" yellow	5 55
No. 3 yellow	5 50
No. 2 "	5 35
No. 1 " bbls	5 20
No. 1 " bags	5 20
Raw Trinidad	4 50 4 60
Trinidad crystals	4 85 5 00

TEA.

Business generally is on the quiet side, and the situation unchanged from last week's report. Stocks are apparently not heavy, but holders have shown a little more willingness to sell. The demand for Ceylon greens seems to be fair, and in fact of the low price of Japans, are holding their own. A firmness in London and Ceylon apparently obtains, as several offers by jobbers for round lots have been refused. China blacks are showing a little more interest. Generally speaking business is on the quiet side. Some little inquiry has been made for China greens, though trading is light.

Japans—Fine	0 26 0 28
Medium	0 20 0 24
Good common	0 18
Common	0 12½ 0 15
Ceylon—Broken Pekoe	0 25 0 38
Pekoes	0 17 0 20
Pekoe Souchongs	0 15 0 20
Indian—Pekoe Souchongs	0 15 0 18
Ceylon greens—Young Hysons	0 16 0 18
Hysons	0 14½ 0 15
Gunpowders	0 13½ 0 14
China greens—Pingsuey gunpowders	0 12 0 12
Congous—Kaisows	0 12
Pakling boxes	0 12 0 14

SYRUPS AND MOLASSES.

The market is very firm for both molasses and syrups, though no change in prices are noticed this week. Stocks of Barbadoes are very light and holders disinclined to sell. Refineries would take all available at even the present strong figures, but holders will not sell. Corn syrups are being asked for more freely, in view of the high prices in molasses. Glucose is reported somewhat easier.

Barbadoes, in puncheons	0 33
" in barrels	0 35½
" in half-barrels	0 36½
New Orleans	0 22 0 35
Antigua	0 27
Porto Rico	0 45
Corn syrups, bbls	0 02½
" ½-bbls	0 02¾
" ¼-bbls	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	1 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

SPICES.

There is an easier tendency in spices at present. Cloves have declined. Ginger is also easier, Japans selling at 12 to 15c to the trade. Peppers unchanged. Local business is on the quiet side, and prices are last quotation.

	Per lb.
Peppers, black	0 18 0 22
" white	0 25 0 30
Ginger	0 15 0 24
Cloves, whole	0 22 0 35
Cream of tartar	0 25 0 30
Allspice	0 16 0 19

COFFEE.

Local inquiries for coffee have been slightly better during the week, the general firmness of the New York and foreign markets having convinced the trade that there is no immediate prospect of any decline.

Good Cocutas	0 10 0 10½
Choice "	0 11½ 0 12½
Jamaica coffee	0 10½ 0 11
Java	0 18 0 22
Mocha	0 16 0 19
Rio	0 08 0 09

CANNED GOODS.

Canned goods are commencing to be in better demand. Corn is being inquired for more freely. Fruits also are beginning to move, though, owing to the high price of some lines, the consumption will be restricted. Salmon continues to hold its strong position, and in view of the approaching Lenten season, is of more interest to the trade.

Salmon, pink	0 90 1 00
" spring	1 55
" Rivers Inlet red sockeye	1 65
" Fraser River red sockeye	1 50 1 75
Lobsters, talls	3 45
" 1-lb. flats	3 50 4 00
" ½-lb. flats	2 25
Canadian Sardines, ¼s	3 65 4 00
California asparagus	4 50 5 00
Asparagus tips	3 50 3 75

Vegetables.	Per doz.
Corn, 2-lb. tins	$1 20
" 2-lb. sucotash	1 25
Gallon corn	5 00
Tomatoes, 3-lb. tins	1 30
Gallon tins	3 60
Sugar beets	$0 85 0 95
2's Asparagus Tips	2 50
2's Beans, Golden Wax	0 80
2's " Refugee or Valentine	0 82½
2's " Crystal Wax	0 92½
2's Peas, No. 4 "Standards"	0 82½
2's " No. 3 "Early Junes"	0 85
2's " No. 2 "Sweet Wrinkled"	0 95
2's " No. 1 "Extra Fine Sifted"	1 30
2's Table Spinach	1 40

Fruits.

Pears—Flemish Beauty Bartletts and pie in 2, 2½ and 3's	$1 15 $2 20
Peaches—White yellow and pie, 1½'s, 2's, 2½'s 3's	1 25 2 82½
Gallon pears	3 15 3 67½
" peaches	3 55 4 50

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Pumpkins, 3-lb. tins		0 72½
" Gal.		2 50
3-lb. squash		1 00
2's Cherries, red, pitted		2 20
2's " " not pitted		1 75
2's " black, pitted		2 20
2's " black, not pitted		1 75
2's " white, pitted		2 40
2's " wbite, not pitted		2 00
2's Currants, red, heavy syrup		1 57½
2's " red, preserved		1 77½
Gals. " red, standard		4 75
Gals. " red, solid pack		7 00
2's " black, heavy syrup		1 75
2's " black, preserved		2 05
Gals. " black. standard		5 00
Gals. " black, solid pack		8 00
2's Gooseberries, heavy syrup		1 62½
2's " preserved		1 85
Gals. " standard		7 25
2's Lawtonberries, heavy syrup		1 57½
2's " preserved		1 85
Gals. " standard		4 97½
2's Pineapple, sliced		2 25
2's " grated		2 35
3's " whole		2 50
2's Plums, Damson, light syrup		1 00
2's " " heavy syrup		1 30
2½'s " " " "		1 57½
3's " " " "		1 85
Gals. " " standard		2 95
2's " Lombard, light syrup		1 05
2's " " heavy syrup		1 35
2½'s " " " "		1 62½
3's " " " "		1 90
Gals. " " standard		3 15
2's " Green Gage, light syrup		1 15
2's " " heavy syrup		1 47½
2½'s " " " "		1 72½
3's " " " "		2 00
Gals. " " standard		3 45
2's " Egg, heavy syrup		1 52½
2½'s " " "		1 80
3's " " "		2 10
2's Raspberries, red, heavy syrup		1 40
2's " " preserved		1 60
Gals. " " standard		5
Gals. " " solid pack		8 00
2's " black, heavy syrup		1 35
2's " " preserved		1 50
Gals. " " staudard		4 75
2's Rhubarb, preserved		1 15
3's "		1 90
Gals. " standard		2 62½
2's Strawberries, heavy syrup, 1903 pack		1 47½
2's " " " 1904 pack		1 60
2's " preserved		1 75
Gals. " standard		5 50
Gals. " solid pack		8 50

RICE.

Business is quiet and no activity expected unless there is a further advance on account of the shortage of the Burmah crop. Prices unchanged.

B rice, in 10 bag lots	3 05
B rice, less than 10 bags	3 15
C rice, in 10 bag lots	2 95
C rice, in less than 10 bag lots	3 05

Foreign Dried Fruits.

The market generally is quiet. There has been more or less demand for Valencia raisins and some good selling has been done since the last issue. Indications are that there will be a short supply of dried fruits, and it is expected that the low prices at present ruling will not continue, stocks being none too large in this market. There is a scarcity of California fruits and prices of same are well maintained. Currants unchanged and no recent advices from Patras at hand.

VALENCIA RAISINS.

Fine off-stalk, per lb	0 05	0 06
Selected, per lb.		0 06½
Layers "	0 07	0 07½

DATES.

Dates, Hallowees, per lb	0 04	0 04½

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per b.	0 13½
Peaches "	0 10½
Pears "	0 15

MALAGA RAISINS.

Londou Layers	2 00
"Connoisseur Clusters"	2 50
" " Quarter boxes	0 80
"Royal Buckingbam Clusters," ½-boxes	1 10
" " Boxes	3 50
"Excelsior Windsor Clusters	4 50
" " ⅛s	1 35

CALIFORNIAN RAISINS.

Loose muscatels, per lb.	0 07½	0 08
" " seeded, in 1-lb. packages	0 08	0 09
" " 2 crown		0 06
" " 3 "		0 06½
" " 4 "		0 13

PRUNES.

	Per lb.	Per lb.
30-40s.		0 08½
40-50s.		0 08
50-60s.		0 07
60-70s.		0 06
70-80s.		0 06
80-90s.		0 05
90-100s.		0 05
Oregon Prunes (Italian style) 40-50s.		0 08
" 50-60s.		0 07
Oregon prunes (French style), 60-70s.		0 06
" " 90-100s.		0 04
" " 100-120s.		0 04

CURRANTS.

Filiatras, uncleaned		0 04½
Fine Filiatras, per lb. in cases	0 04½	0 05
" " cleaned	0 04½	0 05½
" " in 1-lb. cartons	00 5½	0 06
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 06

SULTANA RAISINS.

Sultana raisins, per lb.	0 06½	0 08
" " 1-lb. carton		0 09

ELEME TABLE FIGS.

Six crown, extra fancy, 40-lb. boxes		0 13
Five crown, fancy, 10-lb. boxes		
Four crown, fancy, 10-lb. boxes		0 09
Three crown	0 07	0 07½
Glove boxes, fine quality, per box		0 11
Fancy washed figs, in baskets, per basket		0 20
" pulled figs, in boxes, per box		0 22
" stuffed figs, " "		0 28
12-oz. boxes	0 06½	0 07

NUTS.

A featureless condition prevails in these lines. Prices continue steady. Business is very light and there is nothing to warrant much buying.

Grenoble walnuts	0 12½	0 14
Tarragona almonds		0 12
Sicily filberts		0 11
Shelled walnuts		0 18
Marbot Walnuts	0 10	0 11
New Brazils	0 15	0 16
Jumbo pecans		0 16
Large "		0 14
Shelled almonds		0 24
Peanuts, Spanish shelled		0 13
" Virginian brand, shelled		0 12
New chestnuts, per lb.		0 11
Peanuts, Bon Tons		0 11½
" Sun brand		0 10
" Diamond G brand		0 08
" Coon brand		0 07½
Italian chestnuts, per lb		0 07

Green Fruits.

The fruit trade report things as very quiet. Florida oranges and other fruits are expected to advance on account of the unfavorable weather and frost of the past week. In fact from some quarters it is reported that the crop is seriously damaged. On Monday two cars of California navels were sold at prices ranging from $2.25 to $2.80. A thousand boxes of Sorrento oranges brought $1.55 to $1.90. Several cards of xxx apples sold at auction, at prices ranging from $2.25 to $3; xx from $1.75 to $2. Trade for Jamaica oranges has been in poor demand during the past week.

Cocoanuts, per bag of 100		4 50
Pineapples, 24 to case		4 50
" 30 to case		3 50
Cranberries, finest dark		8 50
" dark		7 50
" 25 quart boxes		2 25
Jamaica oranges, per box	2 50	2 75
" grape fruit, per box	3 50	4 00
Florida oranges, per box		5 00
Florida grape fruit, per box		5 00
Mexican oranges, per box	1 65	1 90
California navel oranges, per box	2 75	3 00
New Messina lemons 300's		2 50
" " 360's		2 25
Bananas, large bunches, crated	1 75	2 00
Apples Winter varieties	2 50	4 00
Sweet potatoes, per bbl.		5 00
Almeria grapes, per bbl	6 00	7 00
Celery, California golden heart, per case	5 00	5 50
Tomatoes, Floridas, crate	4 50	5 00
Lettuce, Boston	0 75	0 85

Vegetables.

Potatoes--The tone of the market is firm, on account of the limited offerings. In a jobbing way there is a good demand at 75c to 80c per bag ex store, while car lots and choice sold at 65 to 67c per bag on track.

Onions—Continue in good demand and

firm prices. Red are particularly scarce. Other vegetables are unchanged in prices.

Potatoes, carlots	0 65	0 67
" ten carlots	0 75	0 80
Bunch lettuce, per doz. bunches		0 75
Radishes, per doz. bunches		0 25
Mushrooms, per lb		1 70
Mint, per doz. bunches		0 20
Parsley, " "		0 20
Sage, per doz		1 00
Savory, per doz		1 00
Beets, new, per doz		0 25
Egg plant, per basket		0 75
Rhubarb, outdoor, per doz		0 35
Green onions, per doz		0 15
Spanish onions, large cases, per case		3 75
" " crates, per case		1 50
Red onions, in 75-lb. bags, per bag		2 50
Yellow onions, in 80-lb. bags; per bag		1 75
Green house water cress, per doz		0 45
Green cucumbers, per bush, hamper		1 25
" per half bushel hamper	0 60	0 75
" per bbl		3 50
" per doz	0 40	0 50
Green cabbage, per doz		0 60
" beans, per bush	1 00	1 25
Waxed beans, per bush		1 00
Cauliflowers, home grown, per doz		1 50
Green peppers, per basket		0 45
California celery, per case		5 50
Canadian celery, per doz		0 75

Fish.

Business is improving and fish dealers look for a much larger volume of business after the 1st inst. Frozen fish are meeting with ready sale, owing to the continued favorable cold weather. There is also a good demand for smoked fish, especially haddies. Frozen herring are scarce with prices tending towards an advance. In salt fish the demand is quiet, as is usual during January, but these conditions will change after the 1st inst. Oysters are quiet and little business turning.

Sea herring, large Newfoundland, casks, 600 fish per 100		1 80
" " " bbls., 300 fish		1 85
" " less than bbls		1 90
" " small, per 100	0 90	1 00
Standard bulk oysters, per gal		1 40
Selects		1 60
Shell oysters, bbl	3 00	5 00
Fancy Malpecques	8 00	10 00
Dressed bullheads		0 09
Haddies		0 06
Bloaters in boxes, 100 fish		1 00
Smoked herring, per box, new		0 11
Fresh haddock, per lb	0 03½	0 04
Pike, " round winter caught	0 05	0 05½
Halibut, per lb	0 08	0 08½
Gaspe salmon, fresh frozen		0 15
B. C. Salmon, frozen	0 08½	0 09
Fresh steak cod		0 05½
Market cod		0 04
Whitefish	0 07½	0 08
Dore	0 06	0 06½
Fresh frozen Smelts	0 06	0 07
Fresh frozen Herring, 100	1 50	1 90
New frozen Tom Cods	1 85	1 90
No. 1 Labrador herring in 20-lb pails		0 80
No. 1 Herring, Labrador, per bbl		5 00
" " half bbl		2 75
No. 1 Holland herring, per half bbl		6 50
No. 1 Scotch herring, " "		6 50
" " per keg		1 00
Holland herring, per keg	0 65	0 75
No. 1 Salt mackerel, pail of 20 lbs		2 00
Boneless cod, 1 and 2-lb. blocks, per lb		0 06
" fish, " " "		0 05½
" " loose, in 25 lb. boxes		0 04½
Skinless cod, cases 100 lb. (new)		5 00
Green Codfish, (200-lbs.) No. 2		5 50
" " No. 1		7 00
Large "	7 00	7 50
Labrador Salmon, half bbl		9 00
" " (200 lbs.) bbls		16 00
" " Large (300 lbs.)		24 00
B.C. salt salmon, bbl		14 00
" " ½ bbl		7 50
Lake trout, salt, 100 lbs		4 75
Sea Trout in bbls. 200 lbs		9 50
" half bbls		5 50
Marshall's kippered herring, per doz		140
Canadian kippered, per doz		1 00
Canadian ½ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz		1 30
Canned cove oysters, No. 2 size, per doz		2 25

Country Produce.

BEANS.

There is a better and stronger feeling in beans during the week and prices have advanced to $1.50 for prime, handpicked for car load lots, and $1.65 for small quantities.

EVAPORATED APPLES.

These are getting very interesting and prices are advancing. Stocks last year at this time were over 90,000 cases, while at present there are only about 8,000 cases available. This shortage is attributed to the fact that the combine has restricted production. This position has caused some inquiries for the old style dried apples, but on account of the unknown quantity available for these, prices are merely nominal, from 4 1-2 to 5c.

MAPLE PRODUCTS.

There has been a somewhat better demand this week for maple sugar and several fair sized lots were sold at 6 1-2c. Syrups unchanged.

Maple syrup, in wood, per lb	0 05½	0 05½
Maple syrup, in large tins	0 50	0 60
Pure sugar, per lb	0 07½	0 07½
Pure Beauce, county, per lb	0 08½	0 09

HONEY.

White extract honey is slow moving at 6 1-2 to 7c. White clover comb is scarce, and prices higher. There has been some inquiry for buckwheat honey as well, with only small quantities obtainable.

White clover, extracted, tins	0 08	0 08½
" " kegs	0 07½	0 08
" " comb	0 12½	0 13
Buckwheat	0 06	0 06½

HOPS.

Hops are unchanged with a quiet market.

Choice	0 32	0 35
Fair to good	0 28	0 31

Flour and Feed.

FLOUR.

There are no new features to report this week in the local flour situation. There has been little or no cutting of prices, due, no doubt, to the comparatively small business and the quiet position of the market as a whole. The demand for Ontario grades of flour has been somewhat limited, though the undertone is firm.

Manitoba spring wheat patents	5 60	5 80
" strong bakers'	5 30	5 50
Winter wheat patents	5 50	5 75
Straight rollers	5 20	5 35
Extra	4 55	4 60
Straight rollers, bags, 90 per cent	2 55	2 65

FEED.

No important changes to note on mill feed this week. The demand from local and country buyers is fair, with supplies only limited, as is usual at this time of year. Prices unchanged.

Mouillie	25 00	28 00
Ontario bran, in bulk	16 00	18 00
" shorts		20 00
Manitoba bran, in bags	16 50	17 50
" shorts	19 00	20 00

ROLLED OATS.

Business during the week has been quiet. An unsettled feeling has prevailed, due, no doubt, to the fact that American rolled oats are coming in, and this in spite of the duty and freight. Not enough, however, has been imported to make any noticeable change in quotations.

Fine oatmeal, bags		2 60
Standard oatmeal, bags		2 60
Granulated " "		2 50
Rolled oats, "	2 05	2 10
" bbls	4 90	5 00

HAY.

An easy feeling prevails on the market for baled hay. Deliveries from country points are coming in more freely, and the demand is principally for local requirements. Spot stocks are getting heavier, but prices so far have not been

No. 1 timothy	9 00	9 50
" 2 " choice	8 00	8 50
" 2 " ordinary	7 00	7 25
Clover	6 50	7 00
Clover mixed	7 00	7 50

ONTARIO MARKETS.

Toronto, Feb. 2, 1905.

Groceries.

NOW that the Provincial elections are over, trade has settled down to its ordinary routine. Wholesalers report business as fair to good, it always having to be borne in mind that this season of the year is always a quiet one. Sugar continues firm; earlier in the week the bect market showed signs of weakness, and some slight fluctuations were reported. Since then, however, there has been an improvement and sugar may he said to have quite recovered its former strength. The demand for sugar, which is usually light at this season of the year, is more active than might be expected. In view of the high price of sugar, the manufacturers have advanced the price of jams and jellies ½c. per lb.

Canned goods are moving freely, especially vegetables. On account of shortage of European fruit crops and the consequent improvement in export demand, the price of canned apples has been advanced. The Canadian canners report that supplies of fruit and vegetables are getting low, and that a large number of lines are already out of first hands.

Coffee is firm and quiet; teas are moving fairly well, cable advices from Calcutta recording a farthing advance in Ceylon and India teas. A slight advance is noted in Penang cloves and pepper, as well as a decline in nutmegs. Tapioca continues firm and high. Late shipments of Mediterranean fruit have arrived and the trade are quoting Valencia raisins a shade lower. Evaporated apricots and peaches are firm and high. The most active inquiry as usual in February, March and April is for prunes. A slight advance is noted in Valencia shelled almonds. Evaporated apples are very firm and quoted this week ½c. higher.

New French olive oil was probably ready for shipment about Feb. 1; the marketing of this will probably mark the taking effect of an advance of from 15 to 20 per cent., due to the scarcity of good oil on account of the partial failure of the crop.

CANNED GOODS.

Trade in canned goods continues extraordinarily brisk considering the season of the year. Canned vegetables are moving freely, while the situation in canned fruits is beginning to show decided improvement. There is a shortage in tomatoes, and importations from the United States are frequent; imported goods, however, are comparatively inferior, only the cheapest brands being available on account of the high rate of duty. These goods are used mostly in the Northwest.

The meeting of Hamilton and Niagara district tomato growers last week, when a determined stand to charge 30c per bush. for tomatoes for canning pur-

poses, is of particular interest to the grocery trade at the present juncture. The canners have been paying 25c., which the growers contend is an unprofitable one for them. If the growers press their claims, the canners may have to grow their own tomatoes; it is hinted in certain quarters that canned tomatoes are too near the export margin now to warrant the canners in paying more.

Owing to the export demand , and shortage in foreign markets, the price of gallon apples has been advanced 10c. per doz. The Canadian Canners report that stocks of fruit and vegetables are exceptionally low for this time of year, and that supplies of the following varieties have been exhausted: asparagus tips 2's, crystal wax beans 2's, golden waxed beans 1's and 2's, refugee beans 1's, corned beef and roast beef 6's and 14's, blueberries standard gallon, corn 1's and 2's, all red currants in gallons, black currants in standard gallons, red cherries 2's not pitted, gooseberries 2's in gallons, grapes 2½'s and 3's, lawtonberries gallons, damson plums 2's light syrup, damson plums 2½'s and 3's heavy syrup, Lombard plums 2's light syrup and 2½'s heavy syrup, green gage plums 2½'s heavy syrup, egg plums 2½'s and 3's heavy syrup, peaches 2½'s white and 1½'s yellow, pines 2's and 3's, gallon pumpkin, black raspberries 2's, red raspberries gallons, prescrved rhubarb 2's and tomatoes 3's and gallons.

Several bargains were picked up during the week in canned strawberries by the wholesale trade. Manufacturers have advanced the price of jams and jellies ½c. per lb. on account of the high price of sugar. We quote the following prices:

Tomatoes, 3's	1 25
Corn, 2's	1 15 1 20
Peas, 2's	0 82½ 1 30
Sliced beets, 2's	0 85
" " 3's	0 95
" " whole	0 95
Pumpkin, 3's	0 75
" gal	2 50
Squash	1 00
Asparagus tips, 2's	2 50
Golden waxed beans, 2's	0 80
Refugee or Valentine beans, 2's	0 85
Crystal waxed beans, 2's	0 92½
Spinach, 2's	1 40
" 3's	1 80
Baked beans, plain, 1's	0 45
" " 2's	0 72
" " 3's	0 90
Tomato sauce, 1's	0 50
" " 2's	0 78
" " 3's	1 00
Chili sauce srme as tomato sauce.	
Catsups, tins, 2's	0 78
" " gal	4 50
" jugs	7 70
Apples, standard, 3's	1 85 2 00
" preserved, 3's	1 47½
" standard, gal	1 85 2 00
Pears, Flemish Beauty, 2's	1 52½
" " 3's	2 00
" Bartlett, 2's	1 87½
" " 3's	2 82½
" whites, 2's	1 72½
" " 3's	2 87½
Peaches, pie, 3's	1 25
Cherries, red, pitted, 2's	2 20
" " not pitted, 2's	1 75
" English black, pitted, 2's	2 20
" " " not pitted, 2's	1 75
" white wax, pitted, 2's	2 42
" " " not pitted, 2's	2 00
Lawtonberries, heavy syrup, 2's	1 57½
" preserved, 2's	1 75
standard gal	4 97½
Plums, Damson, light syrup, 2's	1 00
" " heavy syrup, 2's	1 30
" " " 3's	1 85
" Lombards, light syrup, 2's	1 05
" " heavy syrup, 2's	1 35
" " " 3's	1 90
" green gage, light syrup, 2's	1 15
" " heavy syrup, 2's	1 47½
" " " 3's	2 60
" egg, heavy syrup, 2's	1 52½
" " " 3's	2 10
Pineapple, sliced, standard, 2's	2 35
" extra " 2's	2 47½
" grated, " 2's	2 62½
Raspberries, red, heavy syrup, 2's	1 40
" " preserved, 2's	1 80
" black, heavy syrup, 2's	1 35
" " preserved, 2's	1 50
Rhubarb, preserved, 2's	1 15
" " 3's	1 90
" " gal	2 82½
Strawberries heavy, syrup, 2.s	1 60
" preserved, 2's	1 75
Lobster, talls	3 50
" 1-lb. flats	3 75
" ½-lb. flats	2 00
Mackerel	1 00 1 25
Salmon, Fraser River, "Horseshoe" and "Maple Leaf."	
1-lb. talls, 5 cases and over	1 77½
1-lb. talls, less than 5 cases	1 80
1-lb. flats, 5 cases and over	1 90
1-lb. flats, less than 5 cases	1 92
½-lb. flats, 5 cases and over	1 17
½-lb. flats, less than 5 cases	1 20
Salmon, "Clover Leaf."	
1-lb. talls, 1 to 4 cases	1 80
1-lb. flats, 1 to 4 cases	1 87½
1-lb. talls, 5 to 9 cases and over	1 77½
Chums	0 95 1 00½
Sardines, Sportsman ¼'s	0 14
" ½'s	0 23
" Portuguese ¼'s	0 08 0 10
" P. & C., ¼'s	0 25 0 27
" P. & C., ½'s	0 35 0 38
" Domestic, ¼'s	0 03½ 0 04½
" ½'s	0 09 0 11½
" Mustard, ¼ size, cases 50 tins, per 100	8 00 9 00
Haddies, per doz	1 00
Haddies, per case	4 00
Kippered herrings, domestic	1 00
" " imported	1 40 1 45
Herrings in tomato sauce, domestic	1 00
" " " imported	1 40 1 45
California ripe olives, tins, per doz	4 75
Corned beef, 1s, per doz	1 50
" 2s, "	2 70
" 6s, "	8 00 10 00
" 14s, "	18 00
Lunch tongues, per doz	3 00
Potted meats, ½s, "	0 50
" ¼s, "	1 00

SUGAR.

The sugar market has been in a nervous state during the week under review. Earlier in the week there was a decline in the price of beets in Europe to 15s. 3¾d., which afterwards recovered to 16s. 3¾d. and eased again to 15s. 9¾d. The parity of beet in New York to-day is 5.40, duty paid. Centrifugals are quoted at 5¼c., recent sales having been effected at that price. Buyers' ideas are 5⅛c., but sellers are indifferent.

In refined, there are no changes to report locally, and sugar at the present time is moving only fairly well.

Receipts at U.S. 4 ports for the week ending Jan. 25, 1905, were 37,500 tons, with meltings 30,000 tons, the same as last week, leaving total stock in all hands of 84,357 tons, an increase for the week of 7,500 tons.

Total stocks of Europe and America at latest uneven dates were 2,755,857 tons against 3,723,868 tons last year at the same uneven date, and a decrease for the week of 968,011 tons. Total stocks and afloats together show a visible supply of 2,866,857 tons against 3,868,868 tons last year.

Paris lumps, in 50-lb. boxes	6 48
" in 100-lb. "	6 38
St. Lawrence granulated	5 83
Redpath's granulated	5 83
Acadia granulated	5 83
Berlin granulated	5 78
Phoenix	5 68
Bright coffee	5 68
Bright yellow	5 58
No. 3 yellow	5 58
No. 2 "	5 43
No. 1 "	5 33
Granulated and yellow, 100-lb. bags, 5c. less than bbls.	

SYRUPS AND MOLASSES.

An active movement in syrups and molasses is reported for the week, at prices quoted below. New crop New Orleans is beginning to arrive on this market and is showing exceptionally good value. New Barbadoes is expected almost at any time; the opening price of Barbadoes and West Indian molasses will undoubtedly be much higher this year than last owing to shortage of crop. Our quotations are as follows:

Syrups—	
Dark	
Medium	0 30 0 32
Bright	0 35 0 37
Corn syrup, bbl., per lb	0 02½
" ½-bbls "	0 02½
" kegs "	0 03
" 5 gal. pails, each	1 30
" 2 gal. " "	0 90
" 2-lb. tins (in 2 doz. case) per case	1 90
" 5-lb. " (in 1 ") "	2 35
" 10-lb. " (in ½ ") "	2 25
" 20-lb. " (in ¼ ") "	2 10
Molasses—	
New Orleans, medium	0 25 0 30
" " ½ bbls	0 27 0 32
" open kettle	0 45 0 50
Barbadoes	0 35 0 40
Porto Rico	0 35 0 40
West Indian	0 32 0 35
Maple syrup—	
Imperial qts	0 27½
1-gal. cans	0 95 1 00
5-gal. cans, per gal	1 00
Barrels, per gal	0 75
5-gal. Imp. brand, per can	4 50
1-gal " per case	5 10
½-gal " "	5 80
Qts. " "	6 00

COFFEES.

The coffee market is without special feature, the price of Rios remaining high and trade quiet. We quote the following prices:

	Per lb.
Green Rios, No. 7	0 10 0 10½
" " No. 6	0 11
" " No. 5	0 11½
" " No. 4	0 12
" " No. 3	0 12½
" Mocha	0 21 0 23
" Java	0 22 0 35
" Santos	0 11 0 13
" Plantation Ceylon	0 26 0 35
" Perto Rico	0 22 0 25
Green, Guatemala	0 22 0 25
" Jamaica	0 15 0 20
" Maracaibo	0 16 0 23

TEAS.

Although the tea trade for the week can hardly be said to be brisk, a fair volume of business has been transacted. The Ceylon and Indian markets are looking up, cable advices this week recording an advance of one farthing all round. The advice goes on to say that supplies are diminishing and a firmer market is expected. At the present time the average price of Indian and Ceylon tea is nearly 1d. below what it was a year ago, while the prices of some of the lower grades show an even greater difference than this. The exceptionally good value now offering ought to be sufficient to induce further buying.

In London, teas are correspondingly cheap and moving fairly well. Our quotations are as follows:

Congou—half-chests, Kaisow, Moning	0 12 0 35
caddies, Pakling	0 19 0 40
Indian—Darjeelings, Pekoe souchongs	0 20 0 22
" Pekoes	0 25 0 30
" Orange Pekoes	0 35 0 45
Indian—Darjeelings	0 35 0 45
Assam Pekoes	0 18 0 22
Assam Pekoe Souchongs	0 16 0 18
Ceylon—Broken Orange Pekoes	0 22 0 24
Orange Pekoes	0 22 0 29
Pekoes	0 18 0 24
Pekoe Souchong	0 14 0 16
China Greens—Gunpowder, cases, extra first	0 35 0 42½
" half-chests, ordinary firsts	0 22 0 28½
Young Hyson, cases, sifted, extra firsts	0 37½ 0 47
" cases, small leaf, firsts	0 30 0 37½
" half-chests, ordinary firsts	0 22½ 0 32
" " seconds	0 22 0 24½
" " thirds	0 15 0 17
" " common	0 14
Pingsueys—Young Hyson, ½-chests, firsts	0 25 0 30
" " seconds	0 16 0 18
" half-boxes, firsts	0 25 0 30
Japan—½ chests, finests May pickings	0 34 0 38
Choice	0 31 0 36
Finest	0 27 0 29
Fine	0 24 0 27
Good medium	0 19 0 21
Medium	0 17 0 19
Good common	0 18 0 19
Common	0 13 0 14

SPICES.

During the week under review there has been a slight decline in nutmegs. Pepper has become firmer, as well as Penang cloves, which are very scarce. Our quotations are as follows:

	Per lb.		Per lb.
Peppers, blk	0 18 0 19	Cloves, whole	0 25 0 35
" white	0 23 0 27	Cream of tartar	0 25 0 30
Ginger	0 18 0 25	Allspice	0 14 0 17
Cassia	0 21 0 25	Mace	0 80 0 90
Nutmeg	0 45 0 75		

RICE AND TAPIOCA.

The rice and tapioca market is without special feature for the week, if exception be made of the high and firm

position of tapioca. We quote the following prices:

	Per lb.			Per lb.	
Rice, stand. B...	0 03½	0 03¾	Tapioca, staple..	0 03½	0 03¾
Patna.....	0 05	0 05½	" double goat		0 04
Japan.....	0 06	0 07	Carolina rice....		0 08
Sago.....	0 03½	0 04			

Foreign Dried Fruits.

The arrival of late shipments of Valencia raisins was reported during the week and as a result this article is being quoted slightly lower to the trade. Sellers in primary markets, however, are still firm in their pretensions. The market is practically bare of evaporated peaches and apricots; supplies at the coast are difficult to obtain and the price almost prohibitive at present. A lively movement is reported in prunes, this being the beginning of the season of largest consumption. Our quotations are as follows:

PRUNES.

	Per lb.			Per lb.	
100-110s.....		0 04	60-70s	0 06	0 06½
90-100s.....	0 04	0 04½	50-60s	0 06½	0 06½
80-90s.....		0 05	40-50s	....	0 08
70-80s	0 05½	0 05½	30-40s	0 00	0 09

CANDIED PEELS.

	Per lb.			Per lb.	
Lemon..... ...	0 09	0 10	Citron	0 15	0 17
Orange.....	0 10	0 11			

FIGS

	Per lb.			Per lb.	
Tapnets.....	0 03½	0 04	Elemes.....	0 08	0 13
Naturals.....	0 06½	0 07½			

APRICOTS.

	Per lb.	
Californian evaporated..	0 12½	0 14

PEACHES.

	Per lb.	
Californian evaporated.....	0 11	0 14

PEARS.

California evaporated, per lb.....		0 14

CURRANTS.

	Per lb.			Per lb.	
Fine Fillatras....	0 04½	up	Vostizzas	0 07	0 08
Patras	0 06	0 06½			

RAISINS.

	Per lb.	
New selects	0 05½	0 05¾
Fine off stalk	....	0 05¼
Sultana	0 06½	0 10
Californian seeded, 12-oz. Muscatals.....	0 06¾	0 07
" " 1-lb. boxes "	0 07	0 08½
" unseeded, 2-crown. "	....	0 07½
" " 3-crown "	0 05¾	0 07
" " 4-crown "	0 07	0 08

DATES.

	Per lb.			Per lb.	
Hallowees	0 04½	0 05	Fards new choicest	0 09	0 10½
Sairs	0 04½	0 04¾	" new choice..		0 09½

FOREIGN NUTS.

Valencia shelled almonds have advanced slightly in Malaga owing to the rapidly declining rate of exchange and the fact that the crop is nearly exhausted.

A better demand is current for peanuts and a fair amount of assorted orders have been received during the week. Prices remain unchanged. We quote:

(The following quotations on peanuts are for sack lots, green.)

Selected Spanish.....		0 08½
A 1's, banners and suns		0 08¾
Japanese Jumbo's.....		0 09
Virginia "		0 10

For sack lots roasted add 1c. to above quotations. For small, 2c.

Almonds, Tarragona, per lb.....	0 12	0 12½
Walnuts, Grenoble, "		0 12½
" Bordeaux, "	0 09	0 10
Filberts, per lb	0 10½	0 11
Pecans, per lb.....	0 13	0 15
Brazils "	0 16	0 16½
Cocoanuts, Jamaica, per sack.....		4 50
Italian Chestnuts, per lb.....		0 10

DRIED FISH.

A fair movement in dried fish is reported for the week at unchanged prices. A British Columbian has been exploiting the Ontario market for smoked salmon, cod, etc., but as yet it is a question whether the new varieties will be placed to any extent. We quote the following prices:

Boneless fish, per lb.		0 04
Cod fish, 1-lb. bricks		0 06
Pure cod, per lb.....		0 10
Quail-on-toast, per lb.....	0 05½	0 06
Flitched cod fish, in cases of 100 lbs., per lb	0 06	0 06
Labrador herring, per bbl.....	6 00	6 50
" per ½ bbl.	3 25	3 40
Scaled herring.....		0 14½
Salmon trout, per keg		6 00

BIRD SEED.

An improvement in the bird seed market is noted this week. Prices continue unchanged. We quote the following:

Canary seed, per lb		0 06½
Hemp		0 05
Cottam's.....		0 08
Brock's.....		0 07½

EVAPORATED APPLES.

The evaporated apple market continues firm at 6 1-2 to 7c. Although comparatively little is moving, the market is in the hands of a few of the large dealers who control prices absolutely. Dried apples are quoted at 4c.

Country Produce.

EGGS.

The continuation of mild weather has caused freer arrivals of new laid eggs, and holders of cold storage and pickled stock, fearing a surplus, have dropped prices 1c per dozen. A number of eggs classed "held fresh" are arriving as new laid and when the commission merchant cannot obtain for them the price paid for new laid eggs dissatisfaction arises between the shipper and the commission merchant. The future market depends entirely upon the weather. Our quotations are as follows:

Eggs, strictly new laid.....		0 23
Cold storage fresh.....	0 20	0 21
pickled....		0 19

BEANS.

Prices quoted below are firm. Owing to the increase in exports to France, Germany, and England, stocks on the local market are light. Some dealers claim it is a problem to obtain enough cars of beans to supply the local wholesale houses and it is thought that the holders are not anxious to sell their stock, which is small, in the expectation that a higher price will rule in a few days. We quote:

Beans, handpicked, per bush.....	1 55	1 60
" prime, No. 1.....	1 40	1 50
" prime, No. 2.....	1 25	1 35
" Lima, per lb.....	0 07	0 07½

HONEY.

A normal amount of honey is being sold. Nothing new has developed during the week and the outlook is for a quiet market until the buying season begins. Prices continue unchanged. We quote the following:

Honey, extracted clover, per lb.....	0 08	0 09
" sections, No 1, per doz.....	1 90	2 25
" " No. 2, "		1 65

SEEDS.

Unless foreign buyers waken up at once, the export trade which is rapidly drawing to a close, is liable to be far behind that of former years. Much depends upon the demand of the next two weeks. Offerings up-to-date have been light and it is feared that when farmers learn that the export season has closed they will glut the market. Prices continue unchanged. Our quotations are:

Alsike clover, per bush	3 50	5 50
Red clover.....	5 00	6 75
Mammoth clover, per bush	6 00	7 25
Timothy.....	1 00	1 35

Green Fruits.

Mild weather has brought about a freer movement of fruit. The improvement in the size of orders is quite noticeable, implying that trade is rallying once more to its former position. California navel oranges are easier. A large number of cars are on track owing to the fact that the usual diverting points throughout Ontario are glutted.

Trade in Florida fruit is active owing to the heavy frosts in that country recently. Grape fruit and oranges will advance in price as no more shipments are expected this season. Recent consignments of navel oranges received have been affected by frost. Lemons are arriving in large quantities. An active demand is in progress and sales are quickly transacted, a good price being obtained. A few Almeria grapes are arriving in choice condition. Marmalade oranges have arrived on the market and are selling at $2.50 per box. The weak demand for figs has caused another decline of 1-2c per lb. Our quotations are:

Florida oranges, per box.....	2 50	2 75
Florida grape fruit, per box.....	4 00	4 50
Florida tangerines (half straps)	2 25	2 50
Florida pineapple, per case.....	4 50	5 00
Marmalade Oranges, per box.....		2 50
Mexican oranges, per box	1 75	2 00
California navel oranges, per box.....	2 75	3 25
Valencias ordinary, 420's.....	3 50	3 75
" large, 426's.....		5 00
" 714's		5 00
New messina lemons, 300's, per box.....	2 25	2 75
" " 360's, per box.....	2 00	2 50
Bananas, large bunches, crated.....	1 50	2 00
Bananas, 8's, per bunch, crated.....	1 00	1 25
Apples, Winter varieties.....	2 00	3 00
Sweet potatoes, kiln dried, per bbl.....		5 50
Almeria grapes, per bbl, fancy.....	7 00	8 00
Cranberries, Budd's long keepers.....		10 00
Howes.....	9 50	10 00
Smyrna figs, Eleme, four crowns.....		0 07
" " five "		0 08
" " six "		0 09
" " seven "		0 13
" " glove boxes, 1-lb.....	0 07	0 08
" " Protoben, four crowns.....	0 09	0 10
" " " five "	0 12½	0 13
Comadre figs	0 03½	003½

The following cable has been received by Eben James, Toronto, from Woodall & Co., Liverpool, dated January 30, 1905: "18,000 bbls selling. Market very flat except for sound fruit. Greenings 9s 6d to 11s; Baldwins 10s to 15s; Spies, 19s to 21s; Russets, 16s 6d to 22s 6d; Ben Davis, 9s to 11s; seconds 4s less."

W. B. Stringer & Co., representing J. C. Houghton & Co., London and Liverpool, received the following cable from Liverpool, dated February 1, 1905: "3,000 bbls selling. Baldwins, xxx, 10s to 14s; Golden Russets, xxx, 20s to 21s; xx 12s to 15s; red or colored varieties, 7s 6d to 13s 6d.

From present indications it would appear that American apples are netting lower prices than ours, which should result in diverting the demand from American to Canadian apples.

APPLE SHIPMENTS.

Total apple shipments for week ending January 28, 1905 :

	To Liverpool.	London.	Glasgow.	Various.	Total.
From Boston	22,292	1,481	....	....	23,773
New York	823	755	992	7,854	10,424
Portland, Me.	....	2,111	....	....	2,111
Halifax	1,219	....	....	....	1,219
St. John, N.B.	676	....	....	876	1,552
Total for week	25,010	4,347	992	8,730	39,079
Same time 1904	25,159	27,744	10,241	12,192	79,336
Same time 1903	28,294	10,723	1,607	6,772	47,396

Total since season opened.....1,887,264 bbls.
Same time 1904.....2,857,223 "
Same time 1903.....1,969,057 "

Vegetables.

With the exception of the regular sale of domestic stock in bulk, trade is quiet. Florida head lettuce has arrived in the market and is selling in half barrel hampers at $1.75; California celery is in good demand, and dealers are laying in large stocks in expectation of a brisk trade. We quote:

Greenhouse lettuce	....	0 35
Greenhouse radishes, per doz. bunches	....	0 50
Mushrooms, per lb.	....	1 00
Dry Mint, per doz bunches	....	0 20
Parsley, "	....	0 20
Sage, per doz.	....	0 20
Savoury, per doz	....	0 15
Carrots, per bag	....	0 60
Beets, per bu.	....	0 50
Beets, per bag	0 60	0 75
Dry Onions, per bag	1 90	2 00
Dry Onions, per basket	....	0 50
Spanish onions, per case	....	4 00
Green house water cress, per doz.	....	0 25
Canadian celery, per doz.	0 35	0 75
Potatoes, per bag	....	0 90
Butter squash, per doz.	2 00	3 00
Parsnips, per bu.	....	0 60
Parsnips, per bag	....	0 75
Cabbage, per head	0 05	0 10
" per doz.	0 50	0 75
Turnips, per bag	0 30	0 35
California celery, per case	....	5 00
Hothouse cucumbers, per doz.	1 50	1 75
Mushrooms	0 80	0 90
Artichokes, per bu.	....	0 75
Oyster plant, per bu.	....	1 25
Greenhouse rhubarb, per doz.	0 00	1 25
" onions, "	0 15	0 20
Florida head lettuce, per half barrel hamper	....	1 75

Fish and Oysters.

Fish market is active. Favorable Winter weather is allowing buyers to purchase freely. Sea herring are not as plentiful as in former seasons and prices are firm. A good inquiry is noted for frozen trout and whitefish. The oyster situation continues unchanged. Our quotations are:

Frozen halibut	0 10	0 11
British Columbia salmon	0 10	0 11
Whitefish, frozen, per lb.	....	0 07½
Haddock " per lb.	....	0 05
Cod, steak " "	....	0 07
Trout, lake, per lb.	....	0 07½
Pike, per lb	0 05	0 06
Finnan haddie, per lb.	0 07	0 07½
Oysters, Long Island natives, per imp. gal.	....	1 70
" Baltimores, per wine gal.	....	1 40
" "Select," " "	....	4 80
Ciscoes, per basket	1 25	1 40
Bloaters, per box of 100	1 00	1 25
Labrador herring, ½ bbl.	....	3 25
" " large bbl.	....	6 00
Shrimps, per gal.	....	1 25
Sea herring	....	2 00
Smelts, No. 1	....	0 12
" No. 2	....	0 07
" extras	....	0 15
Frozen fresh water herring	....	0 04

Grain, Flour and Breakfast Foods.

GRAIN.

A strong demand for oats has sprung up in Quebec and the Maritime Provinces, and as a result, prices have advanced 2½c. per bushel. A decline of ½c. per bushel is noted on Nos. 1 and 2 Manitoba Northern wheat. With these two exceptions, prices and conditions continue unchanged. Our quotations are as follows:

All on track Toronto.

Manitoba wheat, Northern No. 1 new	1 11½	1 12
" " No. 2 "	1 08	1 08½
" " No. 3 "	1 02½	1 03
Red, per bushel, new	1 09	1 09½
White " "	1 09	1 09½
Barley " "	0 48	0 52
Oats, " "	0 40½	0 41
Peas "	0 73	0 74
Buckwheat "	0 58	0 58½
Rye, per bushel, "	0 83	0 84

FLOUR.

Trade is quiet. It is learned that the exports to Great Britain have been curtailed to a great extent owing to hard times. We quote:

Manitoba wheat patents, per bbl. in bags	5 40	5 60
Strong bakers " "	5 20	5 40
Ontario wheat patents " "	4 90	5 00
Straight roller " "	4 85	4 95

BREAKFAST FOODS.

Rolled oats and oatmeal are very firm owing to the advanced price of oats, but on account of the keen competition from the American millers no advance in price is expected to take place. American oatmeal has the better sale in Toronto and surrounding district owing to the price being lower than that of the Canadian product. Cereals requiring preparation before using are receiving better inquiry. Our quotations are:

Oatmeal, standard and granulated, carlots, on track, per bbl.	....	4 45
Rolled wheat in boxes, 100 lbs.	....	2 90
" " 50 lbs.	....	1 50
Rolled oats, standard, carlots, per bbl., in bags	....	3 90
" " " " " in wood	....	4 15
" " " " for broken lots	....	4 30
Rolled wheat, per 100-lb. bbl.	....	3 00
Cornmeal	....	3 35
Split peas	....	5 00
Pot barley, in bags	....	4 00
" in wood	....	4 25

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, Feb. 2, 12.30 p.m.

PROVISIONS — Quiet, steady demand. Fresh abattoir killed, $7.25 to $7.50 ; country dressed, better demand, supply short, $6.75 to $7 ; lard easier.

CHEESE—Firm market. Holders asking 10⅞ to 10¾c. for mixed, white and colored, 11c. for fine.

BUTTER—Market firm. Dairy, 19c.; rolls, 18 to 19c ; creamery, fancy, 21½ to 22c.; fresh made, 21½c. Receipts fairly heavy.

EGGS—Prices steady ; good local demand ; Montreal limed sold wholesale at 19 to 19½c.; good cold storage, 19 to 19½c ; lower grades, 16½ to 18c.; selected Fall fresh, 23 to 24c. in jobbing way; strictly fresh, 30c.

POULTRY—Fairly good demand to-day, principally for small lots. Turkeys, 12 to 14c.; ducks, 10c.; geese, 10 to 11c.; assorted chickens, 10 to 11c.; mixed, 7 to 8c.

Hides, Tallow, Skins and Wool.

London sales of hides have closed with quotations firm at opening prices, although there were several instances where prices were lower during the sale. The East India sales which were conducted at Liverpool have closed with the opening prices ruling. Tanners on the Chicago market are quoting a lower price on hides, and although they show no desire to purchase, holders will not sell until they obtain their own prices. Tallow is quiet and a decline of ¼c. is noted this week. Our quotations are:

HIDES.

No. 1 green steers, per lb.	....	0 08½
" 2 " "	....	0 08½
No. 1 green, per lb.	....	0 09
" 2 " "	....	0 08

CALFSKINS.

Veal skins, No. 1, 6 to 12 lbs. inclusive	....	0 11
" " " 2 " " "	....	0 09
" " " 1 15 to 20 lb "	....	0 10
" " " 2 " "	....	0 08
Sheep skins	1 25	1 50

TALLOW.

Rendered tallow, per lb.	0 04	0 04½

WOOL.

Unwashed wool, per lb.	0 13	0 14
Fleece wool, new clip, per lb	0 21	0 22
"Rejections"	0 16	0 17
Pulled wools, super, per lb.	0 23	0 25
" " extra "	0 24	0 26

TRADE CONDITIONS IN BRITISH COLUMBIA.

Special Correspondence of THE CANADIAN GROCER.

Vancouver, B.C., Jan. 26, 1905.

TO supply the Tanana mining district in northern Alaska, it is necessary to have goods shipped to Fairbanks, the principal camp, via the Yukon River from Dawson and thence up the Tanana. This trade has been growing very rapidly during the past two seasons, and nearly all of it has been secured by the wholesale houses of Dawson. To facilitate trade efforts have been made to secure the establishment of a sub-port of customs at Fairbanks, by the U. S. customs authorities. Word comes from Washington that such a move is not likely to be made and that it is opposed by the Northern Commercial Co., one of the big companies doing business in the north. It is an American concern, though having a large establishment in Dawson. As the creation of a sub-port at Fairbanks would make it possible for Canadian steamers to traffic from Dawson, the N. C. Co. operating a large fleet of river steamers of United States register, on the Lower Yukon, naturally opposes, as it leaves a monopoly in its hands, of the transportation. Dawson being a Canadian customs port, United States registered vessels of the N. C. Co. may enter and clear there, and of course can go to Fairbanks which is in United States territory.

* * *

The very greatest of the many important moves in opening up of the fruit-growing areas of the famed Okanagan district is that just completed or brought to successful issue by the Messrs. Shatford. This deal, involving a transfer of property covering over 35,000 acres, in one of the most favored districts of the interior of the province, is on a financial basis ensuring success, as the gentlemen negotiating it have ample backing. The amount involved in the transfer has not been definitely stated to the public, but it is understood to overrun $400,000.

The properties known as the Ellis ranches, are located at and near Penticton at the extreme south end of Okanagan Lake, and are to be divided into small plots of ten acres, and some larger, as the conditions favor. This will be put on the market as soon as surveyed, and such is the demand that already many people have made a payment on sites selected before survey, and which will be reserved for them. The large number of prosperous Manitoba farmers desiring to make homes in the milder climate of British Columbia, ensures a rapid settlement of the new location. Many of these Manitobans, attracted by excursion rates given by the C.P.R. have been visiting the Okanagan district and in nearly every case, the visit has resulted in the decision to purchase land and return to settle and engage in fruit-growing, as soon as a disposal can be made of property on the prairie. As all of these men have accumulated an in-

dependence at farming in Manitoba, they are in position to make a fair start in British Columbia where conditions differ greatly, and capital to start is absolutely necessary.

To the visitors from the colder climate of Manitoba and the Northwest, it is simply marvelous to find that instead of forty below, the weather seldom is so severe as to make the mercury drop below zero. When it does, it is not for long, and not often more than once in a Winter. At the present moment, there is but slight snow at all points on Okanagan Lake, and thawing weather is the rule instead of frost. Those who have lived there for some time assert that it is better to have it a little colder than it has been this season. At Armstrong and Enderby on the branch line of railway leading south to Okanagan Lake the snow is a little more in evidence, but only just enough for sleighing, while thawing every day is the rule there as well.

The wonderful success of the efforts being made to grow all kinds of fruit, from grapes and peaches to apples has stimulated efforts to establish canning industries. At the present moment, Mr. J. M. Robinson, who deserves credit for having been the pioneer in opening up this district, by placing small acreages on the market, is in Montreal to interest capital in putting up a $100,000 fruit and vegetable cannery to serve the two settlements of Peachland and Summerland on the southwestern shore of Okanagan Lake, in both of which he is interested. The surplus of such fruits as peaches, and vegetables as tomatoes already warrants the building of a cannery, and the industry is but in its infancy. Nearly a hundred thousand fruit trees are set out in the peachland settlement alone. Of these hardly more than ten per cent. have been old enough to bear yet, but every year they are coming in, and every year the number of trees planted is increasing, till it will not be long before there will be hundreds of thousands of bearing fruit trees. The acreage already brought under cultivation even in this one settlement, now approaching its sixth year, is very small compared to what is available. But rapid progress is being made, and the acreage cultivated is increasing enormously.

The marketing of fruit from the Okanagan has shown a gratifying increase in the past season. The shipments of apples from Vernon and Kelowna, the principal shipping points as yet, are increasing, while other points, notably Peachland, towards the southern end of the lake, will soon be a considerable factor. At the latter point peach-growing is bound to be a valuable industry, and there is practically no limit to the quantity possible to be produced. The season of 1904 was the first, practically, in which peaches in any quantity were marketed, but the results were remarkable. The crop was large and of finest quality. Orchards set out but four years ago had splendid crops. Others are coming into bearing next season. Grapes also are being cultivated and promise great results. The apples from older orchards at Peachland are unexcelled anywhere.

* * *

At a meeting of the British Columbia Wholesale Grocers Exchange held in Vancouver on Saturday last, a resolution was passed setting forth the views of the wholesale men respecting the present Assessment Act, and suggesting amendments which would remove the handicap under which the trade now labors. Some of the difficulties set in the way of local enterprise have been adverted to in a former letter. The Wholesale Grocers Exchange also endorsed the request for a duty on lumber, which is now being pressed at Ottawa.

* * *

The attention being given to fruit-raising in all parts of the province is leading to considerable discussion as to the advantageous disposal of the surplus over what can be consumed in the province and shipped out in the fresh condition. As mentioned a week ago, New Westminster is taking active steps to make the establishment of a fruit cannery there a success, in the interests of the Fraser Valley. Above, reference is made to the efforts to establish a similar industry on a large scale in the Okanagan, and at the same time the Victoria Fruit Growers' Association has been taking up the same matter at their recent annual meeting. It was stated there that the association had a number of propositions for such an establishment, and reports are to be made shortly.

Another matter taken up by the Victoria fruit growers, was that of a second fruit inspector under the Dominion Fruit Marks Act. The ground upon which this is to be urged is that a large number of districts on Vancouver Island and adjacent islands market a large quantity of fruit which is bought in Victoria and shipped out to a considerable extent, with no marking or grading at all. It is impossible for one inspector to cover the whole province, so the association claims. Hence they have sent a strong resolution to the Minister of Agriculture, Hon. Sydney Fisher, asking for the appointment of an inspector with headquarters at Victoria.

* * *

Steamer Athenian of the C.P.R. Oriental service reached Victoria and Vancouver on the 22nd, with a large cargo, mainly of rice and tea for shipment to eastern points.

Steamer Miowera of the Canadian-Australian line, reached port on Saturday last. She brought 499 boxes of butter consigned to local wholesalers, 35 cases of arrowroot, 129 sacks of grass seed, 100 bales of fodder from Australia, 300 tons of raw sugar from Fiji for the B. C. Sugar Refinery, and a large quantity of general cargo, including 1,500 bales of wool, and 700 bales of hemp.

An interesting banquet of local manufacturers was held in Victoria on Friday evening last, the object being to foster a spirit of mutual support and friendliness between local institutions, and to advance their interests in opposition to outside competition. "Encourage Home Industry" was the motto. The claim was put forward by one of the speakers that Victoria had more manufacturers than all the rest of the province, if the lumber industry were excepted. The banquet was largely attended, and the menu served was unique, everything being of local production. There were on the list: Cowichan mutton, Island turkey, Sooke oysters, Saanich vegetables, etc., while the liquid refreshment was Victoria brand as well.

LAST MINUTE MANITOBA MARKETS.

Just as we go to press, word is received that the B. C. Refinery has reduced all refined sugars 30c. from list of Jan. 19, for all points between Danmore and the British Columbia boundary.

OLD TRAVELER DEAD.

The Canadian Grocer regrets to chronicle in this week's issue the demise of Mr. W. L. Hunter, one of Canada's veteran traveling men, which occurred in Toronto on Jan. 22.

Mr. Hunter represented some of the largest wholesale grocers of Canada, including J. W. Lang & Co., Davidson & Hay, Eby, Blain Co., Toronto, and Chaput, Fils & Cie., of Montreal, whom he represented for the last two years. He was a prominent member of the Commercial Travelers' Association, the Sons of England (Surrey Lodge) and the '66 Veterans, being the youngest member in the Q.O.R. serving in the Fenian Raid.

He leaves a widow and five daughters, Amy, Lulu and Edith at home, Mrs. H. G. Rawlinson and Mrs. A. E. Mills.

WHAT WE HEAR.

Holbrooks, Limited, of Birmingham, England, are making excellent progress with their goods in Toronto, and although hardly two weeks have elapsed since their representative, H. Gilbert Nobbs, arrived in the city, their brand of Worcestershire sauce is already to be found in many of the leading grocery stores.

Holbrooks are to be congratulated upon the smart appearance of the sample bottles which they are distributing from house to house throughout the city. The Canadian Grocer wishes them a large measure of the success that has already attended them in the other large markets of the world.

HAMILTON GROCER DEAD.

A cable has been received from Mentone, France, announcing the death of Mr. F. B. Greening, of the firm of Bickle & Greening, grocery brokers, Hamilton. Mr. Greening had been sojourning in France for some time for the benefit of his health, and the news of his sudden death will come as a shock to many friends throughout the Canadian trade.

CONFIDENCE AS AN ASSET

By Frank L. Odell.

THE great invisible force in commercial life to-day, which until recently has not received the consideration its importance demands, is to the mind of the writer what is commonly known as confidence.

We may think that we have confidence and trust in our business neighbors, advisers, customers, and in those with whom we come in contact in a business and social way, but if we stop to consider we will find if it does actually exist the recipient has created it by his acts, transactions and associations and not through words expressed.

A person can oppose us: he may regard matters in an entirely different light; yet his actions may develop to our satisfaction that he conscientiously believes what he advocates, and if such is the case we cannot help but respect his opinions.

Many of our great thinkers have viewed matters in advance of their time and the world has stamped them as fanatics; but they persisted in their belief, and how often do we find that they were right and realize that they had studied the question from all sides and naturally were able to express an opinion in advance of us who had erred in our hasty expressions, which were based upon what we had heard and not upon what we knew from an intimate knowledge of the question.

A man who in this manner proves to us our error creates in us a confidence which only the most overt acts can change. We should not judge hastily, or think ourselves possessed of more knowledge in reference to a subject than any one else, for we are likely to find, although we may be as familiar with the subject as any one else, they may know something of which we are not aware, and we may be in possession of facts which they have not learned, whereby the exchange of views will prove beneficial to both.

It does not take a trained mind to discover the influence which confidence has upon the public. We find without any apparent reason or without radical views expressed by either of the great political parties in this country that the approach of a political campaign with its problematical results produces depression and uncertainty in business circles. The same is the case when any change of policy is contemplated or believed to be under consideration, however advisable it may prove to be. We know the influence which the failure of a large financial institution has upon houses engaged in kindred lines, although their solvency and ability to carry out their contracts is not questioned. The same is the case when a commercial house is forced into bankruptcy, it creates a lack of confidence in trade circles which it takes time to overcome. This places the banker, merchant and credit man on the alert and he becomes more diligent and careful regarding those with whom he forms his business connections.

There is no one more susceptible to the influence of confidence than the credit man, who is daily brought face to face with all phases of duplicity and evasion of the solvency laws. Too many small debtors of to-day fail to appreciate what influence confidence has in the formation of a basis for credit. If the creation of confidence was encouraged by them there would be no need for laws which at present work a hardship to many small merchants who are struggling along, denying themselves, endeavoring to build up a business which in the future will place them in an independent position. The honesty of such men in many cases is a more substantial asset than the capital of the merchant regarded as money good. and law honest who endeavors to evade the law and delay the payment of accounts whenever an opportunity affords.

Honesty as the best policy is too often forgotten in the present day, but he who takes it into consideration is bound to succeed if he but perseveres. Bad faith, deception and insincerity can never be covered by flowery words or smiling professions to the contrary, for our acts are bound to belie our words, and to-day a person is judged by what he does and is and not by what he assumes to be.

The world is a severe, but, in most cases, a just, critic. We can never deceive ourselves, and in the long run of life we are unable to deceive the world, for sooner or later the truth will out.

The merchant and banker of to-day do not sufficiently encourage the efforts of those who live a business life which entitles them to the confidence of those with whom they have connections. A breach of faith, a wrong deed is severely criticized, and justly so, but the honorable act passes unnoticed. Why should it not receive the commendation it warrants? A little more display of gratitude and appreciation would prove a mighty factor in producing and encouraging meritorious efforts.

Young men cannot cultivate a more lasting or substantial asset than the confidence of those with whom they are associated, or make an investment which in the future will pay a better dividend.

Too many follow the instructions of the grasping old parent to his son when he entered the business world, "Get money—honestly if you can; but get it," and follow the spirit of the words uttered in jocularity, but wisely applicable, to "do others before they have the opportunity of doing you." Our great cities possess sections the environments of which seem to be productive of criminals. The people of these sections believe that no one has confidence in them, there is nothing for them to gain; they become reckless, care not what they do and usually reap the harvest of their deeds. This can be attributed to a lack of ambition and aspiration and of confidence in their ability to command the respect and confidence of their fellowmen, whose position in life they would strive to attain. Our educational system has overcome this to some extent, and produced a confidence within the individual. Hence, we find to-day the most modest sections developing masterminds who are destined to be a power for good in the future.

The confidence of our merchants is daily shaken by fakirs with schemes whereby they promise to give most anything for a nominal remuneration. This class of commercial sharks creates a

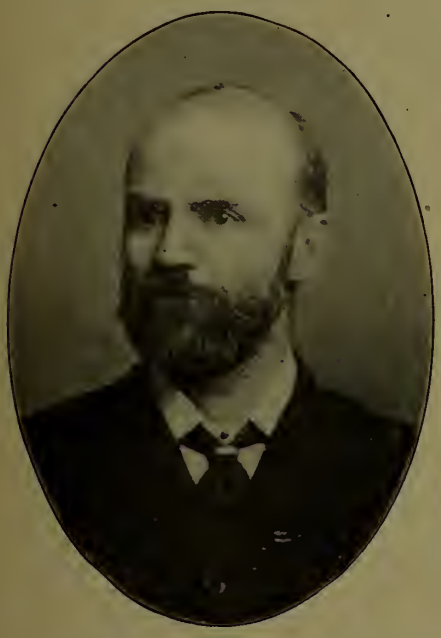
lack of confidence and untold annoyance and handicaps those doing a legitimate business who can offer so little in comparison with the others' ideal, but never materializing propositions. Let us constantly make deposits in the world's bank of honesty, straightforwardness, sincerity, honorable deeds, and destroy all checks of bad faith, deception and hypocrisy, in this way cultivate and accumulate a fortune of confidence, which reverses, produced by conditions over which we have no control, can never affect; and the credit based upon such a capital will never be reduced unless we forfeit it ourselves.

Committee—A. Grenier, Ad. Delille, M. Thibaudeau, Frs. Delille, Jos. Picard, J. A. Moisan, Th. Hamel, Narcisse Rheaume, J. B. Cote, J. E. Lachance.

Toronto Grocers' At-Home.

The Toronto Retail Grocers' Association will hold their annual At Home in the Temple Building on Wednesday evening next, Feb. 8. This function is eagerly looked forward to by members of the trade, young as well as old, as the one evening of the year which the grocers and their lady friends have all to themselves.

The At Homes of the Association have won an enviable reputation among Toronto social gatherings, and this year's function promises to even surpass its predecessors. President Kelly and Secretary Panter are sparing no pains to make next Wednesday's entertainment the most enjoyable in the history of the Association.



W. J. Gear, elected President of the Montreal Board of Trade for 1905.



F. W. Thompson, elected Councillor of Montreal Board of Trade for 1905.



A. Hebert, elected Councillor of the Montreal Board of Trade for 1905.

Be it remembered, as has been wisely said, "The letter killeth, but the spirit giveth life."

ASSOCIATION NEWS.

Quebec Grocers' Association.

AT the annual meeting of the Grocers' Association of Quebec City on Jan. 25, the following officers were elected for the ensuing year:

President—J. A. Chabot.
Vice-President—P. Turgeon.
Secretary—Elz. Paquet.
Assistant Secretary—J. H. Turcotte.
Treasurer—S. Martel.

TRADE NEWS FROM HOLLAND.

The following interesting data regarding trade in Holland has been received from H. Perels, Amsterdam:

The principal food products, etc., shipped from Holland to the various South African ports are: Cheese, butter, condensed milk, coffee, rice, cocoa, chocolate, canned vegetables, margarine, biscuits, cigars, glue, candles, spirits and seeds.

Holland is shipping large quantities of margarine to the United Kingdom. During 1904 927,980 cwts. were imported with a value of £2,390,243.

J. C. Van Houten & Son, the well known manufacturers of Van Houten's cocoa, have sold in Amsterdam during 1904 on the monthly auction sales 850,000 kilograms cocoa butter.

The following table shows the imports and deliveries of tobaccos in Amsterdam (Holland) during the year 1904:

	Imports.	Deliveries.
	Pack.	Pack.
Sumatra	246,867	246,867
Java	389,744	395,476
Borneo	17,364	17,364
Paraguay	1,916	1,916
Turkey, Greece		
Trebisonde sorts	9,678	9,332
	Casks.	Casks.
Maryland	8,369	8,288
Virginia, Kentucky,		
Mason county	1,197	1,212
	Cer.	Cer.
Havana	98	212

Canadian farm lands are now advertised in some Dutch papers. The follow-

ETURNED To Mr Snyder
EB 4... 190
Book 24
ge 68



I, Mr. G. R. Small, of the Canada Maple Exchange, do emphatically state that I will not comment on **claim** put forth by certain Syrup Company that ½ the maple syrup sold bears their trade mark, but will plank down dry figures and facts. Sweeping claims may do for fairy tale books, but we think figures more appropriate for trade journals. 1st. Small's Brand, monogram mounted on maple leaf, was registered in 1881, the oldest registered maple syrup trade mark in the British Empire. 2nd. Small's Brand has been awarded with but one exception, all Gold and Silver Medals ever offered in Canada, and many from abroad. 3rd. Telfer Bros., Winnipeg, (Wholesale) took in month of January 1903, 22 cases Small's Brand; in January, 1904, 355 cases, and in January, 1905, took 1,072 cases, or over 4 cars. Wm. Maitland & Co., St. Peter Street, Montreal (retail) in 1903 sold 1,428 packages, and in 1904, **2,614** packages. Small's maple confections are equally received. C. P. R. News Agency in 1903 sold 14,640 packages, and in 1904, 17,988. Montreal theatres in 1903 sold 14,640, and in 1904—well, listen ! " We recently tried to shove in a few new lines for a change ; but it won't go. The people demand Small's—therefore we are practically handling nothing else."—E. Danforth, Theatre Francais. Now, if there are grocers stemming the tide, trying to force on new or questionable private brands, it's not our business. Ours is, as it has been for past 55 years, to turn out maple goods **only**, with our guarantee and certificate of **purity** from government analyst on every package—**that's** all ! !

May be had through wholesale trade everywhere. Price list of complete or particular lines free.

CANADA MAPLE EXCHANGE,
MONTREAL.

ing advertisement appears in the Nieuws van der Dag:

GRATIS LAND IN CANADA.

Ter opheldering maken wij hiermede bekend, dat in Canada nog 400,000,000 morgen Akkerland braak liggen.

De Regeering geeft ieder Kolonist, die den leeftijd van 18 jaar bereikt heeft, 250 morgen Land gratis als eigendom. morgen Land gratis als eigendom.

Verdere inlichtingen verstrekt kosteloos. "The Farmers Auxiliary Association, 13 Charing Cross, London S.W., England."

KING'S COUNTY BOARD OF TRADE MEETS.

The tenth annual meeting of the King's County Board of Trade was held on Jan. 24, at Kentville, N.S. The attendance was large and representative, and the topics discussed concerned local and general questions of interest to the citizens of the county. The election of officers for the ensuing year resulted as follows:

President—C. O. Allen.
Vice-President—Joseph Kinsman.
Secy-Treas.—J. H. Cox, Cambridge.
Council—Ward 1, J. W. Hubbard, E. A. Lewis; Ward 2, John Donaldson, Ward 3, J. Everett Kinsman; Ward 4, George McLean; Ward 5, E. S. Congdon; Ward 6, A. N. Griffin, Ainslee Bishop; Ward 7, Frank Gertridge ; Ward 8, A. Bowser ; Ward 9, W. C. Hamilton ; Ward 10, H. D. Woodbury ; Ward 11, W. W. Pineo; Ward 12, A. MacMahon; Ward 13, S. C. Parker ; Ward 14, James Bryden ; Kentville, J. W. Ryan, R. S. Eaton ; Wolfville, R. W. Starr, F. Porter.

HOW TO DO BUSINESS IN THE WEST INDIES.

The Canadian Grocer is in receipt of the following letter from Pickford & Black, steamship owners and agents, Halifax, referring to West Indian trade, in which a valuable suggestion is offered to Canadian exporters:

Editor Canadian Grocer,—The article in The Grocer of Jan. 20, on "Our Trade with the West Indies," is good reading. Still we differ a little in one item of your article. The proper way to work the West Indian business is to have an exportation company at the point of shipment which would carry in stock all lines of Canadian goods required by the West Indian trade. This trade could thus be handled very economically, necessitating only one traveler instead of half a dozen, and the goods could be shipped promptly on receipt of orders.

(Signed) Pickford & Black.
Halifax, Jan. 24, 1905.

A NEW PURCHASE.

Michie & Company, grocers and wine merchants, Toronto, have purchased the premises adjoining their King street store and now occupied by John R. Dunlop, florist. Although negotiations have been closed, the purchasers cannot take possession for some twelve months.

SUGAR PRICES IN 1904.

WILLETT & GREY, reviewing the year 1904 in their Weekly Statistical Sugar Trade Journal, say: "The year opened with granulated sugar at 4.36 cents per pound, declined to 4.26 cents per pound in February, and with fluctuations of 5 cents to 10 cents per 100 pounds, from time to time, the quotations steadily advanced to the end of the year, when granulated closed at 5.60 cents per pound. The average price of granulated for 1904 was 4.772 cents per pound, against 4.638 cents per pound in 1903, a gain of .134 cent per pound in refined sugars, against a gain of .254 cent per pound in raw sugars. The average difference between raw and refined in 1904 was .798 cent per pound, against .918 cent per pound in 1903, a decrease of .12 cent per pound in refiners' returns for the year.

"The average price of granulated in 1902 was 4.455 cents per pound; in 1901 it was 5.05 cents per pound and in 1900 5.32 cents per pound. The average price of granulated for ten years has been 4.731 cents per pound. The average difference, centrifugals and granulated, for ten years has been .836 cent per pound.

"Refined business for 1905 will be done on a different basis than in 1904, inasmuch as the former contract business has been done away with and the guarantee of prices is also abandoned, placing the business on a cash basis at the refinery door."

Concerning the raw-sugar market they say: "The year opened with centrifugal sugar 96 test (the standard for raw sugar) at 3.47 cents per pound, declining at the end of January to 3.31 cents per pound, which was the lowest point of the year, and within .06 cent of the low price for a long series of years. From February throughout the year prices steadily advanced with only slight reactions, closing the year at 4 7-8 cents per pound. The average price of centrifugals for the year 1904 was 3.974 cents per pound, against 3.72 cents per pound in 1903 and 3.546 cents per pound in 1902. The year 1904 shows an increased valuation of .254 cent per pound for raw sugars. The average price for ten years has been 3.89 cents per pound duty paid.

"The influence of the Cuban reciprocity treaty has been in 1904 to maintain the price of centrifugal sugars below the parity of beet sugars in European markets, with the exception of a short time in the months of August and September, when Cuban centrifugals and foreign beet sugars were quoted at the same parity. Thus it appears that while the general advance in the price of sugar throughout the world has given the Cuban planter large returns for his crop, he has not obtained the full benefit of the reduced duties, mainly for the reason that he has not asked it. His position in 1905 should be such as to enable him to obtain full benefits of the reduced duties."

MANITOBA MARKETS.

Special Report from the Winnipeg Office of THE CANADIAN GROCER.

Quotations corrected by telegraph up to 12 a.m. Thursday, February 2nd, 1905.

WHOLESALE grocery business is not yet very brisk, but as this is ordinarily a quiet season of the year, there is nothing surprising in that circumstance. The only unsatisfactory feature in the situation is the slowness of collections, and in this respect there is now some improvement. The entire price list is steady this week. Sugar is quiet, and at time of writing is still at $6.40 for granulated. No one seems disposed to hazard many guesses as to the future of the market. Readers should always consult our "last minute markets" for changes in sugar about the time of going to press. Canned goods are quiet, the only changes of note being a general reduction in canned apples. Owing to the high price, canned tomatoes are not selling very briskly. The price has reached the point where the consumer refuses to buy. Coffee is easier in the New York markets and the local advance noted in these columns last week is not being followed in all houses. In foreign dried fruits, such as apricots, peaches, pears, nectarines, a sharp advance may be expected soon on the local market. Nothing but the fact that local houses had good supplies on hand has prevented this advance being made before this. These goods would cost the wholesale houses much more laid down in Winnipeg to-day than they are now charging the retail trade, and a sharp advance is due at almost any date. Retailers would be well advised in stocking at present prices. Evaporated apples are lower on the local market than might be expected in comparison with Eastern prices, and at the prevailing values no new stock is coming from the East. This is another line of goods in which an advance seems inevitable. The local market has been almost bare of xxx spies, but new supplies arrived early in the week. Quotations are to be found below. Oranges and lemons are cheaper. Cornmeal is sure to decline still further, and the trade are advised to buy sparingly at present prices.

Sugar.

Sugar still maintains its strong position, but its future course is hard to determine. The trade are buying only for immediate requirements and are expecting a decline. Time will tell whether they are right. More than a week has passed without any further advance. We quote:

Montreal granulated, in bbls	6 40
" " in sacks	6 35
" yellow, in bbls	5 90
" " in sacks	5 85
Wallaceburg, in bbls	6 30
" in sacks	6 25
Icing sugar, in bbls	7 00
" " in boxes	7 20
" " in small quantities	7 45
Powdered sugar, in bbls	6 80
" " in boxes	7 00
" " in small quantities	7 25
Lump, hard, in bbls	7 10
" " in ½ bbls	7 20
" " in 100-lb. cases	7 10

Canned Goods.

Apples are quoted lower this week owing to price cutting. Very little canned tomatoes are being sold at present prices. We quote:

Apples 3's, 2 doz, cases, per case	2 15 2 25
Cherries, red pitted, 2's, 2 doz	4 40
Currants, red, 2 doz. cases, per case	3 35
" black, " "	3 75
Gooseberries, " "	3 50
Lawtonberries, 2's, " "	3 35
Pears, (Bartletts) " "	3 50
Peaches, 2's, " "	3 75
" 3's, " "	5 75
Raspberries, red, " "	2 90
" black, " "	3 00
Strawberries, " "	3 50
Plums, Lombard, 2 doz. per case	2 35
" green gages, 2 doz. case, per case	2 50
Tomatoes, 3's, per 2 doz., cases	2 85 3 00
Corn, 2's, " "	2 60
Peas, 2's " "	1 90
Beans, 2's, " "	1 90 1 95
Salmon, finest sockeye, per case	7 00
" humpback, "	3 75
" cohoes "	5 25
Boneless chicken, 1lb. tins, per doz	3 25
" turkey " "	3 25
" ducks " "	3 25

Spices.

Pepper and cloves are firm, but there are no other features of interest to note in a quiet spice market. We quote:

Pepper, black, per lb	0 18
" white, "	0 25
Cayenne, "	0 21
Cloves, ground "	0 25
Cassia, "	0 16
Allspice, "	0 14
Ginger, "	0 15
Cloves, whole	0 25

Rice, Tapioca, Etc.

The market is quiet and featureless. We quote:

Rangoon rice, per lb	0 04
Patna " "	0 04½
Tapioca, per lb	0 03½
Sago, "	0 03½

Syrups and Molasses.

Corn syrups are easier, and Barbadoes molasses is firm. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 40
" " 5-lb tins, per 1 "	2 70
" " 10-lb tins, per ½ "	2 50
" " 20-lb tins, per ¼ "	2 40
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Barbadoes molasses in ½-bbls. per lb	0 04
New Orleans molasses in ½-bbls, per lb	0 02½
" " in barrels	0 02½
Porto Rico molasses in ½-bbls., per bbl	0 04½

Coffee.

Coffees are reported easier on the New York market, and in consequence the advance noted in these columns last week has not been followed by all the local houses. As the present easier tone of the market is not expected to be permanent, no change has been made in our quotations below. We quote:

Green Rio, per lb	0 11½
Roasted, per lb	0 14

Starch.

As noted last week, there has been a general reduction in starch. The Canada Laundry's starch has been reduced ¾c. per lb. and "Satin," "Ivory," and "Silver Gloss" starch have all declined ¼c. per lb. St. Lawrence corn and Benson's corn starch have been reduced ¼c., and all other grocery starches have declined ½c. per lb.

Nuts.

We quote:

Almonds, per lb	0 12½
" (shelled), per lb	0 28
Filberts	0 11
Peanuts, extra choice	0 11½
Jumbos	0 14
Walnut, per lb	0 12
" (shelled) "	0 25
Pecans, per lb	0 15 0 16
Brazils, per lb	0 16

Foreign Dried Fruits.

Apricots, peaches, pears, nectarines, and other dried fruits would now cost the wholesale houses much more laid down in Winnipeg than the present



Any quantity of fish shipped. ADDRESS—Mail P. O. Box 791, WINNIPEG, Man.

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

GENUINE

PRATTS ASTRAL LAMP OIL

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY.

THE QUEEN CITY OIL COMPANY, Limited

TORONTO, ONT.

40 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.

The Oldest and Largest Manufacturers of



Trade-mark.

PURE, HIGH GRADE COCOAS AND CHOCOLATES

No Chemicals are used in their manufacture.

Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use.

Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above trade-mark is on every package.

Walter Baker & Co. Ltd.

Established 1780.

Dorchester, Mass.

Branch House, 12 and 14 St. John St., Montreal

prices to the retail trade. An advance would have been made some weeks ago had it not been that considerable stocks were held by local houses, and it cannot be long delayed now. The trade would be well advised in stocking at present prices as the advance will be sharp when it is made. We quote:

Valencia raisins, Trenor's, per case f.o.s		2 00
" selects		2 20
" layers		2 25
California raisins, muscatels, 3 crown, per lb		0 06½
" " " 4 "		0 07½
" " choice seeded in ¾-lb. packages per package		0 06¾
" " choice seeded in 1-lb packages per package	0 08	0 08½
Prunes, 90-100 per lb		0 04½
" 80-90 "		0 04¾
" 70-80 "		0 05½
" 60-70 "		0 05¾
" 50-60 "		0 06½
" 40-50 "		0 07½
" silver "		0 07½
Currants, uncleaned, loose pack, per lb		0 05½
" dry cleaned, Filiatras, per lb		0 06½
" wet cleaned, per lb		0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb		0 06¾
" Vostizzas, uncleaned		0 06½
Dates, new per lb		0 05
Figs, cooking in bags, per lb	0 04½	0 04½
Apricots, choice, in 25-lb. boxes, per lb		0 13½
" standard, " "		0 12½
Peaches, choice, " "		0 12½
" standard " "		0 12
Pears, (choice halves) " "		0 13½
Nectarines, choice " "		0 11
Plums, choice (dark pitted) per lb		0 10½
Candied Peel—Lemon peel, per lb		0 09
Orange "		0 09½
Citron "		0 14

Evaporated Apples.

Local supplies are still fairly large but, when compared with values in the East, prices are very low. Stock brought in from the East now could not be sold at the present prices, and an advance is likely to occur before very long. We quote:

Evaporated apples (new), 50-lb. cases	0 06½	0 06¾
" " 25-lb. cases		0 06¾

Green Fruits.

Oranges and lemons have experienced a further decline in price, and new values will be noted below. Spies were almost out of the market, but new supplies arrived early in the week. We quote:

ORANGES.

Washington navels, 126's	3 75
" 150's	4 00
" 176's to 250's	4 25

LEMONS.

California lemons, 288's, 300's and 360's	5 00
" " 240's and 400's	4 50

(10c. off 5 case lots of oranges and lemons).

CRANBERRIES.

Cape Cod cranberries (frozen), per bbl	7 00
Jersey cranberries (unfrozen) "	11 00

BANANAS.

Per express only, per bunch	4 00

APPLES.

Fancy XXX apples, Spies "	4 50
Fancy XXX apples, Russets, per bbl	3 50
Fancy XXX apples, Baldwins, "	3 50
Fancy XXX apples, Greenings, "	3 25

GRAPES.

Malaga keg grapes, per keg	8 50

Fish and Oysters.

New supplies of Lake Winnipeg whitefish are selling briskly. Values are firm throughout the list. We quote:

Lake Winnipeg whitefish	per lb.	0 06
Yellow pike (pickerel)	"	0 05
Lake Superior trout	"	0 08½
Lake Superior loose frozen herring	"	0 03
Tubbees	"	0 04
Gold eyes	"	0 03
Blue fish	"	0 18
Mackerel	"	0 15
Red snapper	"	0 15
B.C. salmon (case lots 9c.)	"	0 09½
Halibut	"	0 08¾
Jack fish	"	0 03½
Tomcods	"	0 05
Hake	"	0 07
Perch	"	0 04½
Eels	"	0 08
Cod, steak size	"	0 08
Cod, market size	"	0 07
Flounders	"	0 05
Haddock	"	0 08
Brook trout	"	0 22
Atlantic smelts, extra, 20-lb. boxes	"	0 12
" " No. 1, " "	"	0 08½
" " No. 2, " "	"	0 07½
"Halifax" brand salt cod, fish cakes 24-1's	"	0 11
"Acadia" " " " 20-1's	"	0 09
"Bluenose" " " " 20-1's	"	0 07
"Acadia" " " 2-lb. boxes	"	0 09
" " " 4-lb. "	"	0 09
" " shredded, 24 cartons per bx.		2 00
" " bulk, in 15-lb. boxs.		0 08
Large Labrador and Nfld. salt herrings per 100 lb.		5 00
" " " per 20-lb. pail		1 20
Salt mackerel, in 20 or 30-lb. pails		0 12½
Finnanhaddie, in 15 or 30-lb. boxes		0 08½
Smoked halibut strips		0 11
Kippered gold eyes, per doz		0 50
Yarmouth bloaters, 60 in box, per box		1 75
Lobsters, fresh boiled, per lb		0 25
Shrimps, large size, per quart		0 60
Caviar, extra, small jars, per jar		0 40
Frog legs, 6 doz. in box, per doz		0 40
Oysters, standard, per gallon		2 00
" select, "	2 15	2 25

Green Vegetables.

A number of advances will be found in prices below. We quote:

Native onions, per lb	0 03½
Spanish onions, per case	1 75
Carrots, per hush	0 40
Beets, "	0 70
Turnips "	0 40
Potatoes "	0 70 0 80
Celery per case (7 to 9 doz)	6 50
" " (doz.)	1 00

Flour.

We quote as last week:

No. 1, patent	2 95
" 2, "	2 75
" 3, "	2 00
" 4, "	1 50

Breakfast Cereals.

Cornmeal is sure to decline, and the trade are well advised in buying for immediate requirements only. We quote:

Rolled Oats, 80-lb sacks, per cwt	2 00
40-lb. " "	2 05
20-lb. " "	2 10
8-lb. " "	2 40
Cornmeal, in sacks, per cwt	1 50
" in ½ sacks, "	1 55

Eggs.

Prices continue steady at former quotations. We quote:

Eggs, fresh	0 26
" finest glycerine pickled	0 24

(Packed in 25c. cases) which are not returnable.

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,
St. John, N.B., Feb. 1, 1905.

VALUES continue strong and tend upward. Evaporated apples are the last line to join the procession and the advance is quite marked. There are the usual Spring changes in the air. The Maritime Spice & Coffee Co. is to be amalgamated with the Geo. E. Barbour wholesale grocery business, under the style of Geo. E. Barbour Co., Limited. Mr. Barbour is the youngest among the young men controlling the wholesale grocery business of St. John, and has already made a marked success. There are not many changes of special interest. Nutmegs are particularly low. Hops are tending higher. Rice is firmer and to offset the price some very poor samples are seen.

Oil.

There continues a large sale for burning oil. Prices are unchanged. In linseed oil the very low prices are still quoted. Dealers have very largely bought for their Spring requirements. Turpentine is unchanged at the rather high prices quoted. Cod oil is held firm at full figures. Stocks are not large. Lubricating oils are unchanged.

Salt.

There is still no agreement between the importers and the Winter port boats in regard to salt importation, owing to high freight rates quoted. There is still a fair stock of Liverpool coarse held. Prices are firm. The railways, including the street railway, use a large quantity at this season.

Canned Goods.

Dealers are making contracts for later deliveries in canned meats. Prices are the same as last year. In vegetables, prices are held firm at full figures. In fruits, quite full stocks are held. Salmon seems plentiful. Oysters are rather higher. Gallon apples are dull. In domestic fish, stocks of finnan haddie, kippers and clams are very small and sardines are not a large stock.

Green Fruits.

There is but limited business. In apples, Ontario fruit supplies the demand for best stock. There is a full supply of cheap apples, but demand is not large. Valencia oranges have a fair sale. Some nice Jamaicas are still offered, but season is late. Sale of Floridas and Californias, particularly the latter, is light. Lemons are quite low. Cranberries are rather firmer.

Dried Fruit.

There is little movement. The sharp advance in evaporated apples is the chief feature of the week. They are 25 per cent. higher than a very few weeks ago. Prunes are also higher. Some Valencias are offered. Raisins, while firm, show little business. Currants are low. Prunes are unchanged. Apricots and peaches have but a small demand. Dates are quite a fair stock; prices, while low, are firmer. Peels have very little demand and figs are also light sellers at this season. Nuts are dull. Peanuts hold at higher prices than last year.

Sugar.

No advance is reported this week at the time of writing this report. Prices are held firm at full figures. It is many years since the trade made as handsome a profit on sugar as has now been the case for some months.

Molasses.

Prices are maintained firm at the advance reported last week. While the stock of Porto Rico is quite large, holders seem confident it is good value. There is but little Barbadoes.

Fish.

Perhaps never before has a full car of fresh fish been brought from the coast. A mixed car of frozen halibut and salmon has been received. Quality is very satisfactory, and the manner of packing is considered particularly good. Price is not too high. In dry fish the high prices still hold. Pickled herring are rather easier. Smoked keep low. Fair receipts of fresh cod and haddock are noted. Finnan haddie are firm in price. Smelt are very scarce this year.

Flour, Feed and Meal.

Flour is firm at full prices. No further advance this week at time of writing. Oatmeal seems easier, as does

cornmeal; some Ontario ground meal has been imported. Beans are firmer; there is just a fair sale. Seeds, while freely quoted, receive as yet but little attention. Clovers are reported tending higher.

TORONTO GROCERS AT HOCKEY.

	Won.	Lost.	Pts.
T. Kinnear & Co.... ...	3	1	750
Grocery Brokers	2	1	666
Canada Grocers	1	2	333
H. P. Eckardt & Co...	1	3	250

Canada Grocers vs. H. P. Eckardt & Co.

The Canada Grocers won their first game on Jan. 26, at the Victoria College rink, when they defeated H. P. Eckardt & Co., the score being 3-2. Eckardt's were quite confident, and th? result of the game came as a surprise to everybody. The Grocers have improved a great deal since their last game, and as a result of several brilliant rushes after the face off they succeeded in scoring two goals. Eckardt's scored a goal near the finish of the first half, the teams retiring with the score 2-1 in favor of Canada Grocers.

During the second half the Grocers played on the defensive. The other team believing that the winners were beginning to lose faith, became careless until another brilliant rush on the part of the winners gave them another goal and a good lead. Eckardt's succeeded in finding the net once more, but were unable to score the tie. Stewart as rover for the winners showed up well, and Barnhouse on point proved to be a good defence man. For the others, Brown at point and Williams on the forward line were the stars. The line-up was as follows:

H. P. Eckardt & Co.—Goal, Robertson; point, Wilkinson; coverpoint, Brown; forwards, Williams, Hill, Chapman and McLaughlin.

Canada Grocers—Goal, Wylie; point, Barnhouse; coverpoint, Howard; forwards, Stewart, Hortop, Smith and Warren.

T. Kinnear & Co vs. Grocery Brokers.

A good crowd of supporters and hockey enthusiasts gathered on Saturday afternoon, Jan. 28, at the Aura Lee rink to witness the second game of the wholesale grocers' series between T. Kinnear & Co. and the Grocery Brokers, which resulted in a win for the latter team, the score being 3-2. Good, clean combination play was noticeable throughout the game; the winners' combination seemed to worry Kinnear's defence, and as a result the puck went dangerously near the losers' net rather frequently. Several excellent chances to shoot were allowed to escape by Kinnear's men while others tried for, landed wide of the mark. An air of listlessness was noticeable on the part of the losers during the first half and it was evident from the amount of interest they took in the game that they were inclined to carelessness. A brilliant rush by Humphrey resulted in a goal being scored for Kinnear's, but, although they brightened up near the finish, the Brokers had too good a lead.

The forward line of the Brokers showed up well. This, coupled with good support on the part of Banks and Millman, practically won them the game.

R. Moody, of the St. George's, acted as referee and, although inclined to be easy, kept the game well in hand. The line-up was as follows:

T. Kinnear & Co.—Goal, Holden; point, Walkinshaw; coverpoint, Humphrey; forwards, H. Rennie, C. Rennie, Kinnear and McGregor.

Grocery Brokers—Goal, Guthrie; point, P. Millman; coverpoint, Banks; forwards, A. Millman, Donaldson, May and Webber.

Clark's Meats Have Been Tested
And Found Satisfactory

Every Live Grocer prefers to buy goods that are advertised, that have been tested, that have a reputation and hold the confidence of the consumer. *He Knows* he has everything to lose and nothing to gain by buying untried products.

60 Varieties to Choose From 60

CASTILE SOAP PURE ITALIAN

Roedenbeck & Wahl (Leghorn, Italy)

GUARANTEED 99% Pure Olive Oil

Ask for Particulars Price Right

W. P. DOWNEY, 26 St. Peter St., MONTREAL

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

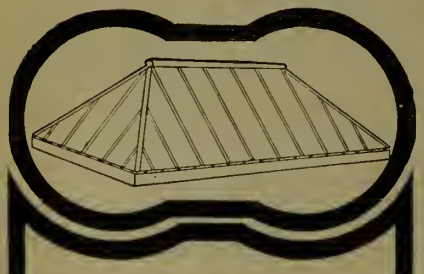
THE MOST NUTRITIOUS **COCOA**

Agency Offer—Very important and up-to-date manufacturers of

FINEST PROVENCE EDIBLE OLIVE OILS

desire sole selling agents to offer to Wholesale Buyers in Toronto or Montreal, also agents or New York, Chicago, and other centres in U.S. Highest references given and required.

Reply immediately to A.D., 9 and 10 St. Mary-at-Hill,
LONDON, E.C., ENGLAND



Metallic Skylights

The acme of Skylight perfection!

We make them from hollow bars of Copper or Galvanized Steel—in styles and sizes to suit all kinds of roofs.

They are very strong, and unaffected by cold or heat, as there is neither contraction nor expansion—and, if glazed with our fire-proof wired glass, they are absolutely fire-proof.

METALLIC ROOFING CO.,
Limited,
Wholesale Manufacturers,
TORONTO, CANADA.

Butchers, Merchants and Hide Buyers

Should write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freights. He pays full market values. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.

Orlan Clyde Cullen, C.E.L.L.M.

Counsellor at Law U.S. Supreme Court.
Registered Attorney U.S. Patent Office.

U S. and Foreign Patents, Caveats, Copy rights and Trade Marks. Military and Naval Inventions a specialty. Address,

Box 264, Station G., Washington, D. C.
GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,
Totten P. O. Virginia.

BIRD STUDY

includes Bird-food study.

BROCK'S
BIRD SEED

is a studied-out food.

NICHOLSON & BROCK, TORONTO

COMPANIES INCORPORATED.

THE International Stock Co., Toronto, have been incorporated with share capital of $40,000; to manufacture and deal in all kinds of food, food compounds, medical compounds, grocers' specialties, flavorings, extracts, baking powders, spices, cereals, etc. The directors are: E. B. Savage, H. Macdonald, and P. Savage, all of Toronto.

John G. Harvey, Limited, Toronto, have been incorporated with share capital of $50,000, to manufacture and deal in grocers' sundries and specialties. The directors are: J. G. Harvey, of Todmorden; C. P. Stuart and I. G. Withrow, both of Toronto.

The North American Live Stock Co., Port Arthur, have been incorporated with a share capital of $50,000, to grow all kinds of live stock, and to manufacture and utilize by-products of the same. The directors are: H. Baxter and E. G. Jaffray, both of Minneapolis, and E. H. Morphy, of St. Paul.

The Annapolis Valley Fruit Estates, Limited, has been incorporated with share capital of $425,000. The president of the company is J. R. Henderson, the vice-president W. A. Black.

PERSONAL MENTION.

J. G. Jardine, Canadian commercial agent to South Africa, has resigned his position on account of ill-health.

Mr. H. R. Silver, of the Dominion Molasses Co., Halifax, who has been seriously ill, has gone to Florida to recuperate. Mr. Silver's many friends hope to see him back by Summer time fully recovered.

Mr. F. E. Tobias, who is traveling for Lucas, Steele & Bristol over his old ground, has received a warm welcome from the trade as well as form the traveling men.

Mr. John H. Magor, of Frank Magor & Co., Montreal, returned on Monday last from a six weeks' trip to England. Mr. Magor visited lovely Devon, enjoying his Christmas holidays with relatives and friends. As regards weather he was extremely well favored. In business matters Mr. Magor, who visits England annually, reports a decidedly better opinion abroad as to the value of Canadian trade to British manufacturers and exporters; the general impression is that more attention will be paid to the expansion of business with Canada.

The many friends of Mr. Tommy Edwards will be glad to see him back again on the road after quite a long illness in St. Joseph's Hospital, London. Mr. Edwards has been Lucas, Steele & Bristol's Western representative for a number of years, and to-day there is not on the road a man who enjoys the confidence and respect of his customers more than Mr. Edwards.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100	words each	insertion, 1 year	$30 00
"	"	" 6 months	17 00
"	"	" 3 months	10 00
50	"	" 1 year	17 00
"	"	" 6 months	10 00
25	"	" 1 year	10 00

FOR SALE.

OLD established combined grocery, meat and liquor business, Hamilton; large and paying trade, and first class location. Splendid opportunity for a good man; satisfactory reason for retiring; the premises also for sale. Address P.O. Box 374, Hamilton. (9)

WANTED.

EXPERIENCED Salesmen with satisfactory references to take orders on liberal commission for high grade specialty for which there is an unlimited market. Apply with reference to Box 215, CANADIAN GROCER, Toronto, Ont. (6)

SITUATION VACANT.

WANTED — First-class grocery traveler for Kootenay District. Apply, giving age, reference and experience, W. H. Malkin & Co., Vancouver, B.C. (5)

SALESMAN throughout Canada wanted to handle high-class package candy specialty; liberal commission; exclusive territory. Manufacturing Co. of America, 1,230 Callowhill street, Philadelphia, Pa. (5)

BUSINESS CHANCES.

THE LOCATORS—W. B. Herbert, General Manager. The largest and oldest exclusive business brokers in the West. Address The Locators, 63 Merchants' Bank Building, Winnipeg.

GROCERIES, Clothing and Shoes, stock of four thousand five hundred, doing twelve thousand a year, at 95 cents for cash. This is a snap. The Locators.

GROCERY, Confectionery — Stock of twelve hundred, doing nine thousand yearly; rent forty per month; half cash. This is a good buy. The Locators.

GROCERIES and Hardware — About ninety miles from Winnipeg. Eight thousand stock; half cash. Can buy property also if desired. The Locators.

GROCERIES and Crockery — Doing twelve thousand on stock of three thousand; rent twelve dollars. Business can be doubled by hustler. Seventy miles from Winnipeg. Will take city property in exchange. The Locators.

WRITE for our new book and mention this paper. addressing The Locators, 63 Merchants' Bank Building, Winnipeg.

Successful Advertising—How to Accomplish It

By J. ANGUS MACDONALD—a volume of 400 pages packed full of good stuff for advertisers. Price $2 00.

Sent postpaid upon receipt of price.

TECHNICAL BOOK DEPARTMENT,
MACLEAN PUBLISHING CO., LIMITED, TORONTO.

Window and Interior Displays

Timely Hints and Suggestions

A CORNWALL GROCERY ESTABLISHMENT.

THE accompanying illustration shows the interior of one of the most complete and up-to-date grocery stores in the thriving manufacturing town of Cornwall. Its proprietor, R. Nicolls, commenced business there some four or five years ago, with a thorough knowledge of all details of the grocery trade, gained through long experience in Western Ontario.

Recognizing the fact that there was room in Cornwall to put this experience to good use he has demonstrated its thoroughness by a record of continued success. Mr. Nicolls is a firm believer in the adoption of modern methods to modern merchandising, and in compact handling of stock. A glance at the handsome interior reveals this fact very noticeably. Every line of goods handled is within easy reach, and is replenished as occasion requires, from reserve stocks in store.

Prominent among the fixtures are three unique revolving plate glass circular show cases for the display of high class confectionery, cigars, tobaccos, pipes, etc. Mr. Nicolls makes a feature of jobbing in biscuits and confectionery to smaller establishments, in addition to having a select and increasing family trade in which he devotes personal attention to teas. While not disdaining the package varieties he prefers to exercise his own judgment in the selection of bulk teas, very much, as he claims, to his own profit, and to the satisfaction of his customers, among whom "Nicolls' Teas" have become a synonym for excellence, and an example which others in the trade might advantageously follow.



R. Nicolls' Grocery Store, Cornwall, Ont.

BUILDING UP A COFFEE TRADE.

PERHAPS but few grocers have ever heard of Jenkins, and the methods by which he worked up a coffee trade in his own vicinity amounting to over one hundred thousand pounds a year. This, too, without any permiums, gifts, stamps or other inducements further than quality. It was not a cheap coffee either, thirty-five cents the pound to one and all alike.

Jenkins was a grocer—a progressive grocer. His store was bright, clean and up to date. His clerks were salesmen, not mere order takers. His stock was well assorted and attractively arranged. He was making money. Still he wasn't satisfied.

Jenkins had ideas and he was not afraid to carry them out. That may be the reason for his success, though he won't admit it.

I had heard of him and his coffee, so I took the trouble to look him up. My appearance must have pleased him for he treated me like a prince, and seemed very willing to give me all the information I desired. In fact I think he rather delighted in talking about his coffee.

"Just about four years ago," he said, "I came to the conclusion that we were not selling the amount of coffee that we should. To tell the truth, I didn't know much about coffee then. Green, one of the clerks, had handled this department ever since I opened the store. He used to do all the buying, and I thought he handled it in an intelligent manner. But I noticed that the receipts were growing smaller each week. Something was wrong. I transferred Green to another department, put a young man in his place, whom I knew was a hustler, and then made up my mind to find out what was wrong.

"One day a drummer was in the store. We got to talking about coffee, and in less than an hour he gave me more valuable information on this subject than I had ever heard before.

"The next day I sat down and figured out a little campaign by which we could increase this line of business.

"We had some attractive canisters, one, three and five pounds, for our coffee.

"I started advertising. I used a ten inch double column advertisement in all the local newspapers. This brought some returns, but not enough to satisfy me.

"Then I tried another plan. I put a coffee machine in the store and served

MAPLE SYRUP.

Our "Red Shield" brand is absolutely Pure Syrup. Sold bulk in bbls., half bbls. and kegs; also put up in all the regulation sizes of tins. Let us have your order for New Goods, to be shipped on arrival. Prices are right and quality of "Red Shield" always guaranteed.

WARREN BROS. & CO., :: TORONTO.

hot coffee free to all customers. Right away the sales began to increase.

"We next had ten thousand checks printed. Each check called for a sample cup of coffee free upon presentation at the store. There was one condition, however. Every applicant was required to fill in his or her address on one side of the cards. The checks were distributed all over the town, and for several weeks we had our hands full dealing out free coffee. But the pleasing feature was the way in which our sales were increasing.

"Perhaps it would be well to mention right here that to-day we give no free coffee whatever, but instead we keep three girls busy the year round serving delicious hot coffee, rich in flavor, for two and four cents a cup. We also serve teas and cocoas at the same counter. Our seven large coffee machines are in constant use. The profits from these sales alone are large, and they not only help the sale of our coffee, but they bring into the store people who otherwise would not visit us, and who frequently make large purchases in other departments.

"It was suggested to me that we try house-to-house canvassing. For this purpose I secured four young ladies who appeared to have ability in this line. Before I sent them out at all I gave them two weeks of instructions in the store. I had four sample cases made, each case to hold a small nickle-plated coffee machine, a cup and saucer, a jar of whipped cream, and a jar which contained loaf sugar and a can of ground coffee. With this apparatus the girl could go into any house or office and in from six to eight minutes serve a cup of hot coffee.

"I first sent them to the addresses on the checks we had given out for a free cup of coffee, after which we made a systematic canvass of the city and suburbs. The girls were required to send in a written report of every house they visited. If they failed to interest a party we would find some other method of getting their order. To-day there is hardly a person in the town who can afford to pay thirty-five cents for a pound of coffee that is not one of our customers. Most of them are regular customers who have given us orders to leave a certain amount of coffee each week.

"Once we get a customer we keep them, or at least try our best to do so. We have a system for keeping track of each and every customer. We enter their name and address on a card, together with the size of the family. Then we put down the amount of coffee delivered, together with the date. By this method we can tell about the quantity of coffee used. Should we fail to receive an order when we think it due,

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., 28 MARTIN'S LANE, CANNON STREET, LONDON, ENG.

JOHN LATHAM & SONS,
LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

JAMES MARSHALL,
ABERDEEN, - SCOTLAND.
Cables, Halcyon. Codes, A. B. C., 5th ed., Scattergood. Consignee for all kinds of Canadian produce. Personal attention and prompt returns guaranteed.

DAVID SCOTT & CO.,
Est. 1878. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of
CANNED GOODS.
T. A.—Scottish, Liverpool.

GRIFFIN & CULVERWELL,
Brokers, invite consignments of general produce, especially BUTTER, CHEESE, AND ALL FOOD PRODUCTS. Correspondence invited. References given. WRITE US.
139 REDCLIFFE ST., BRISTOL, ENG.

This space $15.00 per year.

WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England
We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER.
We sell cost, freight and insurance. Western Union Code.
LONDON, LIVERPOOL, GLASGOW.

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, APPLES, POULTRY.

E. BIERMANN & CO.,
FRUIT AND PRODUCE BROKERS,
5th Ed. A.B.C. Code,
CARDIFF, WALES.
APPLES AND ALL KINDS OF FRUIT AND PRODUCE.

This space $15.00 per year.

STOKES BROTHERS,
GENERAL MERCHANTS,
EXETER, ENGLAND,
Dealers in Eggs, Apples, Bananas, Potatoes and Fruits of all Kinds.
Correspondence solicited.

HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

Agencies Wanted for Britain.
—European and Canadian references and an extensive connection are points upon which I rely. CANNED GOODS, DRIED FRUITS, HONEY, PEAS.
A. S. DUFFUS, JR.,
9-10 St. Mary-at-Hill, LONDON, E. C.

THOS. BOYD & CO.,
28 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

This space $15.00 per year.

3 great lines of Hershey's

Hershey's Milk Chocolate, 10c. (BOX OF 24 OAKES, $1.75)

Hershey's Milk Chocolate, 5c. (BOX OF 48 CAKES, $1.80)

Hershey's Cocoa

(BOX OF 2 DOZ., 10c., TINS, 90c. THE DOZ.)

JOHN SLOAN & CO. Toronto Belleville

we send a salesman around to learn the reason. It is only by keeping after our trade in this manner that we are able to do the enormous business we now handle.

"Last year we sold the most of our customers a small coffee grinding mill so that they might grind their own coffee in small quantities as wanted. It was pointed out to them that this would make a big difference in the quality of their coffee. At first they didn't approve of this, but to-day most of our coffee is sold in the bean, the customers doing their own grinding.

"Then we had to educate them to the fact that they could not make coffee 'any old way.' We published a little booklet giving simple but practical instructions for making good coffee. After this we sold several thousand coffee machines of the French style to customers.

"By showing our customers how to make good coffee, we have induced them to use more coffee. All this increases our sales.

"We are constantly looking for new trade. Lately we have started to push the sale of a dollar tea. While this price seems too high for most people in this locality, the results so far have been very satisfactory and we hope to work up a large and constantly increasing trade.

"I don't think that grocers give the thought to pushing an article like coffee that is required. There is only one way to get trade—that is go after it."—New England Grocer.

SHOULD SHOW TRADE DISCOUNTS

In his latest report to the Department of Trade and Commerce, Ottawa, P. B. McNamara, Canadian commercial agent at Manchester, Eng., says it is a matter of great importance to English buyers that the catalogues of Canadian manufacturers should show the trade dis-



Make two blades of grass grow where one grew before.

By buying lines that are well known and have a steadily repeating sale, stock is worked off in half the time it takes for "the have to be pushed" goods, giving you the original amount of your purchase to invest again, and a good profit to bank. The right lines will make one dollar turn the profit of two in the same length of time. Michel Lefebvre Vinegar Works' products are standard goods. They got their quality reputation years ago. They make sales easily and fast. People will buy them when nothing else will do. They stand for business increases.



The two lines quoted are good examples.

BENGAL, 4-oz. Bottle, 3 doz. to case - - **$2.40** doz.
LION (small stock), 3 doz. to case - - **2.00** "

THE OZO CO., Limited,
MONTREAL.

N.B.—We have an illustrated Price Current of our products that is certainly worth the post card that will bring it.

CEYLON BLACK

We have special values in all grades from **11c.** up—write for samples.
Also full range of Teas of all other kinds. Mention the price you want; we have it

GREEN COFFEES—all kinds in stock.

JAMES RUTHERFORD & CO.

27 ST. SACRAMENT STREET **MONTREAL**

ACME TABLE SALT.

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, - Toronto, Ont.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

count if any is given, otherwise prices should be marked net less cash discount when allowed. Buyers in Great Britain are slow to move, and everything is carefully weighed up before a decision is reached. The question is often met in connection with Canadian manufacturers' catalogues "What trade discount is allowed," and in order to ascertain, correspondence ensues, delay occurs, and sometimes business is lost. Continental competition, especially German, is very keen in the Manchester district, in almost all kinds of wooden manufactures, and in order to get a foothold prices should be made as close as possible commensurate with profit.

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

S. H. Ewing & Son, Montreal, have some interesting lines of grocers' corks. They will be pleased to mail samples and quotations to the trade.

The N. K. Fairbank Co., Montreal, call the attention of the trade to their new "Fairbank Plan." Information will be gladly furnished to clerks and others interested.

White & Co., Toronto, received another car of California celery this week.

Warren Bros. & Co., Toronto, are offering the trade interesting values in their "Red Shield" brand of maple syrup.

The Canada Malting Co., of Toronto, is negotiating with the Winnipeg municipal authorities with a view to opening a branch of their business in Winnipeg.

Warren Bros. & Co., Toronto, received a car of new crop New Orleans molasses this week, which is of exceptionally fine quality.

The Eby, Blain Co., Toronto, have a snap in canned blueberries, solid pack, both 2s and gallons. Buyers will do well to place their orders early.

Dawson Bros. Commission Co., Toronto, are expecting the arrival of one car of navel oranges, one car of California celery, and a consignment of marmalade oranges.

The Eby, Blain Co., Toronto have a carload, consisting of Pacific coast cod, salmon and halibut, which is due next week. It contains several lines which are new to this market, but which, judging from the number of orders booked ahead, are sure to prove good sellers.

W. H. Millman & Sons, brokers, Toronto, have just received a carload of sugar and molasses from the Barbadoes government as sample lot. The goods have turned out very satisfactorily, the molasses being probably the finest that has reached Ontario for some time. Mr. Millman says this is only a forcrunner of a large business from this source.

The Eby, Blain Co., Toronto, have a carload of green Rio coffee due here this week, and are quoting at prices below the market.

NEW FRUIT BROKERAGE BUSINESS.

Frederic W. Elliot, fruit and produce broker and manufacturers' agent, has opened a warehouse at 88 Colborne street, Toronto, and will transact business with jobbers in carload lots. Mr. Elliot has had an extensive experience in this particular line of work, principally in New York. About a year ago he returned to Canada to join Dawson & Co., wholesale commission merchants, and represented them in both Eastern and Western Ontario. His beginning business on his own account is in keeping with his characteristic energy. Mr. Elliot will deal in California and southern fruits, and has already acquired several good agencies.

MAPLE SYRUP

You are losing money if you do not carry a full line of Cabinet Maple Syrup in store.

NOTICE——Some parties claim to have Cabinet Maple Syrup put up under other brands. This is a mistake. All genuine Cabinet Maple Syrup has our name, MONTREAL MAPLE COMPANY, printed on every label.

PACKED IN TINS

6 gallons wine measure,	$4.50	per case,
12 half-gal., "	4.80	"
24 quarts, "	4.80	"
24 pints, "	2.50	"
5 gal. tin, imp. measure,	4.00	"

Freight prepaid up to 40c. per 100 lbs., all freight charges over 40c. per 100 lbs. to be added to invoice, in three case lots and over.

If your jobber will not supply you with our goods, write to us and we will see that your order is filled.

Accept no substitutes. None genuine unless our name is printed on every label.

THE MONTREAL MAPLE COMPANY
MONTREAL, - - QUE.

Hard To Beat

Our Vanilla and Lemon Bar to retail at 10c. is matchless value, and if you haven't stocked it yet you're missing a good one.

Specialties:

Peanuts (Salted), 5c. pkg., quality, A.1., 24 to box, 80c. per box.
Jujube Dolls, 5-lb. boxes, 85c. per box.
Funny Men's Faces, 5-lb. boxes, 85c. per box.
Orange Slices, (Fancy), 6-lb. boxes, 90c. per box.
Pickanninies, 6-lb. boxes, 85c. per box.
1,000 Little Injuns, 5-lb. boxes, 80c. per box.

Also a full range of gross goods and other specialties.

Imperial Biscuit Co., Limited.
GUELPH, ONT.

GREIG'S
"White Swan" Brand
Prepared
COCOANUT

This branch of our business, like all our other departments, is up-to-date and modern in every respect.

Our White Swan guarantee stands behind every pound and means absolute satisfaction or money back. Our object in life is to make **dependable** goods.

We make the full range: Featherstrip, Shredded, Dessicated, etc., and pack in barrels, boxes, pails, tins and packages.

Inquiries for samples and quotations are cordially invited.

THE ROBERT GREIG CO., Limited
White Swan Mills——————TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

MOTT'S

"Diamond" Brand
and
"Elite"
Chocolates

ARE LEADERS THROUGHOUT CANADA AND SELLERS ALL THE TIME.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO JOS. E. HUXLEY WINNIPEG.

A TRADE WINNER FOR GROCERS.



The full flavor, the delicious quality, and the absolute **purity of Lowney's Cocoa** distinguish it from all others. It is a **natural** product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the nutritive and digestible product of the **choicest** Cocoa Beans. A quick seller and a **profit** maker for dealers.

THE WALTER M. LOWNEY COMPANY,
No. 447 Commercial Street, **BOSTON, MASS.**
CANADIAN BRANCH: 530 St. Paul St., Montreal

$10,000 $10,000

Ten Thousand Dollars in Gold will be spent by us during the year 1905 for advertising our different lines. We intend first to offer it to the Grocers of Canada.

Ask our Travellers how you can get your share.

LUMSDEN BROS.,

Wholesale Grocers and Manufacturers, - - Hamilton, Ont.

BISCUITS AND CONFECTIONERY

A DEPARTMENT FOR RETAILERS.

PURE FOOD SHOW IN MONTREAL

FOOD shows are one of the most effective means of directly bringing the qualities of goods to the attention of the consumer, and when such goods are judiciously advertised in journals closely in touch with the grocery trade, the benefit to the manufacturers from orders received through the regular trade is great. A lady will visit one of the Pure Food Shows and sampling and liking what is shown here will very frequently ask her own grocer for what has appealed to her taste. If the grocer has not the goods in stock he will look up his trade journal and if the goods are advertised therein nine times out of ten he will place an order for same with the manufacturer or the jobber. Pure Food Shows are trade drawers and are considered of the greatest value by the leading departmental stores of the country. The S. Carsley Co., Montreal, have for some seasons past at this time of the year given close and careful attention to their Pure Food department and under the efficient management of Mr. Foreman always had a most successful exhibition. This year's fair, which ran some two three weeks was a better arranged and better managed exhibition than even its good forerunners. Among the exhibits The Canadian Grocer noticed "Force." H. O. Co., Buffalo, N.Y.; the National Food Co.'s exhibit of "Shredded Wheat" and "Triscuit," was in charge of J. H. E. Davis, and attracted a good deal of attention; the Cowan Co., Toronto, looked after by E. Cowan, Montreal agent, and his staff had a well arranged and attractive booth near the main stairs, and certainly Canadian goods as exemplified in the Cowan Co. product, can hold their own; "Eagle" Baking Powder and Jellies, J. H. Maiden, agent, had a most creditable exhibit and the merits of the goods were demonstrated in a practical manner as a chef was kept busy preparing and baking tasty cookies and buns.

The largest exhibit was that of W. H. Dunn, whose two counters and booths contained examples of all that was good in the Pure Gold Co.'s products, jellies, jams, extracts, etc. Borden's Condensed Milk, Millar's "Paragon" Cheese, Libby, McNeill & Libby's Canned Meats and Bensdorp's "Royal Dutch" Cocoa, were all represented, for which lines Mr. Dunn is Montreal and Eastern Canadian agent. With such a selection it is easily understood that the booths attracted crowds, the decorations of the booths were conspicuously bright, the festoon and litho cards making a good background for the individual exhibit. The Ozo Co., Montreal, had on exhibition their well-known pickles, jams and jellies, and a most creditable arrangement met the eye. Next to the Ozo Co.'s booth was an exhibit of the Grocers' Trading and Mfg. Co.'s "Lorette" Maple Syrup and Sugars. In connection with the delicious pan-cakes supplied by the H. O. Co. in the next booth a good demonstration was given of the qualities of both syrup and "H. O. pan-cake flour." Lipton's Teas near the main door arrested the attention of the patrons and the cheering cup was appreciated. Opposite Lipton's the Bovril Co. had a very tastefully arranged department, the various styles of packages backed by the attractive lithographs of the company, making a fine show. Hot, nourishing Bovril was served by two young ladies and the comforting extract was much appreciated by visitors. The zero weather that prevailed during the first week of the fair was particularly good value to the merits of Bovril. C. M. Hodge, advertising manager of the Bovril Co., had charge of the company's exhibit.

In the centre of the large grocery department John G. Bauld, Montreal agent for the Eager Chemical Co., Halifax, N.S., exhibited Eager's "Wine of Rennet" and the excellent dishes prepared by the young lady in charge of the booth were a revelation to visitors. This article should win for itself a good place on grocers' shelves and require only proper demonstration to bring its possibilities to the front. The last exhibit noted was "Fairy Floss" candy by the World's Fair Candy Co., and the several handfuls that were served out to the scribe were as a lovely dream and just as evanescent. This is a new line of candy made by electricity and its description is impossible.

The entire exhibit was a credit to the exhibitors as well as to the S. Carsley Co., and its grocery manager, Mr. Foreman, and The Canadian Grocer's half hour there was a most enjoyable one. That the public were interested was evidenced by the crowds that patron-Canadian refined sugar.

Dearer Candy in New Brunswick.

Manufacturing confectioners in New Brunswick have advanced the price of penny goods five cents a box or ten cents a gross. Retailers will now sell these goods for twelve instead of ten cents per dozen. No advance has yet been made in the general retail price of box confectionery, and it is not likely there will be any unless a much more decided advance in the price of sugar occurs than has yet been announced.

Several of the leading Ontario confectioners have advanced the price of fancy confectionery from five to twenty per cent. owing to the high price ruling in Canadian refined sugar.

Confectionery Notes.

P. Hamm, of Hamm Bros., St. John, N.B., is contemplating the erection of a biscuit factory at Moncton, N.B.

The American Chicle Co. are about to erect a $35,000 chewing gum factory and chicle storehouse in Toronto.

The growing popularity of Lowney's Cocoa is now shown by the fact that the new factory at Mansfield, Mass., is working overtime to keep up with orders.

P. G. Armour is now representing The Walter M. Lowney Co. in the Maritime Provinces and is showing some very pretty new designs in fancy boxes.

The Walter M. Lowney Co. have a very handsome one-pound package put up especially for St. Valentine's Day.

The Easter packages put out by The Walter M. Lowney Co. are now ready. Photographs and prices of same will be mailed on request.

More Than Sentiment

is required to produce business success.

We appeal to every grocer for his support in advancing the sale of

Perfection Cream Sodas

because these Sodas are **matchless** for every good quality in soda biscuit making.

In addition, we are spending our money in advertising our Sodas to the public. No other biscuit manufacturer is helping you as we are. Therefore, we solicit business from you on substantial grounds.

Equalized freight rates.
3-lb. Cards or Tins.

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

NEW OFFICE IN LONDON.

A BRANCH office of the Commercial Department of the Canadian High Commissioner has recently been established at 73 Basinghall street, E. C., London, England. The need of a city office has been felt for many years, and the action of the Government in establishing an office of this sort in the heart of the city will be greatly appreciated by business men throughout London. The office is situated in the heart of the city, in what are known as the Board of Trade Buildings, and is in charge of Mr. Harrison Watson, who for some years has been curator of the Canadian section of the Imperial Institute. The rooms are on the ground floor with several large windows looking into Basinghall street. On each of these windows is a neat gilt sign likely to attract the attention of passers by, so that Canada will be permanently advertised in that section of the city.

Although the offices have only been opened up quite recently, Mr. Watson reports a large number of calls from business men and the amount of correspondence is growing in a very satisfactory manner. It might be mentioned that Mr. Watson attends only to commercial enquiries, and correspondence relating to all other matters should be addressed to Lord Strathcona's offices in 17 Victoria street, S. W., as before.

NEW SALT PLANT.

The new salt plant of the Empire Salt Co., Sarnia, Ont., consisting of pan-house, brine tank, store-house, etc., has been completed and will commence operations in a few days. The vacuum pan system is used and exhaust steam from the Cleveland saw mill will be utilized. Arrangements for a spur from the G.T.R. have been made as well as for shipments by water.

The assets of F. N. Marchand & Co., general merchants, St. Stanislas, have been sold.



Our Object

Is to make you think instinctively of

E. D. S.

Jams, Jellies and Sealed Fruits

(IN GLASS)

when the question of high grade goods is up.

Absolute Purity

is our one standard—for the present and for the future.

E. D. SMITH'S
FRUIT FARMS
WINONA, - - ONT.

We beg to advise the Grocers of the Dominion that we are making the finest **MILK CHOCOLATE** produced in the world, and are using pure Canadian Milk.

COWAN'S COCOA (Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., LIMITED, TORONTO

THE GROCER WHO DOES NOT SELL

VAN HOUTEN'S COCOA

DOES NOT SELL THE BEST COCOA

THE CONSUMER WANTS THE BEST COCOA

The grocer who recommends always Van Houten's will not impair his reputation for good judgment.

Van Houten's is the highest priced Cocoa on the market, but the *cheapest in use.*

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - - MONTREAL

"Irresistibly Delicious!"

PETER'S
THE ORIGINAL
MILK-CHOCOLATE

One taste will make a Peter eater!

MADE IN VEVEY, SWITZERLAND—FOR EATING ONLY.

A Quick, Steady and Profitable account for any dealer.

Send for a Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

WINTER and SUMMER
SPRING and FALL

—are all the same as regards



Borden's



"Eagle" brand Condensed Milk and
"Peerless" Evaporated Cream

They are sellers all the time.

WILLIAM H. DUNN, - MONTREAL

JOS. IRVING, 92 Wellesley St, TORONTO.
ERB & RANKIN, Halifax, N.S.
SCOTT, BATHGATE & CO., Winnipeg, Man.
W. S. CLAWSON & CO. St. John, N.B.
SHALLCROSS, MACAULAY & CO., Victoria and Vancouver, B.C.

old reputation

Attention!

old reputation

The BEST of Swiss Milk Chocolates

KLAUS'S
CHOCOLATES

are now introduced in the Canadian Market.

(Klaus's Chocolates were awarded the Gold Medal at the Glasgow Exhibition.)

Wholesale Depot for Canada:

Canadian Swiss Trading Co.
17 ST. JOHN ST.,
MONTREAL.

Marmalade Oranges,
California Washington
Navel Oranges,
Florida Oranges,
Tangerines

McWILLIAM
Mc. AND E.
EVERIST

TORONTO, - - ONTARIO

California Celery,
Pine Apples,
Messina and Palermo
Lemons

Send in your orders.
Will give you satisfaction.

The
DAWSON Commission Co., Limited
FRUIT, PRODUCE AND
COMMISSION MERCHANTS.
Cor. Market and Colborne Streets. TORONTO

DRIED APPLES

We pay highest market prices for bright dry quarters and make prompt remittance.

The W. A. GIBB CO.
Packers and Exporters
5 and 7 Market St., HAMILTON

Marmalade Oranges

Our first shipment of Marmalade Oranges will arrive this week.
Sizes—160s, 200s and 240s.
Get your order in early.
Send for Samples of our Navels.

HUSBAND Bros. & Co.
Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO.

GREEN FRUITS

Banana Lore.

FIFTY years ago bananas in New York were as much of a novelty as an elephant would be in Lapland. The 10,000,000 bunches of the yellow fruit which now are pouring into the United States every year were not to be found at that time even in the West Indies and Central America, where a shrewd Yankee trader "discovered" the succulent fruit. Such bananas as New York did see were from Florida.

• • •

It was about fifty years ago that the British Parliament passed an act to equalize the sugar duties on British and foreign productions. The result of this act became known throughout the British colonies as the "sugar crisis." The West Indian islands had cultivated every acre of their available land in sugar cane, and presently things came to such a pass that the planters abandoned their estates, and the islands that had once been gems in the British crown became barren reproaches to the Government.

Into these island paradises, where only finance and men were vile, one Sunday morning there sailed in a small trading schooner the shrewd Yankee trader already referred to. While the natives were in church at one of the Greater Antillean islands, he surveyed the coast and saw the bananas, which at that time were used for fattening pigs.

Capt. Bush was the name of that man. He sent word to the people ashore that, as he hated to go back to America without a cargo, he would load up with bananas, which would "do for ballast, anyway." For the trouble of cutting the bunches and bringing them aboard he offered something like 5 cents a bunch. So poverty-stricken were the people just at that time that they rushed helter skelter from church to cut bananas for Bush. It is even handed down in banana history that the clergyman folded up his sermon, and—well, the poor man had a small grove of bananas around his own rectory! That was the beginning of the banana trade, which at the present time imports into the United States 10,000,000 bunches per annum. Bush's first experiment was a huge success.

Unfortunately, the pioneer and his vessel were lost at sea. Then came a Boston skipper, named Baker. He, with his schooner, had more success. Presently the West Indians were toiling on the abandoned estates, planting bananas; later on one schooner became ten schooners, ten schooners became a dozen steamers. A great fruit company sprang up, with Baker at its head. In time other companies sprang up. But that is all banana history and dry as dust compared with the romance of the banana itself.

• • •

The typical banana plantation is snugly laid out in a beautiful, fertile valley watered by a river and walled in by mountains clad in an evergreen mantle of the thousand and one plants of tropical luxuriance. Here and there occur stretches of pasture land, lending bright contrast to the denser green of the forest. On those hillside meadows one can see steers, mules, and horses dotted here and there, and lazy cattlemen in the shade of the breadfruit trees. All around wave the bannerlike leaves of the banana forest, whence come the metallic "clink" of hoes wielded by bangle-decked coolie girls, while near by a gang of men are engaged in the more laborious work of forking roots under a blazing sun for 30 cents a day. In the distance arise the faint calls of the cowboys as they drive the yoked oxen before the plowman's blade, while a nearer sound is the splashing of a native washerwoman at some cool nook by the river.

• • •

The bananas are planted in fifteen square "pieces" of ten acres each, a total of 150 acres. The plants flourish at a distance apart of twelve feet, (although the distance varies,) i.e., 275 bananas to the acre, 2,750 to each ten-acre "piece," and a grand total of 41,250 banana roots to the plantation.

Barring all special acts of Providence, relying upon the fertility of the soil, and allowing for all accidents of ordinary weather and ordinary handling of a delicate fruit, an ordinary-sized banana plantation yields 35,000 medium-sized bunches of fruit per annum.

No doubt this sounds very much as if there is a fortune to be made in the cultivation of bananas. There certainly is money in the enterprise, but many forces must be reckoned with in calculating return of a fortune. Even a gust of wind, lasting only a few seconds, may do enough damage among the strangely fragile trees to make the colonial receivership in bankruptcy no sinecure.

But when a lucky year does come, the man who has money in bananas can estimate a return of from 50 to 100 per cent. when the banana market is in good shape, for the outlay is only about $50 per acre, against a possible return of even $150.

But even the big banana ship company has its own troubles. Ever since Bush brought the first cargo of fruit, half rotten, to this country, the problem of preserving the fruit on the voyage has been a trying one. Even now it is more or less a gamble—the carriage of bananas on a five or six day voyage.

The temperature from Watling's Island, in the Bahamas, to within 100 miles of Cape Hatteras does not drop much, but at Hatteras the trials of the supercargo with a shipload of bananas begin.

Up to this point the hatches are kept open to permit a free current of cool air through the ripening bananas. With heat they ripen quicker, but with too much cold the fruit "chills," ripens with difficulty, and is almost unpalatable in the end.

Consequently, great care has to be exercised at Hatteras, where the great climatic change takes place.—N. Y. Times.

Vegetable Growers' Combine.

The vegetable growers of the Niagara district, in conjunction with the Hamilton district growers, have formed a combination, binding themselves not to sell tomatoes to the canners for less than 30c. per bushel this year. Heretofore the price has been 25c., but the growers say they cannot continue to grow tomatoes any longer at this price, and have any profit. The farmers declare that rather than sell tomatoes for 25c. they will plant their ground in something else this year. The outcome of the situation will be awaited with interest by the trade.

The West Lake Vegetable-Growers' Association has been formed in Prince Edward County, Ont., with A. P. Hyatt as president, M. M. Hicks as treasurer, and J. M. Tubbs as secretary. The association has decided to demand from canners this season 30c. per bushel for tomatoes, $8 per ton for green corn, and $40 per ton for green peas, as they come from the vines. The canners are prepared to concede to the price in corn and peas, and the only difference now is in regard to the price of tomatoes. If the demands of the growers are not met on this point an effort will be made to secure joint action with the growers of Prince Edward and Wentworth counties for the purpose of bringing combined influence to bear upon the canners.

Frost Ruins Fruit.

The heavy frost of Jan. 25, in Florida, is thought to have destroyed all citrous fruits on trees excepting in the extreme southern part of the state, the total destruction being placed at 300,000 boxes. It is feared that trees in the Jacksonville section are injured, if not killed. Orange trees in the northern section of the state will also be badly damaged.

At the recent meeting of the Victoria, B.C., Fruit-Growers' Association, the question of the establishment of a local factory for canning and preserving fruit was discussed.

NAVEL ORANGES

We cannot emphasize too much the excellent qualities of our

"Bronco Brand" Navels

GENERALLY ACCEPTED AS THE STANDARD

Note these special prices for this week:

"Bronco Brand" Extra Fancy Redlands Navels, all sizes, $3 00 box.

"Golden Gate" Extra Choice Redlands Navels, $2.75 box.

MARMALADE ORANGES

Our first car has arrived. Send for Price List.

WHITE & CO., FRUIT, PRODUCE AND FISH Toronto

"SIGNAL"

You can recommend this brand of Oranges to your Trade. It will give the most exacting customer you have Satisfaction.

FRUIT BROKERS Main 5672

THE "SIGNAL"

STEWART FRUIT CO. CALIFORNIA

61 Front E. Toronto

W. B. Stringer & Co.

DIAMOND BRAND MAPLE SYRUP

Not the lowest price, but the highest quality.

SUGARS LIMITED

MONTERAL.

IT Saves Time and Worry By Ordering From us What you need in

FANCY ORANGES, LEMONS, ETC.

Knowing You will get Quick Service and

HUGH WALKER & SON, GUELPH, ONT. QUALITY AND PRICES RIGHT.

TRADE MARK

This design a guarantee of quality.

FIBRE WRAPPING PAPER

STRONG TOUGH AND STIFF

Will Carry All Kinds Of Packages Safely to Destination

WRITE US FOR SAMPLES AND PRICES

CANADA PAPER CO. LIMITED Toronto Montreal

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886

BATH BRICKS

Those made by McDOUGALL are peerless. Insist upon having them.

D. McDOUGALL & CO., Glasgow, Scot.

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

27 St. Sacrament Street, Montreal

Tel. Main 778. Bond 28.



Try the New Flour.

Sturgeon Falls,
January 19th, 1905.

MESSRS. THE OGILVIE FLOUR MILLS CO
Winnipeg, Man.

DEAR SIRS :

Just a word about your Royal Household flour. My customers are highly pleased with it, say, as long as the flour keeps as good as it is at present, they will use no other. I have sent out several small lots for a trial and it always brings me a sale of more.

Yours truly,

(Signed) S. G. W. HOLDITCH.

THE OGILVIE FLOUR MILLS COMPANY, Limited
MONTREAL, WINNIPEG

IVORINE
COLD WATER
STARCH

Do You Try

to get your Customers to use the very best things? You should. If you do you will get them to use **Ivorine** Cold Water Starch.

Your Wholesaler Provides It.

St. Lawrence Starch Co., Ltd.
Port Credit, Ont.

Shredded Wheat
...AND...
TRISCUIT

NEW PRICE LIST

SHREDDED WHEAT

Per Case, Containing 50 Cartons, $5.25
" 1-2 " " 25 " 2.75

TRISCUIT

Per Case, Containing 30 Cartons, $3.00

1 per cent. 10 days, net cash 30 days.

FOR SALE BY ALL WHOLESALE GROCERS

FLOUR AND CEREAL FOODS

Will Wheat be Higher?

THERE is probably no question at the present time more interesting to the community at large than the above. It has a direct bearing on the price of bread which is such an important item in the living expenses of a large portion of our population, especially in the towns and cities of Canada.

Bakers say the price of bread is now too low considering the cost of manufacture, and that any further rise in the price of flour will compel them to advance the price of bread. As the price of Ontario wheat is now as high as it has been on this crop, and Manitoba wheat is higher than for a long time, indications point to an advance rather than any reduction in the price of flour unless wheat declines—But will it?

As far as Canada is concerned, prices are as high, if not higher, than the legitimate conditions here or in our natural market, Great Britain, warrant; as neither wheat nor flour can be exported at a profit on the present prices, but legitimate, or rather we should say usual conditions do not appear to rule this year.

On Friday and Saturday, Jan. 27 and 28, telegrams from Washington and Chicago stated that Manitoba wheat to the extent of 6,000,000 bushels would be admitted free to supply the Spring wheat farmers with seed. Should this take place, and it is not at all improbable when you consider the poor quality of wheat grown in the Northwestern States last Fall and that a change of seed is highly desirable under ordinary conditions, it would certainly force the price of Manitoba wheat considerably higher. It is very doubtful if there are 6,000,000 bushels of No. 1 and No. 2 Northern wheat left in Manitoba and the Northwest, and these are the grades best suited for seed. No doubt a considerable quantity of No. 3 Northern would be used for this purpose also, as it is said the Manitoba No. 3 Northern is better quality this year than the No. 2 Northern grade in Minnesota and Dakota.

As the total quantity of all grades still available for export is only estimated between seven and ten millions by the most optimistic Western grain men, the taking of even 3,000,000 bushels for seed purposes to the United States would undoubtedly cause a sharp advance in prices, temporarily at least, and stop our export business with Great Britain unless foreign markets advance also.

The granting of the request of the American millers to permit the mixing of Manitoba wheat with their native wheat in the making of flour for export, also has a most important bearing on this question. The information available on this point is very contradictory. The Chicago Herald on Saturday of last week had a lengthy despatch from Washington tending to prove that there is no possibility of this request being granted, while the Canadian dailies published on Monday, Jan. 30, a direct despatch from Washington saying that Attorney-General Moody had drafted his opinion for Secretary Shaw, that it was quite within the law to permit the payment of the drawback of 99 per cent. of the duty on the Canadian wheat ground and exported in this manner. If this is correct it will cause a decidedly increased demand for Manitoba wheat from mills in the United States if prices remain at or about their present level, but any advance in price would put it above an export basis and prevent the American mills buying the wheat for the manufacture of export flour.

There are a number of other factors which will have a direct bearing on the price of wheat, but we will have to leave them to be dealt with in a future article.

The Grain Situation.

THERE have been no startling developments in the grain situation for the week under review. Manitoba wheat is ruling a little firmer than last week, and a moderate amount of trading in May wheat is reported at a higher level of prices. Grain receipts at Winnipeg are reported to be about the same as last year. The proposal to admit seed grain into the United States free of duty will doubtless have the effect of stimulating the Manitoba market.

Oats are firmer in Ontario, prices now being in the neighborhood of 38c. a bushel. This is owing to the failure of the crop in Quebec and the Maritime Provinces, and the consequent movement of part of the Ontario supply to these districts. A further appreciation in values is regarded as certain, due to the scarcity, and it is thought in some quarters that there will be no more than sufficient for home requirements between now and next crop. Should this be so, there will be little or no business for export from this out. A year ago sales of car lots were made at 5½c. per bush. under present prices.

On the other hand, New York oats are selling at about 31c. a bush. They have not been able to compete to any extent in the Canadian market owing to the protective duty. American farmers and millers have succeeded, however, in entering the English market with their grain and oatmeal. Failure of the Fall wheat crop in Southern Ontario has made its entire crop necessary for home consumption, and as a result, Ontario's wheat exports to England have been small.

The English wheat market is improving and prices have advanced in consequence of Broomhall's latest report in which he reduces his estimate of the probable Argentine surplus of wheat for export from 96,000,000 bush., to from 81,000,000 to 86,000,000 bush, and his estimate of Australia's surplus from 28,000,000 to from 5,000,000 to 15,000,000. Well-informed London firms also now reckon the Argentine wheat surplus at 20 per cent. less than last year's (93,500,000 bushels were shipped in 1904).

The shipments of wheat to Europe from the principal exporting countries for the week ending Jan. 30, as compared with those for the corresponding week of 1904, were as follows:

	1905.	1904.
America	1,102,000	2,908,000
Argentina	1,640,000	1,304,000
Australia	1,216,000	1,176,000
Danube		40,000
India	1,920,000	480,000
Russia	2,408,000	3,408,000
Totals	8,286,000	9,316,000

The quantity of grain on passage to Europe during the week ending Jan 30, 1905, was as follows: Wheat, 29,120,000 bush., as compared with 27,600,000 bush. the previous week. Corn, 16,240,000 bush., as compared with 18,400,000 bush. a week ago.

Visible supplies of wheat in the United States and Canada on Jan. 30, 1905,



Hush! Don't Look

You've been there yourself, perhaps, and it's all right. Just talking over house-keeping plans. He wants

Orange Meat

and so does she. So both are happy.

This breakfast food has a flavor sweet, fruity, rich. There is something to it, and the way it is put up, keeps the air and dampness out. No wonder the grocer has to order it so often.

The Frontenac Cereal Co.
Limited.

KINGSTON, ONTARIO.

were 39,387,000 bush, an increase for the week of 4,000 bush. Visible supplies of corn and oats were 11,682,000 bush. and 18,888,000 bush., an increase of 170,000 bush., and a decrease of 463,000 bush., respectively.

The total amount of wheat in sight on Jan. 30, consisting of the visible supply and the quantity on passage, was 68,507,000 bushels, against 66,983,000 the previous week, 65,840,000 last year, and 71,087,000 in 1903. The total amount of corn in sight on the same date was 27,992,000 bushels, against 29,912,000 last year, and 16,130,000 in 1903.

British Market for Foodstuffs.

THE magnitude of the British market for foodstuffs makes one of Canada's greatest opportunities. Many other countries are our rivals, the United States being the one chiefly to be considered. No effort will be spared by our neighbors to retain their hold on the British market. The movement on the part of the United States millers to secure the privilege of grinding Canadian wheat in mixture with domestic wheat for export and yet of obtaining a drawback of duty, is but one manifestation of the enterprise and energy Canadian exporters will have to meet.

The following table prepared from British official publications shows the quantities of breadstuffs imported into the United Kingdom during the calendar year of 1903 and the amount supplied by the United States:

	All countries. Bush.	United States Bush.
Wheat	164,511,200	46,662,737
Barley	64,665,067	6,152,153
Oats	50,660,599	2,055,477
Rye	2,302,370	788,164
Buckwheat	308,008	26,615
Peas, split	3,270,856	325,573
Peas, other	145,160	7,951
Beans, haricot	.....	.....
Beans, other, including split	.....	.....
Maize	100,198,656	37,352,020
Rice and rice meal and flour*	519,678,776	....
Wheat flour†	11 568,175	9,270,651
Ootmeal*	43,628,928	26,176,864
Maize Meal*	66,126,592	55,382,912
Starch and farina*	159 355,392	43,290,464
Bran and pollard*	30,482 032	1,156,288

* Pounds. † Barrels.

Beans are apparently not imported at all. In all the other articles, except maize and its products, Canada should be able to compete successfully with the United States.

Future of Canadian Wheat.

C. E. McPherson, general passenger agent of the C.P.R. for lines west of Fort William, predicts that in ten years the United States will buy Canadian wheat for home consumption.

"We are increasing our yield of wheat by leaps and bounds, while in the American Northwest the wheat production is growing less. It is easy to see what will happen. Some of these days the United States will need wheat it cannot grow, and Canada will have the wheat to sell."

Split Rates for Cereals.

An endeavor is being made to secure a split freight for the products of the American Cereal Mills, Peterborough, which have been partially closed for the past two months. The Peterborough Board of Trade is asking the boards in all the leading cities to co-operate with them in securing from the railway companies a split rate for all cereals manufactured in Canada. Even the partial closing down of the American Cereal Co.'s mills in Peterborough means a loss to the town of $100,000 annually in wages, as the company employ some three or four hundred hands regularly.

Australian Wheat Harvest.

According to latest reports Australia has thoroughly recovered from the effects of last season's drought, and it is expected that the season's harvest will result in a surplus of 5,000,000 bushels being available for export.

The Australian Government statistician, T. A. Coghlan, has completeh his estimate of the wheat harvest, which he describes as follows: "Having completed the compilation of the returns relating to the wheat harvest, I am now able to furnish an estimate of the probable returns for the various divisions of the state. The total yield is estimated at 16,121,000 bush., or 10.2 bush. per acre, which is slightly in excess of the last decennial average (9.9 bush.). The actual figures, as returned by my reporters, amount to considerably more than this total; but as they are based mainly on the returns now being obtained I have reduced the estimate to allow for the losses which so often occur in harvesting the late crops. Still, if the conditions of harvesting are specially favorable, I should not be surprised to see the actual returns reach 17,000,000 bush. A considerable quantity of the wheat is pinched, but, after allowing 8,000,000 bush. for home consumption and 2,000,000 bush. for seed, some 5,000,000 bush. of this season's crop should be available for export, and I am now taking steps to ascertain what stocks of old wheat are still held in the country."

Cereal Notes.

The Pure Food Bill now before the United States Senate at Washington is being strenuously opposed, principally because of its indefinite and indeterminate character.

Arrangements have been completed for the shipment of 50,000 bush. of grain, mostly oats, from Winnipeg to Japan within the next few weeks.

The flour mill and elevator, at Treherne, Man., known as the Treherne Roller Flour Mills, was destroyed by fire on Jan. 24; loss about $15,000.

W. F. Forrest is about to erect an up-to-date grist mill at Atwood, Ont., to cost $11,000, and has already signed a contract with the Stratford Mill Building Co. for a complete outfit of modern mill machinery.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.



In 1-lb. and 2½-lb. pockets



In 1-lb. and 3-lb. pockets.

Pocket Rice

In 100-lb. Bales—(100, 1s; 33, 3s.)

Order a bale from any of the following Distributors:

TORONTO	HAMILTON
Eby Blain Co., Limited	Balfour & Co.
Davidson & Hay, Limited	W. H. Gillard & Co.
Warren Bros. & Co.	Lucas, Steele & Bristol.
James Lumbers	

LONDON

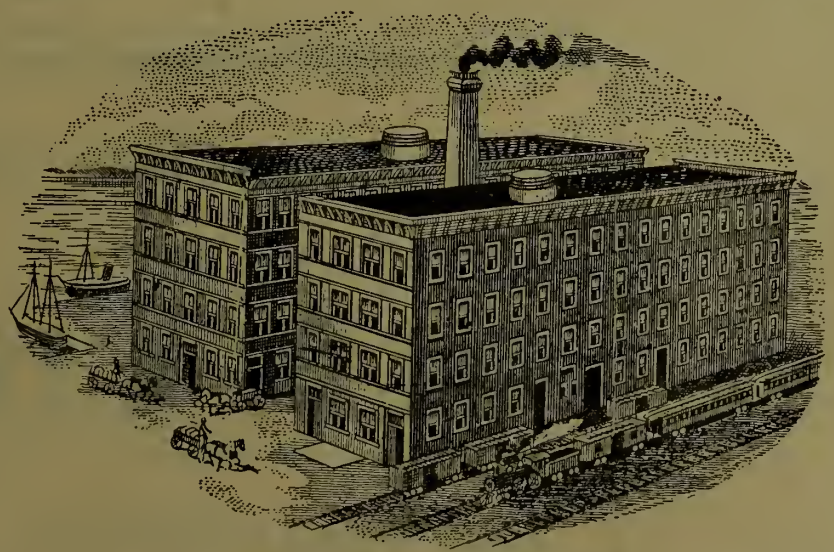
A. M. Smith & Co.	E. Adams & Co.
Elliott, Marr & Co.	Lind, Kerrigan & Co.

ORME & SUTTON RICE CO.,
MILLS: NEW ORLEANS.

104 WALL STREET NEW YORK
BRANCH OFFICES: Philadelphia, Bourse Bldg. Toronto, J. S. Donaldson & Co., 50 Front St. E.

We beg to call the attention of the trade to the fact that we have the most modern machinery for manufacturing the following goods:

Rolled Oats
Gran. Wheat
Gold Dust
Family Oatmeal
Ground Wheat
Sd. and Gr. Oatmeal



Pot and Pearl Barley
Ground Oats
Flaked Wheat
Split Peas
Pea Meal
Ground Corn
All kinds of Feed

Consequently the goods are the best in the market.

PHONE, WIRE OR WRITE US FOR QUOTATIONS. PROMPT DELIVERY IN MIXED CAR LOTS OR OTHERWISE. LETTER ORDERS A SPECIALTY.

WM. McCANN MILLING CO., OFFICE and MILLS FOOT JARVIS STREET Toronto

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Tobacco Trade of Canada.

DURING the fiscal year 1904 the people of Canada took from the producers 13,160,000 pounds of home manufactured tobacco, or about 1,200,000 pounds above the average of the four previous years. Canadians seem to have smoked also 180,000,000 Canadian cigars, or nearly one hundred for each adult male in the country. Only about 9,000,000 cigars were imported, or about five per cent. of the whole number sold. Half the smokers in Canada will, perhaps, think they were supplied out of this five per cent. It will also surprise the smoker of imported cut tobacco to know that while the people of Canada smoked 13,000,000 pounds of tobacco manufactured in Canada, the quantity imported was only about a quarter of a million pounds, or two per cent. of the whole.

To produce the tobacco manufactured in this country 8,110,800 pounds of raw leaf tobacco was imported, paying an excise duty of 25 cents per pound. With this was used 2,995,000 pounds of Canadian tobacco and 1,550,000 pounds of "combination tobacco." Roughly speaking, between one-quarter and one-third of the tobacco sold in Canada is from Canadian leaf. Of the cigarettes sold in this country only about four per cent. are imported. A few millions of those made in this country are the product of Canadian leaf.

In 1904 there was an increase in imported tobacco leaf and a decrease in the use of the home grown product. In addition to other material, 3,334,000 pounds of raw leaf tobacco "and other materials" were sold in Canada for the manufacture of cigars. Most of these were made of imported goods. Only 2,015,000 out of more than 180,000,000 were wholly composed of Canadian leaf. A combination of native and foreign leaf was used for 7,221,000 cigars. But apparently ninety per cent. were made of foreign raw material.

Anti-Coupon Bill.

A bill aimed directly against the premium exchange system has been introduced in the California State Legislature. Its provisions are as follows: To prohibit the selling or exchange of property under the representation advertisement, or inducement that an unidentified, unknown, unselected or chance prize, premium, or trading stamp, stamps, coupon or other like device entitling the holder to receive such a prize or premium is to be part of the transaction, or the selling or exchange of any trading stamp, stamps, coupon or other like device to aid in the sale or exchange of property or the redeeming of any such trading stamp, coupon, etc. The Canadian tobacco trade will be interested in this original point of attack on the premium system, namely, the uncertainty regarding the nature of the prize to be got, which it is contended imparts to it the character of a gamble.

Insurance for Tobacconists.

A novelty in the cigar business which is being introduced by the United Cigar Stores Co. is a system of insurance for employees. The company undertake to issue and pay the premiums for every one of its employees whose salary is less than $2,500 a year, paying the premium so long as he is in their employ. The amount of the policy will be his salary for one year, provided this is not less than $1,000. In cases where the salary does not reach this figure the policy will still be $1,000. The object of this innovation is, of course, to provide for the widows and children of men who die when in the company's employ. Cigar salesmen are not usually particularly provident, and more than once salesmen of the company have died leaving their family totally unprovided for.

News of the Trade.

McBride & Co.'s cigar store in Collingwood, Ont., was destroyed by fire on Jan. 24; loss estimated at $2,500.

G. T. Matthews, of Moncton, N.B., traveling representative of the Dominion Tobacco Co., Montreal, is dead.

N. Michaels, manager for Grandas Hermanos y Ca, tobacco manufacturers, Montreal, returned from Cuba last week, where he has been in the interest of his firm. Mr. Michaels has since left for the North-West and Pacific Coast.

J. Bruce Payne, of J. Bruce Payne, Ltd., tobacco and cigar manufacturers, Granby, Que., returned this week from a trip to Cuba. He was accompanied by H. Gagnier and W. H. Steele, of the W. H. Steele Co., both of Toronto.

Andrew Wilson & Co., wholesale tobacconists and cigar manufacturers, Toronto, celebrated their twenty-fifth business anniversary on Jan. 21. The event was the occasion of a presentation and banquet tendered A. Wilson by the traveling and office staffs and factory executive of Andrew Wilson & Co.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

They have to sell, and if you find yourself "stuck" with them, send them back.

Money back

is Payne's way. If at the end of 3 months, you have any of our cigars unsold, and want your money back, say so, and you get it.

Payne's Cigars

PEBBLE—5 CENTER. **PHARAOH**—10 CENTER.

No wonder

we are adding account after account on such terms.

Send your order to us by mail for 1,000 assorted as you direct.

J. Bruce Payne
Limited
Granby, Que.

Feb. 3, 1905

Average Britons reverence pedigree.

Average Americans, performance.

The highest Britons, ancestry.

The highest Americans, achievement.

—Joseph Cook.

What Joseph Cook says

is all right.

T. & **B.** Smoking Tobacco has pedigree, performance, ancestry and achievement to its credit.

—No wonder its sales multiply.

GEO. E. TUCKETT & SON CO., Limited, Hamilton, Ont.

King Buffalo Cigar

A Cracking 5-center.
Liberally Advertised.
We send a great variety of advertising matter to help you sell it. $35.00 per M.

Mention The Canadian Grocer when Ordering

We prepay Expressage on Sample Orders when Cash Accompanies Order.

Canada Cigar Co.,
Makers
LONDON, - ONTARIO

The Chamberlain Cigar

The best value in Canada! Sold the world over! It will help your trade tremendously! Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO
J. M. FORTIER, Limited,
MONTREAL.

MANUFACTURERS OF
Cigarettes and Cut Tobacco.

Your Customers

will like them just as the customers of other grocers have liked them.

McALPIN'S TOBACCOS

have a flavor that catches the fancy of the tobacco user, and he won't have any other make. And there's more money in them than in other makes for the grocer.

Freights And Charters

BUSINESS is better in freights. Plenty of grain and provisions are being shipped. By far the largest business is being done from Portland as may be readily proven by the manifests of steamers which have sailed. For instance, last week the big Dominion Liner Ottoman sailed from Portland with 40,000 bushels of wheat and other grain, also 3,189 sacks of flour, 1,375 boxes of cheese, 2,972 packages of provisions, 369 cases bacon, and 1,465 packages lard.

boxes of cheese, also 2,422 bales of hay. These cargoes only act as barometers to show the immense trade that Canada is doing. One steamer went to Liverpool and the other to London.

Allan SS. Hibernian sailed for Glasgow with an immense cargo; in fact, very much larger than the mail boat, the Corinthian, of the same line, took from St. John, N.B., verifying what the Allan Line officials complained about early in the

SWEET CAPORAL



CIGARETTES
STANDARD OF THE WORLD
Sold by all Leading Wholesale Houses.

BERTH QUOTATIONS--St. John, Halifax and Portland

The undernoted rates from West St. John are subjected to 5 per cent. primage additional.

Description.	Liverpool.	London.	Bristol.	Glasgow.	Manchester.	Dublin and Belfast.	Capetown and Port Elizabeth.	Leith.	Aberdeen.	Cardiff.	Hamburg.	Havre.
Oil Cake	* 5/	‡ 5c	‡ 9c	‡ 6c	* 5/	*11/6	*12/6	.....	.....	.....	.....	.....
Sack flour	* 5/	‡ 5c	‡ 9c	‡ 7c	* 5/	*12/	*12/6	.....	.....	.....	.....	.....
Canned meats, fish	* 7/6	*12/6	*15/	*12/6	*10/	*15/	*15/	.....	.....	.....	.....	.....
Provisions	* 5/	*12/6	*15/	*12/6	* 5/	*17/6	*15/	.....	.....	.....	.....	.....
Tierces lard	* 5/	*12/6	*15/	*12/6	* 5/	*17/6	*15/	.....	.....	.....	.....	.....
Pail lard	* 7/6	*17/6	*20/	*17/6	* 7/6	*20/	*20/	.....	.....	.....	.....	.....
Butter	*15/	*25/	*25/	*30/	*15/	.....	*80/c.s.	.....	.....	.....	.....	.....
Cheese	*10/	*20/	*20/	*25/	*10/	.....	*80/c.s.	.....	.....	.....	.....	.....
Eggs in c. s. (meas't)	*10/	*15/	*15/	*15/	*10/	.....	*40/c.s.mt.	.....	.....	.....	.....	.....
Clover seed	*10/	*10/	.....	*15/	*10/	*15/	*15/	.....	.....	.....	.....	.....
Cotton	‡15c	.....	.....	.....	‡15c	.....	.....	.....	.....	.....	.....	.....
Apples, per bbl	2/	2/	2/6	2/6	2/	31/	10/c.s.	.....	.....	.....	.....	.....
Meas't goods	†Fine20/ 7/6	.....	†Fine20/ 12/6	†Fine2/ 12/6	†Fine2/ 10/	†12/6	†15/	.....	.....	.....	.....	.....
Leather sole	*20/	*25/	*25/	*30/	*20/	*22/6	*25/	.....	.....	.....	.....	.....
Leather finish	*15/	*20/	*20/	*20/	*15/	*17/6	*20/	.....	.....	.....	.....	.....
Lumber, hard	* 8/	‡10¼c	*12/6	*14c	* 8/	*15/	*15 m't	.....	.....	.....	.....	.....
Lumber, soft	* 9/	‡12c	*15/	‡16c	* 9/	.....	*17/6 m't.	.....	.....	.....	.....	.....

* Per ton 2,240 lbs. † Per ton of 40 cubic feet. ‡ Cents per 100 lbs. without primage.

The above is for general information only. These rates liable to change without notice and are therefore **Subject to Confirmation.**

When ocean charges are collectable at port of destination, rates exchange on basis of $4.80 to £1 sterling. When ocean charges are prepaid, rates exchanged on basis of $4.86 to £1 sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option prompt advice will be facilitated by informing us of the relative weight and measurement of the mdse. when applying for rate. It is also necessary to know shipping point and on whose account engagement is to be made. All contracts subject to confirmation.

This would indicate that business is picking up all over, and is especially encouraging in view of the extreme weather and the difficulty experienced in all kinds of transportation. On this very steamer there were 4,712 barrels of apples, and one remarkable shipment of 1,493 pieces of maple blocks.

Donaldson Line SS. Cervona, another large boat, carried away 40,000 bushels of grain, also 25,714 bushels of corn, 110 sacks of peas, 1,000 sacks of flour, 1,582 sacks oatmeal, and 1,000 cases cereal foods. On this steamer, too, were 7,536

season, namely, that they can get bigger cargoes at Portland.

To contrast the two ships just named; it may be mentioned that the Hibernian carried 16,320 bushels of barley, 40,000 bushels wheat, and 122 sacks of clover seed, as well as 11,342 sacks of flour, and 4,036 sacks of oatmeal, 327 boxes cheese, 2,982 barrels of apples, 3,041 bales of hay, and a large quantity of other cargo. The Corinthian sailed a week earlier to St. John and carried 9,360 bushels wheat, 43 packages of butter, 4,500 packages of lard, and other provisions in

small quantities, also 1,840 barrels apples, 1,485 bales of hay and 26,937 pieces deals.

There is a contrast when a mail boat has to carry lumber from a Canadian port.

A glance at the C.P.R. steamers Montrose for London, and Montcalm for Bristol, shows immense cargoes, because the C.P.R. feed their own steamers at St. John, N.B., and the other boats are practically starved.

Probably the G. T. Pacific will remedy these matters in years to come.

W. J. Dawson of North Augusta, Ont., is about to put in a complete stock of groceries and general sundries.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by John C. Kirkwood, TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Kirkwood specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

PRACTICAL INSTRUCTION ON ADVERTISING

(Continued from last issue.)

The Ad-writer.

Ad-writers are made by experience joined to force.

No man will ever arrive at that point in advertising writing where there will be no more for him to learn.

The best place to learn advertisement writing is at the advertisement writer's desk in any institution where advertising is used. Actual experience combined with exhaustive study, not alone of type style but of the business and goods to be advertised, and of the work of other advertisers, is the best way to develop the art of writing good advertisements.

A writer may be quite master of his subject and yet may not be able to present it advantageously for want of sympathy with his audience.

In writing an advertisement it is a good idea to presume that the buying public are anxious to know all about the goods you offer for sale.

One's advertisements should represent one's goods—not oneself.

Advertisement-writing requires aptitude, common-sense, a good knowledge of everyday English and of human nature and experience. There should be added to these hard work.

One who writes advertisements must learn how to make an appeal to the understandings of men. Oftentimes the very brightest ideas fail to do more than arouse the curiosity for a brief space.

Many an advertisement writer imagines that he is pursuing a literary rather than a business calling—and the result is disastrous.

The man who has a great knowledge of and deep insight into human nature possesses one of the chief essentials of a good advertisement writer.

Neither big words nor big type can magnify a small idea.

A too frequent use of superlatives in advertisements is to be condemned. Claiming to have the best and biggest of everything excites distrust.

Originality in advertising does not mean sensationalism—it simply means the use of one's ideas in one's own and usual way, instead of an endeavor to make over some other person's ideas and present them in a slightly different form.

Every little while one comes across advertisements containing a short essay. To the reader who is genuinely interested in the gist of the advertisement, the essay feature is vexatious. Stringing out a pretty story may be interesting to the writer but his interest is subordinate to that of the buyer. The man who forgets all about himself and who simply says what he has to say, briefly, pointedly, and without frills, writes the best advertisements.

In writing an advertisement ask yourself these questions: What is this article for? In what way is it better than its rivals? Will it meet requirements in every way? Upon answers to these build up your advertisement, always exercising judgment in laying the stress of the advertisement upon the superiority of the article, if that is its claim; or upon its price, if that be its advantage.

The best thing to talk about is the thing you desire to sell—talk of its quality, its price, its advantages, its desirability at the price quoted. Advertise to the point, and always be as explicit as possible.

In writing an advertisement first arrange your facts in your mind in the order of their importance. Then grade your display in accordance. If you will be guided by this simple rule, even if the advertisement which you may construct therenpon be no masterpiece, it will certainly never be a poor one.

Subscribe to the metropolitan dailies and the good magazines. Read the advertisements of the really great advertisers—the strong, sure, big salaried fellows. Read, above all, the advertisements of the man you most admire—the one whom you are sure you will never be able to emulate, much less equal. He will benefit you. No one knows how such mental processes work out but it is certain you will acquire writing strength from him.

Before you send your advertisement to the printer just read it over and ask your self how the man next door, your neighbors and your wife would regard each statement. For they are living, breathing human beings representative of the human beings who are to read your advertisement. What will appeal to them can be depended upon to appeal to their kind. What will not receive their sanction can never touch humanity in the mass.

Brevity.

Most advertisers are caught on the run. In our busy, bustling life, time is valuable, and readers naturally select what can be quickly read and readily comprehended, so that while no persuasive argument should be omitted, the statements should be as brief as possible, consistent with thoroughness.

Be brief, but don't be afraid that the reader will refuse consideration to an interesting story. Cut out every superfluous word, but use enough to make your point. Keep the end of your matter in view—to give a true, satisfying, complete idea of your goods.

Brevity never fatigues, therefore is a welcome guest.

Don't be too brief. The sermons on brevity, preached so persistently in advertising journals, are mainly intended for the beginner—the young writer who uses six words upon an idea that can be expressed in two, and then fails of making it clear. Practice soon gives him precision in writing, and when he has arrived at proficiency he chooses fitter words to clothe his thoughts. When a writer has real thoughts and some skill in expressing them, it is usually safe for him to use as many words as he thinks necessary. Any advertising matter that is interesting will be read — and the experienced writer makes it interesting. If it is clearly expressed in two hundred words the reader gets through it more quickly than if it were cramped into half as many. The longest way round is frequently the shortest way home.

The soul of advertising is not brevity, but interest. Advertising is not altogether the art of saying things in the minimum number of words, but of saying them in forceful words, and as many as are needful for the purpose. Sentences may be filed down to the fine point, but the point must not be filed away. In certain cases three sentences are more effective than three words of epigram. The ad. writer must exercise judgment, looking to his matter rather than to the economy of words in presenting it.

(To be Continued)

WM. BRAID & CO.
COFFEE IMPORTERS

How is your Coffee Trade?

BRAID'S BEST COFFEE is increasing in popularity every day because consumers appreciate its merit.

ARE YOU SWIMMING WITH THE TIDE?

If not, now is the time to change.
Don't let your neighbor outstrip you, as he surely will unless you carry a good stock of Braid's Best Coffees.
Bucking the current has carried down many a strong swimmer.

BRAID'S BLENDED COFFEES are the best for grocers to buy—

FIRST—Because they yield him a satisfactory profit.
SECOND—Because the quality never varies.
THIRD—Because they give the public better satisfaction than any other coffee sold.

These Coffees are a triumph of the expert coffee man's art. An order will make you a permanent customer of ours, and every sale a steady patron for you.

Write us for Samples

WM. BRAID & CO.,
Importers of Teas, Coffees, Spices, etc., VANCOUVER, B.C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

February 2, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—

"Bee" brand, 48 5c. pkgs., per case	$1 75
" " 27 10c. pkgs, "	2 00
" " 10 25c. pkgs, "	1 75

Cook's Friend— Per doz.

Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
3 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

JERSEY CREAM BAKING POWDER.

½ Size, 5 doz. in case	$0 40
¼ " 4 " "	0 75
⅛ " 3 " "	1 25
1 " 2 " "	2 25

OCEAN MILLS. Per doz.

Ocean Baking Powder, ¼ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

MAGIC BAKING POWDER.



Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ¼ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ¼ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz. $2 25

HOME BAKING POWDER CO., MONTREAL.

Sizes.	Per doz.
2 doz. case ½ lb.	$2 40
1 " 1 lb.	4 75

1 to 5 cases, 5 per cent.
5 to 10 cases, 10 per cent.



EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

"BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	$3 50
" " 36 10 "	4 00
" " 24 16 "	4 50
"Beaver" brand, 24-16 pkgs	4 80

Blue.

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10



J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 16½c
"Sapphire"—14-lb. boxes, ½-lb. pkgs. per lb 12½
"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb. 10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.



JAMES' DOME BLACK LEAD.

	Per gross
6a size	$3 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 60 pkgs	2 25
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 45
" 5-doz. 10c. "	0 90

Boeckh's Brooms.

Bamboo Handles, A, 4 strings	$4 50
" " B, 4 "	4 20
" " C, 4 strings	3 95
" " D, 4 "	3 70
" " F, 4 "	3 40
" " G, 3 "	3 10
" " I, 3 "	2 70

Cereals.

Wheat Oil, 2-lb. pkgs., per pkg	0 [illegible]
" " 7-lb. cotton bags, per bag	0 12½

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 55

DO IT TO-DAY

What?

ORDER

A CASE OF 4 DOZEN OF BATGER'S

Strawberry Jam

NEW STYLE SQUARE JAR

ROSE & LAFLAMME
MONTREAL

An aid to you

An article which will aid you in making money is worth knowing about.

PATERSON'S CAMP COFFEE ESSENCE

is just such an article..

ROSE & LAFLAMME,
Agents, MONTREAL.



Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	3 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs.	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ¼'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

½ lb tins, 4½ doz. to case	per doz.,	$ 90
¼ " " 4 " "	"	2.40
½ " " 2 " "	"	4.75
1 " " 1 " "	"	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.



	Per lb
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ¼s in boxes..	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb, tins.	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44

Sweet chocolate powder—
6-lb. boxes, 12 boxes in case, ½-lb. tins. 32c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 34c.

Premium chocolate—
6-lb bxs., 12 bxs. in case, ½-lb. pkgs. 33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 35o.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 35c.

Medallion sweet chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs. 44o.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 44o.

Milk chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs. 35o.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 35c.

Vanilla sweet chocolate—
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs. 32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 32c.

Tid-Bit chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 30c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 30c.

Diamond sweet chocolate—
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs. 23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs 23c.

Condensed Milk.

Anchor " brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65





Borden's Condensed Milk Co.

Eagle " brand	$1 50
Gold Seal " brand	1 30
Peerless " brand evaporated cream	1 20





TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream, per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70
"Beaver" coffee, 24-1 lb. pkgs.	4 80
"Sun" brand, 25 and 50 lb. tins—	
Gem, roasted or ground	0 30
Extra, " "	0 26
Fine " "	0 22
Fancy " "	0 18
"Beaver" (ground only compound)	0 15

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 17

JAMES TURNER & CO.

	Per lb.
Mocca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 13½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and band-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45o.
" II, 40-lb. boxes	42½o.
" III, 80-lb. boxes	37½o.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	3 40
Small size	"	1 40

When selling syrup why not sell **the Best?**

"CROWN"
BRAND



Table Syrup

has every quality ensuring satisfaction to retailer and consumer—

It is CLEAR,
CLEAN,
DELICIOUS,
HEALTHFUL,
INVIGORATING,
AND
PROFITABLE TO HANDLE.

Put up in Tins—

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ½-Brls., **Kegs and Pails.**

Freight paid on 5 cases and over to all railway stations East of North Bay.

FOR SALE BY EVERY JOBBER.

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT.
Works: CARDINAL, ONT.
164 St. James St., MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case $0 62
doz. packages (12 to a case) 0 75
doz. packages (12 to a case) 0 95

Cleaner.



		Per doz.
4-oz. cans		$ 0.90
6-oz.	"	1.35
10-oz.	"	1.85
Quart	"	3.75
Gallon	"	10.00

Wholesale Agents
The Davidson & Hay, Limited, Toronto

Food.

Robinson's patent barley	½-lb. tins	$1 25
" " "	1-lb. tins	2 25
" " groats	½-lb. tins	1 25
" " "	1-lb. tins	2 25

	Per doz.
" " 5 doz., at..	$ 1 40
" " 1 doz., at..	1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz
Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
12 oz. glass jars, 2 doz. in case, per doz.	$0 95
2-lb. tins, 2 doz. in case "	1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate ..... per lb.	0 06½
7 and 14-lb. wood pails ..... per lb.	0 06½
30-lb. wood pails ..... "	0 06½
Pure Fruit Jellies—	
12-oz. glass jars, 2 doz. in case. per doz.	0 95
2-lb. tins, 2 doz. in case ..... "	1 60
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails ..... "	0 06½
Home Made Jams—	
1-lb. glass jars (16-oz. gem) 2 doz. in case ..... per doz	1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate ..... per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate ..... per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper ....per lb.	$0 40
Fancy boxes (36 or 50 sticks) ....per box	1 25
"Ringed" 5-lb. boxes ..... per lb.	0 40
"Acme" pellets, 5-lb. cans ....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans ..... per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box ...	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$ 3 60
3 cases "	3 50
5 cases or more	3 40

Matches.

UNITED FACTORIES, LIMITED. Per case.

Sunlight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

	1 case.	5 cases.
Parlor—		
Imperial	$5 75	$5 50
Best	3 75	3 50
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat.

Wethey's condensed, per gross net $12 00
per case of doz. net 3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F.,	1-lb. tins ..... per doz.	$ 1 40
"	½-lb. tins ..... "	2 50
	1-lb. tins ..... "	5 00
Durham	4-lb. jar ..... per jar.	0 75
"	1-lb. jar ..... "	0 25
F. D.,	½-lb. tins ..... per doz.	0 85
"	½-lb. tins ..... "	1 45

E. D. MAROTEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins ..... per lb.	$ 0 35
½-lb. tins ..... "	0 35
1-lb. tins ..... "	0 32½
4-lb. jars ..... per jar	1 20
1-lb. jars ..... "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins ..... per lb.	0 25
½-lb. tins ..... "	0 23
1-lb. tins ..... "	0 22½
4-lb. jars ..... per jar	0 70
1-lb. jars ..... "	0 26



Orange Meat.

Cases, 36 15c. packages ... $4.50
5 case lots .... 4.40 (Freight paid.)
Cases, 20 25c. packages ... 4.00
5 case lots .... 4.00 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case ....per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

Pickles.

STEPHENS'.

A. P. Tippett & Co., Agents.

Cement stoppers (pints) ..... per doz.	$ 2 80
Corked " "	1 90

Soda.

COW BRAND.



Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkas. containing 96 pegs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

"BEE" BRAND.

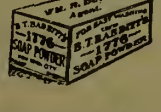
	Per case
"Bee" brand, 8 oz., cases, 120 pkgs.	$2 75
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

BABBITT'S.



Babbitt's "1776" 6-oz. pkgs $3.50 per box. 5 boxes freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, 4 doz. each box., $3 per box.
WM. H. DUNN AGENT.





Quebec and Maritime Merchants

Interested in High-Grade

Coffees and Spices

Will please note that we have not made any change in our travelling staff. Our Mr. W. J. WILSON will call on you as heretofore.

S. H. & A. S. EWING,

ESTABLISHED 1845

Montreal Coffee & Spice Steam Mills, - 53 & 55 Cote St., Montreal

Cor. Lagauchetiere St.

OHASER SOAP.

1 case $2 40
Special quotations for quantities.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 04½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
"Bee" brand starch—	
" laundry, 64-12 oz. pkg. per case	$5 00
" " 32-12 " per ½ "	2 50
" corn starch 40-16 oz. pkg. " "	3 00
"Sun" borated starch, 40-16 oz. pk. per case	3 00
" borated starch, 50 box, 100 lb. keg	0 06½
" laundry 50 " " "	0 05½
"Gem" " " 100 & 200 lb. kegs	0 05½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch— 1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry— 3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch— Boxes of 40 fancy pkgs., per case	2 50
Calluloid Starch— Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn— 1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn— 1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch— 1-lb. packages, boxes 40 lb.	0 07

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb.	0 06½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Almon Gloss, 1-lb. packages, 40-lb.	0 05½



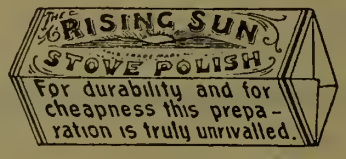
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

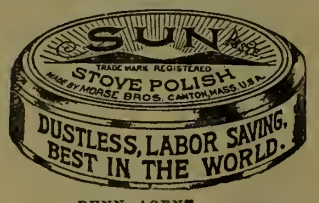
SAN TOY STARCH.

10c. pkgs, cases 5 doz., per case.... 4 75

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



DUNN, AGENT.



	pr. dz
Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 80
Blackene, 5-lb. cans, per lb.	0 10

Enameline stove dressing, per dos. 0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 dos. in case	$2 40
Plain tins, with label— 2 lb. tins, 2 dos. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10
(10 and 20 lb. tins have wire handles.)	
"BEAVER" BRAND.	Per case.
1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 60
SMALL'S BRAND—Standard.	Per case.
1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 30



Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s and ¼'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

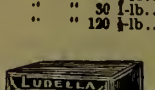


Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. }	0 35
" " 30 1-lb. }	
" " 120 ½-lb.	0 36



LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCHAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 40
" III 80-lb. boxes	0 36½
EMD AAA Japan, 40 lb " at	0 32½
" AA " 40 "	0 30
Blue Jay, basket fired Japan, 70 lbs.	0 27½
"Condor" IV 80-lb. "	0 32½
" V 80-lb. "	0 27½
" XXXX 80-lb. boxes	0 23½
" XXXX 30-lb. "	0 24½
" XXX 80-lb. "	0 21
" XXX 30-lb. "	0 22
" XX 80-lb. "	0 19
" XX 30-lb. "	0 20
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

Black Teas—"Nectar" in lead packets

Green Label.....retails	0 26 at 0 20
Chocolate Label.... "	0 35 at 0 25
Blue Label..... "	0 50 at 0 36
Maroon Label..... "	0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb.	0 42½
" " —Maroon, 1-lb.	0 50
" " —Maroon, 1-lb.	1 50

"Condor" Ceylon black tea in lead packets

Green Label, ¼s, ½s and 1s, 60-lb. cases .....retail	0 25 at 0 30
Grey Label, ¼s and ½s, 60-lb. cases .....retail	0 30 at 0 35
Yellow Label, ¼s and ½s, 60-lb. cases .....retail	0 25 at 0 26
Blue Label, ¼s, ½s and 1s, 50-lb. cases .....retail	0 40 at 0 30
Red Label, ¼s, ½s and 1s, 60-lb. cases .....retail	0 60 at 0 34
White Label, ¼s, ½s and 1s, 60-lb. cases .....retail	0 at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	per lb.
No. 1	0 35
No. 2	0 30
No. 3	0 25
No. 4	0 20
No. 5	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 30
" Amber, 8s. and 3s.	0 60
Chewing—Stag, bars, 10½os.	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s.	0 44
" Currency, 12 oz bars, 12s.	0 47
" " 6½s. and 12's.	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½os b'rs, sp'o'd 6½	0 51
" Pay Roll, 7s and 6½s.	0 52
" Fair Play, 8s. and 13s.	0 60

Vinegars.

E. D. MARCHAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ½-casks, 25 gals.	$5 45 $10 65
" casks, 50 "	10 25 20 40
Bottles, cases, 3 doz.	3 25 4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 20
100 5c. "	3 20

1 case 50 5c. packages free with 5-case lots
Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz
Washboards, Victor	$1 30
" Crown	1 35
" Improved Globe	1 50
" Standard Globe	1 60
" Original Solid Globe	1 80
" Superior Sld. Bk. Globe	1 95
" Jubilee	1 90
" Pony	0 90
Diamond King (glass)	2 90
Tubs, No. 0	11 25
" " 1	9 00
" " 2	8 00
" " 3	7 00
Pails, No. 1, 2 hoops	1 85
" No. 3, "	2 00

Yeast.

Royal yeast, 3 doz 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz.	1 05
Jerscy cream yeast cake, 3 doz. 5c.	1 00
Victoria " 3 doz. 5c.	1 00
" " 3 doz. 10c.	1 80

Try a barrel of

WILSON'S
PURE REFINED CIDER

if you want the best.

Ask for it. Take no other.

THE
W. H. WILSON CO.,
LIMITED
TILLSONBURG, CANADA

Dutch Chemical Works
AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS
Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY per doz. tins.....	2/3	4/–	7/–
PURE DUTCH COCOA per doz. tins.	4/3	8/–	15/–

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

ECONOMIZE

Time. When you can get all ready made **100 Good Ads. for a Grocery Store** for $1.00, why trouble to think out how to say things? Price $1.00. Sent on approval. No questions asked if you return it.

THE CANADIAN GROCER,
10 FRONT ST. E., TORONTO, ONT.



Paid For Itself.

C. WILSON & SON, Limited, Scale Manufacturers,
TORONTO. HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

I have used your **BALL-BEARING COMPUTING SCALE** for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

Yours truly, _____

One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

C. WILSON & SON, Limited, **TORONTO.**

T. Owen RETURNED FEB 3 1905 Cut Book 29 Page 64

Are you Interested: in



GAS AND ELECTRICAL GLASSWARE

Write for our new catalogue

GOWANS, KENT & CO.
TORONTO



"Perfectly clean from our kitchen to your customer's."

Your customers' appetites are harder to please now than at any other time of the year. That's all the more reason for giving the pure, clean, wholesome, tempting

Wethey's Mince Meat

They'll like the look of it in its dainty package, and they'll thoroughly enjoy it. How is your stock?

J. H. Wethey, Limited
ST. CATHARINES, ONT.

C. & B.

Pickles, Jams, Marmalade
and the finest
Preserved Provisions

CROSSE & BLACKWELL, Limited
LONDON, ENG.

C. E. COLSON & SON, MONTREAL, Agents.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Provision and Food Stuffs Trades of Canada.

VOL. XIX. MONTREAL AND TORONTO, FEBRUARY 10, 1905. NO. 6.



The Blueing of the clothes in the Laundry is always associated with the words

Keen's Oxford Blue

the selling of Blue by the grocers of the world is always profitable.

Sold Everywhere in One Ounce Squares—FULL WEIGHT.

Fastidious Customers

Like biscuits which possess a subtle flavor.

Petit Chocolat, the new hard sweet biscuit, with its inside layer of chocolate, possesses this quality. It will therefore sell well. Send for a trial order.

Christie, Brown & Co., Limited
Toronto and Montreal

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29.

It's Hustle

that has put us where we are in the paper trade.

Our hobby is and has been to get the very best lines made—we want nothing poorer. There are enough retailers throughout the country wanting **Wrapping Paper, Twines, Paper Bags,** and such things of the better sort to keep us busy—but we can always do more. We would esteem your orders.

WE ARE LIGHTNING SHIPPERS

DOUGLAS & RATCLIFF Limited

PAPER MERCHANTS

30 W. Market St., Toronto

National Licorice Co.



Y. & S., SCUDDER and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.

Illustrated Catalogue on request.

Every Grocer

finds it to his advantage to sell

Mathieu's Syrup

of Tar and Cod Liver Oil

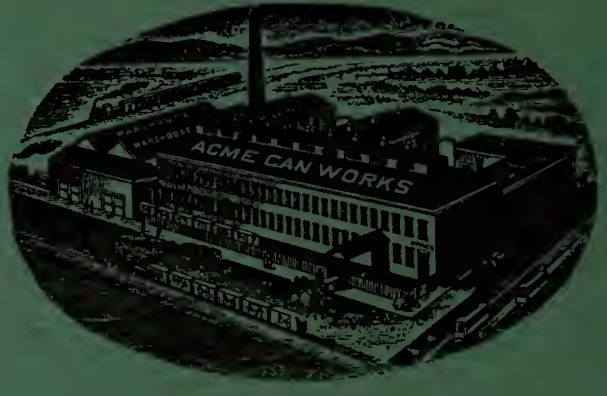
If a person once buys it, he and his friends are sure customers whenever they have colds.

J. L. MATHIEU CO., LIMITED

PROPRIETORS, SHERBROOKE, P.Q.

Mathieu's Nervine Powders will cure the worst case of headache or sleeplessness, and yield a nice profit. Retail 18 for 25c.

They contain no opiate.



When in Need of Cans, Serve Your Best Interests and Consult Us.

Acme Can Works

make the largest assortment of any factory in America of TIN CANS by the latest up-to-date automatic machinery.

We are the only makers in Canada of KEY-OPENING MEAT CANS, POULTRY CANS. They are our specialties.

Manufacturers for Canada of—

Jewett's Self-Heating Can.

We solicit inquiries for prices on

Baking Powder, Oil, Syrup, Lye, Paint, Varnish, Condensed Milk, Poultry, Fruit, Vegetable } Cans

Lard, Syrup, Butter } Pails

ACME CAN WORKS

Ontario Street East, - - MONTREAL, P.Q

67 % Pure Oil!

Seven per cent. more of pure oil than you'll get in ordinary Castile Soap—*Seven per cent.!* It seems a trifling matter, perhaps, yet it may make or mar your success in holding a customer's permanent trade.

The "Shell" Brand of Castile Soap is packed only by Couret Frere, of Marseilles, France. Highest quality always, in one pound bars and upwards.

Pressed cakes in boxes also. Sixty-seven per cent. of Pure Oil in the "Shell" Brand.

"Shell" Brand Castile Soap

Sold by Leading Wholesalers.

"Thistle" Brand

Maple Syrup that makes the mouth water for "more." The real syrup of your boyhood days—the "Thistle" Brand.

You best preserve your customers' interests by selling what they expect and want and yet so seldom get — palate-tickling maple syrup—the "Thistle" Brand.

Maple Syrup

Sold by Leading Wholesalers.

ARTHUR P TIPPET & CO.,

AGENTS,

8 Place Royale, Montreal,

20½ Front St., Toronto.



Just like fishing

Building up trade is just like fishing.

If you use the right kind of bait and cast your line where the kind of fish you want are most plentiful, you'll quite likely get a number of bites.

Then if you go about it right you are pretty sure to land most of them.

Apply the illustration to business.

If you want to catch the grocery trade, cast your line where all the good grocers in Canada congregate every week—looking for bait to build up their businesses with—in THE CANADIAN GROCER. But

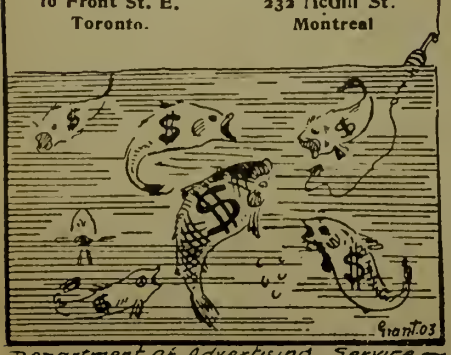
Suppose results don't come at fust
What be yew goin' tur dew?
Take out yewr ad, and kick yewrself,
An' go ter feelin' blew?
Uv course yew hain't; yew're goin' tew fish,
An' bait an' bait agin;
Bimeby some nibbles 'n bites 'll come,
Then yew'll pull 'em in.

Our Department of Advertising Service is now providing good bait for a number of our advertisers—and stands ready to help a few more in this connection.

Drop us a line about it.

The Canadian Grocer

10 Front St. E. Toronto. 232 McGill St. Montreal



Department of Advertising Service

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. A. LAMBE & CO.
TORONTO.
Grocery Brokers and Agents.
Established 1885

W. H. Millman & Sons
Grocery Brokers
TORONTO.
You are getting low on Canadian Tomatoes.
Let us quote you Americans

CALGARY.

Start the New Year Right

Increase your business by appointing us your Western Representatives. If you have anything to sell write us.

NICHOLSON, BAIN & JOHNSTON,
Wholesale Commission Merchants and Brokers
CALGARY, ALTA.
Head Office: NICHOLSON & BAIN, WINNIPEG.

VANCOUVER

THE GROCERY *Write or Wire* CHAS. MILNE BROKER
VANCOUVER, B.C.

WANTED

The name and address of every grocer who does not sell

Chaser Soap

The Duncan Company of Montreal
P. O. Box 292.

WINNIPEG.

Dingle & Stewart
WINNIPEG, - - CANADA.
COMMISSION BROKERS.
Excellent Storage Accommodation.
Consign Your Cars to Us.

REGINALD LAWSON
MANUFACTURERS' AGENT and WHOLESALE COMMISSION BROKER
UNION BANK BUILDING
Correspondence Solicited WINNIPEG, MAN.

EASTERN MANUFACTURERS —AND— SHIPPERS.
All EYES are turned on
MANITOBA AND THE WEST.
WE
Represent some of the leading houses in
CANADA and the U.S.
INCREASE YOUR TRADE. WRITE US.
NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.

BRANDON.

WE ARE HERE
To store, to ship, and if you wish, to sell, WE CAN DO IT. Consign your cars to us.
WILSON COMMISSION CO., Limited
Wholesale Commission Brokers,
BRANDON, MAN.

FINKLE & ACKERMAN
BOWMANVILLE, ONT.
Mfr's choice grades
Evaporated Apples

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

BY ROYAL APPOINTMENT

CEREBOS TABLE SALT

Used like Common Salt, but contains the Vital Phosphates of Whole Wheat.

USED IN ALL THE ROYAL HOUSEHOLDS AND ALL THE BEST HOTELS AND FAMILIES IN EUROPE.

Sold wholesale by the following firms:

Montreal:	Toronto:	Winnipeg:	Victoria:	Vancouver:
D. H. Rennoldson.	W. G. Patrick & Co.	Kenneth Mackenzie & Co.	R. P. Rithet & Co., Limited.	Kelly, Douglas & Co.

CAPSTAN BRAND MINCE MEAT

Package Mince Meat

Put up in ¼ gross cases

2-lb. Pails, 2 doz. in Crate.
¼ " ½ " " "
25-lb. Pails. 75-lb. Tubs.
½-Barrels and Barrels.

The Capstan Mfg. Company, Toronto, Ont., Can.



"Sterling" Brand Pickles never give anxiety to customer or storekeeper. Both are pleased.

There's a something in the way these famous pickles are made -that suits the most fastidious and whimsical of people.

MADE IN CANADA BY

THE T. A. LYTLE CO., LIMITED

124-128 Richmond St. W.
TORONTO, CAN.

Two Lines That Lead.

A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng.), produce **the** one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.

"Is it Reasonable?"

Britain uses CEYLON and INDIAN teas, **not** because they are better than the teas of Japan, but because "trade follows the flag." English investors must be protected.

Canada is NOT repeating England's experience. Canadians buy the BEST, wherever grown, and in the tea line

JAPAN TEA

will always hold the interest of the buyer and consumer using green tea. There is no PURER, HEALTHIER, CLEANER made than

JAPAN TEA

Be a Quality Grocer

Once a grocer has established himself as a quality man he has an asset which will pay him rich and lasting returns.

Customers who want cheap things regardless of quality are swept away from him by every bargain-sale wind that blows.

You don't want that kind of trade. You can't bank on it. It will never make you independent.

A HEINZ DEPARTMENT

is a Gibraltar.
Build one up.
Build upon it.

H. J. HEINZ Company — HEINZ — Pittsburgh U. S. A

57 VARIETIES.

CANE SUGAR SYRUP

We have a very fine lot of Choice Pure Cane Sugar Syrup, bright, sweet and heavy.

In Barrels, Half-Barrels, 2-lb., 3-lb., 5-lb., 10-lb. Tins.

For prices and samples write to

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

Agents

GEO. MUSSON & CO.,	TORONTO
JOHN W. BICKLE & GREENING,	HAMILTON
GEO. H. GILLESPIE,	LONDON
JOSEPH CARMAN,	WINNIPEG

D. RATTRAY & SONS

General Commission Merchants

QUEBEC **Montreal** **OTTAWA**

REPRESENTING:

ARMOUR & CO., Chicago, Ill.
ARMOUR, LIMITED, Toronto, Ont.
ARMOUR SOAP WORKS, Chicago, Ill.
A. T. ZINI, Patras, Greece: Currants.
JUAN LLOPIS, Spain: Tarragona Almonds.
JOSE RIERA Spain: Valencia Raisins.
AG. RUSSO & FILS, Sicily: Filberts.
ROSENBERG BROS., California Dried Fruits.
JOHN WALKER & CO, Glasgow: Scotch Refined Sugars.
DA COSTA & CO., Barbadoes: Sugars and Molasses.
SOUTHERN COTTON OIL CO.: Salad Oils.
ALBERT DICKENSON CO., Chicago: Grass Seeds.

DEALERS IN:

Pickled Fish, Fish Oils, Balsam, Maple Sugar, Linseed Oils, Etc., Etc., Etc.

A GRIEVANCE

of the average grocer is that he has to carry such a heavy tea stock. What with Japans, Chinas, Indians and Ceylons, he certainly has a grievance. But—— there's a way out. Encourage all your customers to use

Ceylon Teas

You can do it, and ought to do it. You simply can't get your customers to use any other country's teas, so it is no use trying; but you swing everybody into line on Ceylon Teas, which come in both blacks and greens.

HAVE YOU SEEN

THE NORTHERN LIGHT

THE ONLY
NOISELESS PARLOR

MATCH

MADE IN CANADA

SAFE
SURE
SILENT

NO NOISE
FLYING
DANGER

WILL NOT MAR CLOTHES OR WALL PAPER
WHEN USED

MANUFACTURED EXCLUSIVELY BY

THE WALKERVILLE MATCH CO. LIMITED

WALKERVILLE, ONT.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for Ceylon Black and Green Teas on commission. Apply.

"COMMISSIONER,"

CANADIAN GROCER,
88 Fleet Street E.C. London, Eng.



If you have Money to Burn

Why! Go burn it. There is 10 times more satisfaction in burning money than in losing it in driblets. through carelessness of clerks, or disputed accounts. Who that has "pass-book" customers has not had accounts disputed and partially repudiated? The best way to avoid all complications and misunderstandings is as follows:

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

STOCK NOW.



Sutton's Worcestershire Sauce cannot be beaten for quality and price

G. F. Sutton, Sons & Co.

King's Cross
London, Eng.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street
MONTREAL.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

REFRIGERATORS



WE GUARANTEE THE "EUREKA"

TO DO THE WORK for you every time. PERFECT CIRCULATION, PERFECTLY DRY AIR—PURE and COLD in hottest weather.

Write us for descriptive Catalogue, list of Testimonials, and see our Guarantee.

Eureka Refrigerator Co.
Limited
54 and 56 Noble St.,
TORONTO - - CANADA

Our Grocery Cabinet

with 30 drawers, holding 10 pounds each, as shown at the Exhibition, is in great demand. Mouse, damp and dust proof. Price in oak, **$27.00**; in ash, **$24.00**, less 5 per cent. for cash. Cabinets made any size to suit your present shelving. Send us a trial order.

THE BENNETT MFG. CO.,

PICKERING. ONT,

...ESTABLISHED 1849...

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Capital and Surplus, $1,500,000. **Offices throughout the Civilized World**

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THE MOP THAT THE SUN NEVER SETS ON

OLD RAGS

are not to be compared for cleansing quality with the specially woven cotton cloth in a

TARBOX SELF WRINGING MOP

It is the perfection of a Tarbox Mop that makes it sell in preference to any other.

YOUR JOBBER SUPPLIES THEM

TARBOX BROS., = Toronto.

"Nectar" Black Tea, in lead packets and fancy tins only.

MADAM HUOT'S COFFEE

"Condor" CEYLON BLACK In lead packets.



1-lb. tins, - 31c.
2-lb. tins, - 60c.

In appearance the different sorts of Coffees have many points of resemblance and it is only in the cup that you can judge them. A coffee may look well and drink poorly. Good blends are the most satisfactory, and **MADAM HUOT'S Coffee is an harmonious combination of the choicest kinds.**

It is pure, rich, delicious.

I have taken stock and I have none but Teas at the very lowest market value, besides many great bargains.

For instance:

1,000 Boxes Sound Liquoring Gunpowder Teas at **9½c.**
750 Boxes Sound Liquoring Ping Suey Young Hyson at **9½c.**
500 Hlf. Chests Sound Liquoring Japan Teas at **11½c.**

Just think of it! You generally pay 14c. to 15c. for the same goods.

If there has been a time when one should advise you to buy, I am sure it is now. My stock in all classes of teas is large, and my assortment the most varied. *I can suit your requirements.*

ASK FOR SAMPLES. IT PAYS!

"Old Crow" Baking Powder, Mustard, Vinegar, Black Tea.

Specialty of High-Class Goods in

Teas, Coffees, Spices and Vinegars.

"EMD" Baking Powder, Vinegar, Spices, Coffee

E. D. MARCEAU,

281-285 St. Paul St., - - MONTREAL

HAY CASTLE BRAND
CHOICEST SELECTED CURRANTS
CAREFULLY SELECTED BY THE GROWERS. BY APPOINTMENT – W. H. GILLARD & CO., – SOLE AGENTS. HAMILTON, ONT. FOR CANADA.

FINEST GROWN IN GREECE.
approved by the Greek Government as being of superior quality and handsome appearance.

PARADISE BRAND
SELECTED CURRANTS.
CAREFULLY SELECTED BY THE GROWERS. BY APPOINTMENT – W. H. GILLARD & CO., – SOLE AGENTS. HAMILTON, ONT. FOR CANADA.

Packed solely for
W.H. GILLARD & CO., Wholesale Grocers, HAMILTON.

WOOD'S BOSTON COFFEES
THOMAS WOOD & CO. IMPORTERS AND ROASTERS BOSTON, MASS.
PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

"Poor and Impoverished"

A phrase applied to certain conditions of the blood by physicians.

Poor and impoverished berries, used in blending Coffees, produce poor and impoverished results.

Absolutely pure, well developed berries, grown on rich soil, such as are used in **WOOD'S COFFEES**, produce the rich round flavor and delicious aroma that make the beverage so fascinating.

Good Coffee, properly treated, never misrepresents itself.

CANADIAN FACTORY AND SALESROOM,
No. 428 St. Paul St., - - MONTREAL.

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND"
MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.



ROSE & LAFLAMME, AGENTS, MONTREAL.

HERE THEY ARE



THEY SELL THEMSELVES

ROSE & LAFLAMME, AGENTS, MONTREAL.

Should Meat, Fish and Fruit be Exposed

FOLLOWING last week's announcement of Dr. Sheard's proposed by-law to regulate and restrict the exposure of meat, fruit, fish, milk, and other goods upon puhlic streets in the city of Toronto, unless protected and covered so as to avoid contact with dust and other ohjectional matter, the Canadian Grocer has pleasure in reproducing in this weeks' issue, interviews with a numher of representative wholesale and retail grocers, fruit and provision dealers. These may he said to express the consensus of opinion of the Toronto trade in regard to the new hy-law, which will he the leading order of business at the coming meetings of the Toronto Retail Grocers' and Merchants' Associations, and is already a live topic on the street.

H. D. Kelly, 90 Queen street East.

"There can be little doubt that a whole lot of people would appreciate the restrictions proposed hv Dr. Sheard. At the same time it is too severe to meet with the approval of the grocery trade generally.

"As far as butchers and provisioners are concerned, it ought not to be a serious obstacle. Nearly all butchers have tarpaulins or other suitable coverings for their meat while it is in transit between slaughter house and retail store. In their display, however, the trade might be seriously handicapped, and it is a question, whether outdoor displays of meat are objectional in cold weather, except on windy and dusty days. The grocer, himself, makes a specialty of poultry displays at holiday time, and would have to cut out this trade altogether of he were not allowed to display it outside his store front, not only because poultry has to be displayed to sell, but because it will not stand the indoor temperature of the average store. The latter remark applies equally to fish.

"If the hy-law goes into force, it will unquestionably interfere with the sale of small fruits, and put an end to the speculative buying of such fruit by the retail trade. It is no secret that a grocer can sell twice as much fruit when he huys in quantity as when he purchases in small lots. People get to look for certain varieties of fruit, cheap at certain seasons, and only require to have their memories jogged hy seeing a big display in a grocery store front. If the grocer could not expose this fruit it would mean much reduced sales for him, smaller profits for the retailer, and a much smaller volume of husiness for the wholesale trade.

"I believe the exposure of fruit is necessary if it is to be sold, especially in down town districts, where the trade is transient. A passer-hy may not have any notion of buying, but may he attracted hy something that catches his eye. A workman going home at night, sees an attractive display of fruit, and if it is not too much trouble, jumps off his wheel or the street car, and carries away a box or two of herries.

"It would be impracticahle for the average grocer to display fish inside his store, on account of lack of space and the difficulty of regulating the temperature. In the Summer time, there can be little complaint, as the grocer handles nothing hut smoked and dried fish, and when he stocks fresh fish, he keeps it in an ice hox. In the interior of provision or hutcher shop, the temperature is usually regulated for such displays.

"The by-law would help the grocers in a modified form, in putting a stop to the huckster trade, it would render the grocers a distinct service. One difficulty which would undouhtedly arise is in regard to the down town fruit market, where it is ahsolutely impossihle to exclude dust. The wholesale fruit men would have something to say here."

Mr. Park, of Park & Thompson, King street E.

"The hy-law is all right along general lines, but too severe to meet with the approval of the provision trade. Were it to go through, I should be unable to display even a few turkeys at Christmas time, a serious matter when it is remembered what a feature provisioners make of their outdoor displays.

"Discrimination should he made, hetween fresh meat such as beef, where a fresh cut leaves the meat exposed and cured meat and poultry, which dust cannot get at so easily. The former class of meat should not he exposed, except in clear cold weather, and never when it is liahle to become contaminated from dust, etc. Lard, cooked meats, etc., should never he exposed. The average butcher has perhaps still a few lessons to learn in cleanliness, at the same time such a sweeping by-law is almost sure to arouse opposition, and the desired end he thus defeated. The hutchers' section of the Retail Merchants' Association will in all probability deal with the hy-law officially."

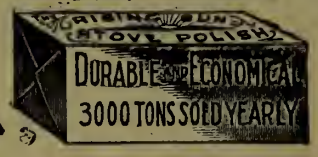
J. S. Bond, 220 Gerrard street.

"It looks like another opening for officials of whom we are afflicted with too many already. As for the hy-law, it will never meet with the approval of the trade in its present form.

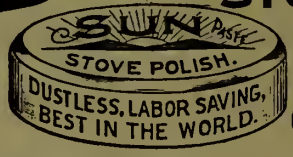
"The clause to restrict the exposure of meat is all right. The dust that accumulates on meat in front of our butcher shops is anything hut conducive to the health of the consumer. Butchers will tell you that dust can he washed off, such a process, however, does not improve the quality of meat. The practice of some hutchers in exposing meat until it is positively hlack, is to he condemned unequivocally. More care might also be exercised in conveying meat from slaughter house to meat and provision stores.

"It would go hard with the grocer, were he to he prohihited from making an outside display of fruit. As a matter of fact, only a small percentage of his fruit supply ever sees the store front; at the same time, he has no other way of showing fruit, and unless fruit can he displayed it sells slowly at hest. The hy-law might have one good effect in teaching grocers to exercise greater care in huying fruit. As far as improper exposure of fruit is concerned, I think this has been considerahly exaggerated. If fruit becomes contaminated with dust and foreign matter, much of this is gathered while the fruit is on its way from the country to the market, and while it is exposed in the wholesale fruit market. The grocer is, or ought to be, careful to have his outdoor display of fruit well shaded, and covered with netting, and if these simple details are looked after, there need he

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE



SUN PASTE STOVE POLISH IN TINS



GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

little anxiety on the part of the public, as fruit is never exposed long enough to cause deterioration."

A. Snuggs, Gerrard and Mutual streets.

"Dr. Sheard's new by-law is undoubtedly along right lines. It is my firm conviction that there is altogether too much fruit exposed in front of our grocery and fruit stores, and I have no hesitation in expressing myself in favor of any law or by-law prohibiting the outdoor display of foodstuffs. Even in door displays should be protected as far as possible from dust and foreign matter, which goes to make them unfit for consumption. As far as I am personally concerned, I never expose fruit in Summer, considering that I have a responsibility towards my customers; and there can be little doubt that the dirt and dust of a city street during warm weather is highly injurious to fruit displayed in front of groceries and fruit stores.

"Of course, the down town grocer immediately raises the objection that it is absolutely necessary for him to display fruit thus to sell it, and I will admit that the prohibition of outdoor displays would not effect my business, situated as it is in a residential section, nearly so much as it would the down town man. At the same time, I take the stand that the grocer ought to have some consideration for the public good as well as for his own immediate profits, and I believe that the volume of business on the whole would not be curtailed to any great extent, even by the passage of as stringent a by-law as Dr. Sheard's, while at the same time a distinct service would be rendered the public. It is true enough that outdoor displays of fruit are among the most effective silent salesmen known to the grocery and fruit trades at the present time. On the other hand, every grocer knows that much exposed fruit is unfit to eat, and it would not take very long to educate the consumer to the importance of this fact.

"In regard to fish, the same rule holds. I do not think fish should be exposed even in winter time; both retailer and consumer would be better off, if all such goods were confined to the inside of a store. People must have foodstuffs, and will buy them whether they are displayed outdoors or indoors.

"While I am speaking of by-laws, there are a couple of suggestions that I should like to bring before readers of The Canadian Grocer. First, in connection with the weighing of bread, an inspector comes around and possibly finds one loaf an ounce or two light, he carries it off, and reports, but never says a word about the loaf that is an ounce overweight. Second, in buying prints of butter, the consumer seldom gets a pound weight. The grocer is simply in the position of a middleman, his profits are the same whether the print weighs 14 or 16 ounces. The gainer is the manufacturer, and the loser the consumer. Something ought to be done to remove this grievance."

R. Barron, 728 Yonge street.

"Dr. Sheard's new by-law meets with my entire approval. There is altogether too much fruit, fish and provisions, carelessly exposed on our streets and thoroughfares. Personally, I have avoided outdoor displays of fruit, etc., for some years. There can be little question that articles of food become contaminated from exposure on a city street, especially one where there is much city traffic. Dust, even in the interior of a store, often becomes a serious problem for the grocer. Two years ago, I had a semi-open front put in my fish department, but some months ago, did away with it on the ground that exposure of fish to the open air was not advisable.

"It is a mistake for the grocer to say fruit, meat, etc., has to be exposed to sell. People must have the necessaries of life, and it is only a matter of educating them to look for what they want in the interior, instead of the exterior of a shop. I do not think that trade would suffer in the least during the revolutionary period if one might use such an expression.

"Take soft drinks, in which the grocer does a more or less thriving business. In passing a store, you often notice three or four ginger beer bottles lying on a shelf display of fruit. As a rule, the bottle has a substantial coating of dust; a child carries off the bottle, taps it on the spot, drinks dust and all, and yet some grocers say that the consumer has no grievance. This sort of thing should be absolutely prohibited."

F. W. Johnston, 82 Davenport Road.

"The idea embodied in the proposed by-law is to be commended, the grievance, however, is not sufficiently great to warrant the passing of a by-law that would undoubtedly hinder business. Take for instance, the clause which prohibits the outdoor exposure of fruits, etc., on a Summer evening, I keep a man outside selling bananas. If I were compelled to keep bananas inside my store, the bulk of them would remain unsold. People have got to see fruit, if it is to be sold readily. Further, people won't go out of their way to see it. This item is a comparatively big one where a grocer's trade is largely transient.

"There may be something in the contention that exposure to dust doesn't improve the quality of fruit. It cannot be said of the average grocer that he

MAPLE SYRUP——in Pts., Qts., ½-gals., gals., 5-gals., Kegs and Barrels (also Glass Qts.)

MAPLE SUGAR——in Buttons, Squares and ¾-lb. Blocks.

MAPLE CREAM——in Hearts and ¾-lb. Blocks.

Our EMPIRE BRANDS of above are strictly first class.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

SALMON

Before buying Salmon, get our prices: we have a large stock of "Sockeye," also "Cohoes."

LOBSTERS

Our stock is complete, both in halves and pounds at exceptionally low figures.

JAMES TURNER & CO., - Hamilton.

OUR travellers are with you once more with their annual bargains in all grades of

TEAS

See their samples before purchasing.

BALFOUR & CO., **Wholesale Grocers** ***HAMILTON***

Thomas Kinnear & Co.

Wholesale
Manufacturing and Importing Grocers
TORONTO, Canada

THREE LEADERS



MacLaren's Imperial Cheese

Canada's most famous brand. Packed in opal jars and does not get dry or hard. In selling it you are sure of repeat orders.



Canada Cream Cheese

(Packed 1 doz. in a carton.)

Best selling package cheese on the market. Don't forget the trade mark —"Indian paddling canoe."



MacLaren's Roquefort Cheese

Packed, like the Imperial, in opal jars. Better than bulk Roquefort, there being no bad odor or waste.

A. F. MacLAREN IMPERIAL CHEESE CO.
LIMITED
MANUFACTURERS AND AGENTS
TORONTO, ONT.

is liable to the charge of undue exposure of fruit and produce; he gets half a dozen crates of berries for the day's trade, opens and displays one after another of them, and is usually sold out by noon. Further, the small grocer seldom has room to store fruit indoors.

"The by-law, as it stands, will, if passed, mean a direct loss to the grocery trade, and on this account cannot help meeting with general opposition. As a matter of fact, there has been little if any grievance in connection with the exposure of meat, or of fruit, for that matter, and it is manifestedly unjust to legislate with the knife against the trade in general, in order to bring one or two offenders to time. The by-law might be more acceptable if it were not so strict.

"It will be hard on the hucksters, and in this particular to be commended by grocers and fruit dealers generally. Finally, I am opposed to giving the city medical health officers any more power than they now have.

"A matter which has been irritating us grocers and which might profitably be taken up by the public authorities, is in connection with the selling of potatoes by hucksters. They deliver to the consumers at the rate of 75c. per bag, presumably 90 lbs. although if you ask them whether they are selling 90 lbs. they get round the difficulty by claiming to sell simply a bag of potatoes. A grocer cannot sell the regulation bag of potatoes cheaper than 90c. except at a loss."

H. Swan, 162 and 164 King street E.

"In as far as any such by-law interferes with business, it will not meet with the approval of the grocery trade. My own business is of such a nature that it would not be appreciably affected; speaking generally I doubt whether the public have such a grievance as to

Send along your order for

Pure Cod, in 1-lb, 2-lb. and 3-lb. Bricks

Boneless Fish

Scaled Herring

FISH

Labrador Herring

Shredded Codfish

Skinned Cod, 100-lb. cases

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

warrant the passing of such a severe by-law. The butchers and fruit men look after the carting of their goods pretty well at the present time. The average grocer must display his fruit in order to sell it, and it would be a mistake to tie him down hand and foot when there is no particular point at issue.

"The by-law is unnecessary, it is too stringent, and impracticable, especially in the down town fruit and meat markets."

Fruit Men Express Their Opinion.

Mr. Dawson, of Dawson Bros., Mr. Everist, of McWilliam and Everest and Mr. Clemes, of Clemes Bros., as well as several other prominent Toronto wholesale fruit men unite in condemning Dr. Sheard's proposed by-law on the ground that "it will seriously curtail business, and be impracticable as far as the Toronto wholesale fruit market is concerned. Fruit must be exposed there, and what is more, dust cannot be altogether excluded. There is this to be remembered, however, that fruit is never stationary for any length of time. Considerable dust and dirt will also be gathered by the fruit in transit from the country.

"The grocers are justified in contending that fruit has to be displayed to sell readily, and any such by-law would hinder more than it would help. Hucksters sell approximately one-half of the fruit sold in Toronto, and naturally the wholesale fruit men are not anxious to see this section of the retail fruit trade blocked, which the proposed by-law would undoubtedly do."

PERMANENT INJUNCTION ISSUED.

On Feb. 2, 1905, Justice Archibald, in the Superior Court, Montreal, issued a permanent injunction enjoining Miss Juliette Lepage (The Colonial Specialty Co.) from manufacturing table jelly under the name of "Krouah," The injunction was sought for by Sutcliffe & Bingham, Manchester, Eng., on the ground that "Krouah" in both name and package was an imitation of "K Kovah jellies. Mr. Jas R. Greig, of Montreal, is Canadian representative for the K Kovah goods, and expresses much gratification at the judgment rendered.

AMERICAN GROCERS CONVENE.

THE eighth annual convention of the National Retail Grocers' Association of the United States held in Cincinnati on Jan. 24, 25 and 26, was the most important in the history of the Association. Among the vital questions discussed by this representative organization were the "Premium Exchange System," the "Pure Food Bill," "Trading Stamps," and "Parcel Post." The successful work of the association in endeavoring to put a stop to the Premium Exchange System in the United States is to be especially commended, going as it does to show the power such an organization may be in removing trade evils.

The election of officers for 1905 resulted as follows: President, John A. Green, Cleveland; vice-president, Lorenz F. Padberg, St. Louis; secretary, Fred Mason, St. Paul; treasurer, H. W. Schwab, Milwaukee; director, Charles J. Kramer, Little Rock.

The next convention will be held at Niagara Falls, N.Y. The Natural Food Co. have invited the association to become its guests on that occasion, and have donated $12,500 to further the cause of organization, believing that the interests of manufacturers and distributers are so closely allied that whatever affects the one affects the other.



If you want

Pure Jams, Jellies or Marmalades

ask for

Upton's

Home-made Brand

Made-in-Canada from good fresh fruits and granulated sugar.

You should be interested in "**HALIFAX**" and "**ACADIA**" Brands of Prepared Codfish, because people are interested in their meals.

That interest guarantees your sale of the fish.

You simply couldn't offer your customers any food they would like better.

Of course, we don't need to say what bearing this has on your business.

Nothing but the best Atlantic Codfish used in making "**HALIFAX**" and "**ACADIA**" Brands.

BLACK BROS. & CO., LIMITED

HALIFAX and LAHAVE, N.S.

A. H. BRITTAIN & CO., Agents, Board of Trade Building, MONTREAL
REGINALD LAWSON, Agent, - - WINNIPEG, Man.
CHARLES MILNE, Agent, - - - VANCOUVER, B.C.

FRESH AND CURED FISH

New Salmon Canneries.

CONSTRUCTION will be shortly begun on the big cannery to be erected by the Capital City Canning & Packing Co., on Esquimalt Harbor, Vancouver Island. It is the purpose of the company to have the establishment ready to handle the run of sockeyes which occurs in July. The cannery will be built to have a capacity of 1,500 cases a day, and the building will be so arranged that machinery to double the output can be installed without enlarging.

As a preliminary undertaking three salmon traps will be erected on sites secured by the company on the southwest coast of Vancouver Island in the vicinity of Sherringham and Otter points. This being the first shore touched by the vast schools of sockeyes that annually pass through the straights of Juan de Fuca, on their way to the Fraser river, it possesses peculiar advantages in a commercial point of view.

As the signs are that Victoria will become the centre of supply for the salmon fishing industry, under the new conditions inaugurated, the undertaking of this enterprise at Esquimalt may be regarded as one of the first important stages in a transition of great advantage to Victoria. It means a distribution of money there for labor, boxes, cans and supplies of various kinds, which will, of course, result in increased advantage as operations develop and the industry seeks its most profitable centre, in which connection it may be pointed out that Vancouver Island is much better situated commercially for the prosecution of the industry than Alaska for instance, where the freightage on material back and forth amounts to 30 cents per case, and the transportation of labor amounts to 3 cents per case, a very considerable item.

The officers of the company are: President, Duncan E. Campbell; vice-president, Capt. J. Graham Cox; secretary treasurer, Richard Hall, M.P.P.; directors, Capt. Wm. Grant, John Taylor, Thomas Walker and Wm. Turpul.

J. H. Todd & Sons and W. Munsie have also commenced the construction work on their new cannery, which is to be erected at Esquimalt. It is expected that the cannery will be completed by April 1. The pack prepared for will be from thirty to forty thousand cases, and in the height of the fishing season their industry will give employment to about 250 men.

Alaska Salmon Pack Diminishing.

One of the strongest features in the salmon situation, says the New York Journal of Commerce, is the heavy reduction in the number of Alaska canneries that will be operating this season, compared with those worked in previous years.

In 1902, fish were packed in seventy-two factories in Alaska. The next year the number was sixty-three, in 1904, it was fifty-three, and this year, but thirty-seven canneries are expected to pack. It is understood that the A. P. A. will close down this season eight of their plants, which in 1904 season packed 425,000 cases reds, and 60,000 cases pinks. It is not expected that any of the P. P. & N. Co. plants will operate this year, although they did run five plants in 1904, packing 250,000 cases, mostly all reds. Other independent plants are closed down, many of whom have failed.

The reason why some packers are shutting down and others have failed, are according to the Kelley-Clarke Company of Seattle, the losses caused by excessive labor exactions, expensive marine operations and equipments, higher costs of tin plate, boxes, solder, etc., expensive offices, high salaried officials and poor marketing.

White Fish From Slave Lake.

IT is a fact not generally known that Lakes Winnipeg and Manitoba are becoming depleted of their white fish, which are justly celebrated throughout Canada. Last week the first shipment arrived in Winnipeg of winter-caught white fish from the Lesser Slave Lake. It has been found necessary to turn to the far northern lakes for supplies which formerly were to be had in abundance in Lake Winnipeg. The Lesser Slave Lake is the nearest of these lakes to a line of river, but the fish have to be teamed for many miles to Edmonton.

With the extension of the railway facilities of that country the large lakes farther north will, no doubt, be exploited, and Winnipeg fish men are interested for this reason, among others, in the possible routes of the G.T.P. Of course, the Slave Lake fish are necessarily more expensive than those obtained in Lake Winnipeg, but the Winnipeg Fish Company who brought the first car load to Winnipeg state that the quality is superior and the fish are meeting with a good reception from trade and public.

Salmon Statistics.

The following statistics of the 1904 salmon pack on the Pacific coast have been published by the Pacific Fisherman:

	Cases.
Sacramento River	19,698
Columbia River	423,073
Outside Rivers	164,971
British Columbia	465,894
Alaska	1,952,144
Puget Sound	276,920
	3,302,700

There also are complete statistics of the salmon hatcheries on the coast, from which we extract the following for British Columbia:

Chinook fry	4,495,000
Sockeye	22,554,000
Cohoe	6,204,000
	33,253,000

By hatcheries the result was as follows:

Seton Lake hatchery	4,989,000
Lakelse	4,120,000
Nimpkish	3,050,000
Shuswap	3,395,000
Bon Accord	11,699,000
Harrison Lake	6,000,000
	33,253,000

On the United States side of the line the following fry were hatched and liberated:

Alaska hatcheries	112,510,000
Puget Sound hatcheries	32,785,776
Columbia River hatcheries	19,477,740
Miscellaneous hatcheries	124,621,307
	289,394,823

Fish News.

Four American fishing vessels laden with frozen herring are reported to be frozen up in Bay of Islands.

Owing to stocks of dry cod being very low, it is rumored that the LaHave fleet will be off to the Banks about March 1,—a month ahead of last year's sailings.

The lobster industry for the Winter season between Halifax and Yarmouth opened on Dec. 15. Between Shelburne and Yarmouth so far the fishermen have not done well, but from Shelburne to Halifax they have had good success. Factories for Winter packing have been kept pretty well supplied in the eastern

FISH and OYSTERS
WHOLESALE.
The F. T. JAMES CO., Limited
76 Colborne Street, TORONTO.

POULTRY, FISH
WINNIPEG FISH CO. PHONE 1480
GAME AND OYSTERS.
259 PORTAGE AVE.
Any quantity of fish shipped.
ADDRESS—Mail P. O. Box 791, WINNIPEG, Man.

section, but in the western some canning shops have found it necessary to close down for the present.

Exports of canned salmon from the United States for 1904 gained considerably over the previous year, the figures for eleven months of 1903 and 1904 being $3,370,764 and $3,995,599 respectively.

The B. C. Packers' Association contemplates the construction of three traps on the southern shores of Vancouver Island, near Otter Point, and will commence operations as soon as weather permits.

According to advice received from the Pacific coast, the demand for canned salmon from the far East has fallen off to some extent, and of late more mess beef has been shipped to the Orient. B. C. packers are preparing for a big catch this year, it being the fourth in the cycle since the immense pack of 1901.

DAWSON CITY WHOLESALE GROCER IN MONTREAL.

Mr. H. B. Palmer, of Palmer Bros., wholesale grocers, Dawson City, Y.T., is a visitor to Montreal. The Grocer had the pleasure of an interview with Mr. Palmer in Lockerby Bros.' sample-room. Business is reported as not having been as active nor as heavy during 1904 as in previous years, attributable to the fact that the discoveries of new gold fields are drawing the population away from the commercial centre of the Yukon. The late rush to the new fields just across the American line took away about 4,000 miners in a short time; this naturally means a reduced local trade. There are four large jobbing and supply houses in Dawson, besides quite a number of smaller jobbing and wholesale grocery houses.

Canadian canned goods are much in favor, although a singular feature is that Canadian canned meats are not popular. It is thought that in time, when the existing prejudice in favor of United States pack of goods has worn off and the quality of Canadian goods is properly demonstrated, the latter will get a better reception. The demand for canned meats has fallen off very much since fresh-killed meats began to come in and cold storage facilities were established on proper basis.

Mr. Palmer is East on a purchasing trip; incidentally he is renewing old friendships.


All Grocers Should Stock
THE STAVANGER PRESERVING CO'Y'S
Crossed Fish Brand
Norwegian
Smoked Sardines
Selected Fish—Pure Olive Oil—Patent Decorated Tins
AGENTS FOR CANADA
W. G. Patrick & Co., - 29 Melinda Street, Toronto
British Manfrs. Agency Co., - - Vancouver, B.C.

SOCKEYE SALMON



"Sovereign" and "Lynx"
Brands
ARE THE CHOICEST IN THE MARKET.
EVERY TIN GUARANTEED.
TO BE HAD OF ALL GROCERS.

1904 NEW PACK
EXTRA QUALITY
HORSE SHOE BRAND
FRESH
SALMON
TRADE MARK REGISTERED
THE BEST
"Horse Shoe"
SALMON
NOW IN STORE
SUPPLIES ARE LIMITED OWING TO SHORT CATCH
ORDERS SHOULD BE PLACED EARLY TO AVOID DISAPPOINTMENT.
1-LB. FLAT TINS ARE PERFECTION AND CAN BE CONFIDENTLY RECOMMENDED.
THE STANDARD OF QUALITY FOR BRITISH AND CANADIAN TRADE.

LABRADOR SALT HERRINGS

In Barrels and Half Barrels

We have the Genuine Article

ALL KINDS SMOKED AND FROZEN **FISH**

WRITE FOR PRICE LISTS MAIL ORDERS A SPECIALTY

LEONARD BROS., 20, 22, 24 & 26 Youville Square, **MONTREAL**

CANNED SALMON

Golden Net Brand, - $1.15 dozen.

F. O. B. Kingston. Terms, 30 days.

GEO. ROBERTSON & SON, Kingston, Ont.

Ready-made Advertisements.

Buy Them!

We have a Book—

100 Good Ads for a Grocery Store

which is useful—valuable—to every Grocer in the Dominion. We send this book for your inspection on request. If you like it, remit its price—$1.00. If you don't like it, send it back.

THE CANADIAN GROCER,
10 Front E., - - TORONTO.

GROCER REFRIGERATORS

The Best Finished and Most Up-to-Date Grocer Refrigerator on the Market.



FOR SALE BY ALL DEALERS WHO HANDLE BRANTFORD REFRIGERATORS, OR BY THE MAKERS

Write for descriptive circular.

HAM & NOTT CO., LIMITED, Brantford, Ont.

Saturday "Special"

Nothing better on your counter than a nice fresh platter of

"Matthews" Sausages

Wholesomely made—no coloring used.

Special price on weekly orders.



The George Matthews Co., Limited

ESTABLISHED 1868.

PETERBORO HULL BRANTFORD

OUR

SAUSAGES

Are made from fresh killed pork of choicest quality.

Always the same uniform good quality and delicious flavor.

Our sausage room is fitted with all the latest appliances, we use the best of spices and enforce the greatest cleanliness in making the sausage. They will please you, they will give satisfaction to your customers.

Now is the time to sell them. Let us have your orders.

F. W. FEARMAN COMPANY, Limited,

Pork Packers,

HAMILTON, ONT.

PURE LARD

We manufacture that very Desirable Quality that pleases your Customers,

ABSOLUTELY PURE

OUR TEN-POUND WOODEN PAILS ARE GOOD SELLERS AND TRADE-WINNERS.

The Park, Blackwell Co., LIMITED

PORK AND BEEF PACKERS,

TORONTO, ONT.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

The Bacon Situation.

DURING the week under review there has been an advance in the price of live hogs to 5½c. per pound, owing to temporary shortage in the Danish market, and a falling off in shipments from Canada, which resulted in an advance on select Wiltshire sides in the English market to from 53 to 54 shillings, other less desirable lines being quoted at 50 shillings. Canadian buyers failed to see that this was an abnormal condition of the market and went to extremes, advancing prices directly to 5½c., although leading Canadian packers hold that this advance was altogether unwarranted. Their contention, moreover, has since been verified, as the market dropped no less than from 4 to 5 shillings on Feb. 7. Authorities say that although the price of hogs has not yet dropped to a lower level, the market at the present time will not warrant 5½c. In regard to the claim that packers have been under-supplied with hogs during the last few weeks, it would seem that they have been over-supplied, and that the recent advance was entirely due to abnormal conditions arising in the British market.

For domestic consumption, trade in cured meats is satisfactory for this time of year, although the volume of business transacted is never so large as at a later date. Fresh meats are in seasonable demand with supplies coming freely and little or no fluctuation in prices during the last few days.

Cheese and Butter Trade.

The cheese market is practically lifeless, as cheese available for sale is run down to very small compass. Prices consequently are nominally 10¾c. to 11c. and holders in most cases are not anxious to push sales owing to the smallness of stocks. The bulk of stocks held here are the property of United Kingdom merchants, and as they are being ordered forward weekly they are also much less than ehey were a year ago. British markets also display no great strength and little activity; but as holders over there are convinced of the statistical soundness of the situation, prices are firmly maintained at about 52s to 54s Liverpool, 53s to 55s London, 53s to 55s Bristol, with an odd shilling or so higher for the North of England and Scotch markets.

A brisk demand for butter continued locally at slightly higher prices, and if scarcity of supplies continue, there may be an advance in this article before long.

Canadian Produce in Britain.

Following are the amount and values of imports from Canada into Great Britain for the month of January:

	Amount.	Value.
Cattle	7,628	£127,066
Sheep	3,876	6,277
Wheat, cwts	254,400	93,684
Wheat, flour, cwts...	71,400	36,872
Peas, cwts	20,650	7,118
Bacon, cwts	63,250	129,283
Hams, cwts	10,786	23,091
Butter, cwts	1,472	6,337
Cheese, cwts	93,736	231,873
Eggs gt. hundreds . .	19,338	7,350
Horses	13	520

Lard Statistics.

THE CANADIAN GROCER is indebted to the N. K. Fairbank Company, Chicago, for the accompanying table giving comparative estimates of stocks of lard held in America and afloat on Feb. 1, 1905:

	1905. Feb. 1.	1905. Jan. 1.	1904. Feb. 1.	1903. Feb. 1.	1902. Feb. 1.	1901. Feb. 1
Liverpool and Manchester	24,500	16,000	15,000	11,500	9 500	8,500
Other British ports	15,000	10,000	2,200	3,500	5,000	5,500
Hamburg	28,000	18,000	16,000	20,000	12,500	7,000
Bremen	2,000	1,500	1,000	1,000	1,500	3,000
Berlin	4,000	5,000	2,500	1,000	1,500	2 000
Baltic ports	15,000	15,000	9,500	9,500	8,000	6,000
Amsterdam, Rotterdam, Mannheim	3,000	1,500	500	2,500	2,500	1,000
Antwerp	4,500	2,500	3 000	4,000	2,000	2,000
French ports	1,200	1,100	1,800	250	2,000	4,000
Italian and Spanish ports	500	500	500	500	1,000	1,000
Total in Europe	97,700	71,100	52,000	53.750	45,500	40,000
Afloat for Europe	68,000	68,000	65,000	55,000	51,000	72,000
Total in Europe and Afloat	165,700	139.100	117,000	108,750	96,500	112,000

Canadian Export Egg Trade.

THE following letter on the export egg trade of Canada has been received by the Extension of Markets Division, Department of Agriculture, Ottawa, from Watson, Fraser & Co., Glasgow, the largest egg-importing firm in Glasgow. Their remarks re frail egg cases from Canada are endorsed by the chief of the Markets Division, who states that he has received more complaints of this nature during the past season than in any previous year. Canadian exporters should take the hint and stop using cases that are too weak to protect their contents during transportation:

Dear Sirs,—On the whole, we regret to report that the Canadian egg trade has been a disastrous one this year, both for the exporter and importer. The chief reason for this was that the markets in Canada in the Spring of 1904 were far too high, and this made the price of preserved eggs much dearer than they had ever been before. Fewer contracts were placed, and those who made them had practically to sell out at cost. Even at present there are fairly large stocks lying over both in Liverpool and Glasgow, and it is not at all likely that importers on this side will take the risk of paying such extreme prices another season for preserved eggs.

Prices kept up throughout the whole season, and the result was that fresh and cold-stored eggs were from 20 to 24 cents per hundred dearer than they were the previous year. This had a great effect on our markets. If there were no other eggs but Canadian coming into the British market it would be all right, but shippers in Canada must bear in mind that Russia is creeping up on them every year, both as regards quality and the average they ship to our markets.

The quality of the Russian egg this season has been very fine, and has given buyers every satisfaction. Some of our customers, in fact, who generally go on to Canadians, have worked entirely with Russians, and left Canadians severely alone. It is to be hoped, therefore, that the market this Spring will not be rush-

How is Your Coffee Trade?

Good, Eh!!

Then you must sell our famous **CLUB COFFEE**

——Put up in 1-lb. and 2-lb. Tins.—— A POPULAR BLEND.

Manufactured only by

S H. EWING & SONS, Toronto Branch, 29 Church Street.

98-104 KING ST., MONTREAL

Telephone Bell Main 65.
" Merchants 522.

TELEPHONE MAIN 3171

Telephone orders receive prompt attention.



INGERSOLL, CANADA—FACTORY.

AN EASY ONE.

Added to our splendid assortment of GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given Highest Award at World's Fair St. Louis, Mo., 1904. Proven the purest and best, and for many purposes PREFERABLE TO FRESH MILK. Can be purchased through any wholesale house.

St Charles Condensing Co.



MAKES YOUR CAKES LIGHT.
MAKES YOUR BISCUITS LIGHT.
MAKES YOUR BUNS LIGHT.
MAKES YOUR LABOR LIGHT.
MAKES YOUR EXPENSES LIGHT.
Order from your Grocer.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

ed up, but will come down to more on a level with two or three years ago, and thus assist importers on this side to keep the Canadian eggs well to the front. As already mentioned, Canadians must not forget that other countries are sending eggs into the Scotch and English markets, such as Denmark; the price of these has been practically the same as the preceding years, and it has been with great difficulty that importers on this side have managed to get a profit out of the Canadians this season.

Another matter we would like to call attention to is the style of case that has been arriving from Canada. They are much too slim for carrying eggs in, with the result that one shipping company could not get them out of the hold without putting them into cheese tubs. This gives you a fair idea of the state of the cases when the shipping company had to resort to this means of getting the eggs discharged.

(Signed) Watson, Fraser & Co.
Glasgow, Jan. 17, 1905.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—Bacon and cured meats are slightly firmer this week on account of the advance in the price of hogs, due it is said, to a temporary shortage in supplies of the latter, and because packers haven't been able to obtain sufficient supplies to keep them going. In certain quarters, higher prices are predicted: in others, the contention is that the present advance is unwarrantable. Hogs are now quoted at $7.00 to $7.50 for car lots, and $7.50 to $7.75 for street lots. We quote the following prices:

Long clear bacon, per lb	$ 0 08½	$0 08½
Smoked breakfast bacon, per lb	0 12½	0 13
Roll bacon, per lb	0 09½	0 10
Small hams, per lb	0 12½	0 13
Medium hams, per lb	0 12	0 12½
Large hams, per lb	0 11	0 11½
Shoulder hams, per lb	....	0 09
Smoked backs, per lb	0 14	0 15
Heavy mess pork, per bbl	15 00	15 50
Short cut, per bbl	17 50	18 00
Shoulder mess pork, per bbl	14 40	14 50
Lard, tierces, per lb	0 07¾	0 08
" tubs "	0 08¼	0 08½
" pails "	0 08½	0 08¾
" compounds, per lb	0 06½	0 07
Plate beef, per 200-lb. bbl	11 00	11 50
Beef, hind quarters	6 00	9 00
" front quarters	4 50	6 00
" choice carcases	7 00	7 25
" medium	5 50	6 50
" common	5 00	6 00
Mutton	6 00	8 00
Lamb, spring	9 00	11 00
Veal	8 00	9 00
Hogs, light, carlots	7 00	7 50
" " streetlots	7 50	7 75

Butter—Dairy butter is scarce, with more creamery offering than a week ago. An active demand is noted for best grades of dairy butter, and supplies are barely sufficient to keep the market going.

The situation in dairy has firmed somewhat on account of peculiar conditions prevailing in England. There is only a difference of from 4 to 5s between the price of ordinary dairy and choicest creamery, whereas, the difference is usually from 15 to 20s. The high price of creamery has had the effect of inducing comparatively free buying of dairy butter, which has firmed in price accordingly. Times have been hard in the old country, and as the demand is for shilling butter in consequence, the Canadian market is kept pretty well cleaned up of dairy butter on account of the export trade. We quote the following:

	Per lb.	
Creamery prints	0 24	0 25
" solids, fresh	0 22	0 23
Dairy prints	0 19	0 21
" in tubs	0 16	0 18
" large rolls	0 18	0 19

Cheese—The cheese trade continues dull but steady, as is natural for the time of year. A fair amount of business reported on export account. The price quoted last week, namely, 55s. for export were not c.i.f. prices, but "out of store." The c.i.f. price at present is 53-54s. for choicest, which means that Canadian cheese is netting shippers for export about 10 3-4c. Our quotations are as follows:

	Per lb.	
Cheese, large	....	0 11
" twins	....	0 11½

Poultry—Receipts of poultry have been extraordinarily light during the week under review, but there is a ready demand for all supplies available. Geese are out of the market, and the same might also be said of ducks. We quote the following:

Chickens, spring, dry plucked	0 10	0 11
Hens	0 07	0 08
Turkeys	0 15	0 16
Ducks	0 12	0 13

For Montreal Provision Markets, see after General Markets.

Winnipeg.

Butter—Prices continue steady, and supplies are better than before. We quote:

Dairy, assorted pkgs., selected	....	0 21
" round lots	....	0 17
" (separator), 1-lb. bricks	....	0 26
Finest fresh creamery, in 56-lb. boxes	....	0 25
" " in 28-lb. boxes	....	0 26
" " in 14-lb. boxes	....	0 27
" " in 1-lb. bricks	....	0 27

Cheese—No change in prices. We quote:

Finest Manitoba, large	....	0 11
" Ontario, "	....	0 11½
" " twins	....	0 12
Square cheese	....	0 12½

Lard—There has been an advance of 3-4 cent per pound in pure lard in barrels, and corresponding advances in the price of smaller packages. The new prices are:

Lard, 50-lb. pails, per pail	....	4 90
" 20-lb. " "	....	2 00
" 3-lb. tins, per case 60 lbs.	....	6 30
" 5-lb. " " "	....	6 15
" 10-lb. " " "	....	6 00
Pure lard in bbls, per lb	....	0 09

Cured Meats—Sugar cured hams have been advanced 1-2 cent per lb. Dry salt bacon has advanced 1-4 cent per lb. We quote:

SMOKED MEATS.

Hams, sugar cured, assorted sizes	....	0 13
" " heavy 20 to 30	....	0 12½
Picnic, " assorted sizes	....	0 08½
Shoulders, "	....	0 08½

You can unhesitatingly recommend
BROCK'S BIRD SEED
You can't others.
NICHOLSON & BROCK, TORONTO

REMEMBER
our guarantee on
EAGLE BAKING POWDER
is satisfaction or
MONEY BACK.
J. H. MAIDEN
MONTREAL.


QUALITY
Our Mince Meat is made from first quality fruits, meats, etc.
PEACOCK BRAND CONDENSED MINCE MEAT
is trustworthy.
Order from your wholesaler.
THE BATES PEACOCK CO., Hamilton. Ontario

Butter Tubs
BEST WHITE SPRUCE
50—30—20 lb.
ORDER NOW
WALTER WOODS & CO.
Hamilton and Winnipeg.

ACME TABLE SALT.

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, - Toronto, Ont.

Established 1870. 7 Gold and Silver Medals.
MAPLE SYRUP
Small's Brand is Standard
Government certificate of analysis on very package. That's all! Product of the Canada Maple Exchange, Montreal.
For sale through the wholeeale trade only.
TRADE MARK. Small's

COMMON SENSE

KILLS {Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W
TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.
Write for prices.

EGGS

We will buy your eggs F.O.B. all year.

CORRESPONDENCE SOLICITED.

The WM. RYAN CO., Limited
70 and 72 Front St. E., Toronto,

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON "GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax.

Bacon,	breakfast bellies	0 12½
"	breakfast backs	0 10½
"	Wiltshire sides	0 15
"	spiced rolls, long	0 09½
Manitoba butts		0 09½
"	skinned	0 10
"	boneless and rolled	0 11
"	rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear		0 08½
"	smoked	0 09½
"	boneless backs	0 09½
Shoulders		0 08

BARREL PORK.

Heavy mess pork, bonelees, per bbl	18 00
" per ½ bbl	10 50
Standard mess pork, per bbl	16 00
" per ½ bbl	9 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00

Sweet pickled spare ribs, not cooked, per lb. 0 04
" hocks, " " 0 04

Preservation of Butter.

The French National Society of Agriculture has recently received from one of its members an interesting communication on the preservation of butter by fluoride of sodium. The writer says this substance is not hurtful unless administered in doses of 463 grains a day for animals weighing 125 pounds. From 4 to 15 grains suffices for 2 pounds of butter, which it will preserve indefinitely. It is stated that the strength of the fluoride, so far as effect upon the health is concerned, is diminished one-half by mixing. If, however, it retains its full strength, no inconvenience can result, as many physicians prescribe as much as 6 grains every twenty-four hours in order to regulate indigestion.

It is further stated that the fluoride can be used only in infinitesimal quantities, as more than 7 grains to a pound of butter renders it unpalatable, but that instead of making the butter indigestible and less nutritive, the fluoride, when used properly, is considered an aid to digestion.

Utilizing By-Products.

"One of the greatest secrets of business success lies in avoiding waste," remarked a successful business man the other day. "In this single fact," says the New York Commercial, "lies the principal reason for the great success of the Armours, the Swifts, the Standard Oil Company, the American Sugar Refining Company and practically every other successful industry.

"Take the packing industry as an example. Nothing is allowed to go to waste. The buttons that you wear on your coat are made out of the blood of the cattle, hogs and sheep. Instead of allowing this blood to go to waste it is gathered up, congealed and manufactured into buttons. The hoofs of the cattle are manufactured into combs and brushes. Glue, vaseline and dozens of other by-products are manufactured out of the entrails and other portions that at one time were allowed to go to waste. At the present time these by-products furnish one of the principal sources of revenue to the beef-packing companies.

Beef Trust Unlawful.

The Supreme Court of the United States has arrived at the unanimous decision, that unless the corporations constituting the alleged "Beef Trust" shall heed the injunction recently made permanent by the decision of the Supreme Court of the United States, the Government will institute proceedings against the individual members of the corporations to enforce the decision of the court. The injunction referred to prohibits the continuance of a combination to suppress competition in the purchase of cattle for slaughter; forbids combinations to maintain uniform prices in selling meats; forbids combination between parties to obtain discriminatory rates from the railroad companies.

World's Cold Storage Capacity.

During 1904, Australia, with 27 freezing works, having a total freezing capacity of 62,900 56 lb. carcasses per day, shipped 11,942 tons to the British market, and 17,498 tons to other countries. The 23 works in New Zealand, with daily capacity of 65,200 56 lb. carcasses, shipped 91,624 tons of frozen meat to the British market, and 1,631 tons to South Africa.

The Argentine Republic, with 7 works, with daily freezing capacity of 54,300 carcasses, shipped 154,537 tons (frozen and chilled) to the United Kingdom, and 29,512 tons (frozen) to other destinations—principally the Cape.

Dairy and Provision News.

A successful meeting of the shareholders of the Petrolea Packing Co., Petrolea, Ont., was held last week.

At the recent annual dinner of the Bristol District Grocers' and Provision Dealers' Association, at Bristol, Eng., the president made the significant statement that imports of Canadian butter into Great Britain now stood third on the list as a direct result of organized effort on the part of Canada to cultivate this trade.

At the district of Bedford Dairymen's Association, on Feb. 3 and 4, at Cowansville, Que., the following directors were elected for the ensuing year: H. S. Foster, Knowlton, president. Directors—Brome, G. H. Boright, J. C. Draper, and the president; Mississquoi, N. Roy, E. E. Spencer and Hy. Beattie, and Shefford, J. A. Hayes, Z. S. Lawrence and Gardiner Stevens.

Stop!—READ OVER THIS LIST—but don't delay sending in your orders as we quote subject to being in stock.

FIRST COME, FIRST SERVED—Use the phone at our expense.

JAM—SIMCOE BRAND
Just one carload—
5, 7 & 30 lb. pails
Special figures—f.o.b. here or delivered at your station

SUGAR—MUSCAVADO RAW
Fine grocery sample—bags only. At the high prices of refined sugars, this is like found money.

TROUT—FRESH WATER
A special lot—quality guaranteed
A1 Fall Caught— 5.50 per keg f.o.b. Midland

APPLES—GALLONS. Have been advanced by the Canners. While they last— $1.70 per doz.
BLUEBERRIES—SOLID PACK.
Quality extra fine—gallons, 2.90 " "
CATSUP—A SNAP. Quality extra fine—
2-lb. tins— 57½c. " "
PEACHES—3-lb. tins.
Away below Canners' prices. Yours for 2.40 " "
Gallon tins, unpeeled— 3.40 " "
PEARS—2-lb. tins. Just a few left— 1.00 " "
PLUMS—GREEN GAGES—2-lb. tins.
Whole fruit, clear syrup— 1.00 " "
SALMON—Well-known brands.
SOCKEYE— 1.50 " "
RED COHOE— 1.30 " "

THE EBY, BLAIN CO., LIMITED WHOLESALE GROCERS, TORONTO.

PERSONAL MENTION.

Mr. J. H. Ginge, manager of the Canadian Packing Co., London, is dead.

J. L. Bradshaw, crockery and china merchant, Stratford, has gone on his annual buying trip to England.

The name of Mr. C. N. Kittson has been proposed as successor to Mr. Jardine, the late Canadian Trade Commissioner to South Africa.

Mr. W. B. Innes, president, and Mr. W. H. Ferguson, vice-president of the Canners' Consolidated Limited, were in Montreal during the past week interviewing the trade.

Mr. D. W. Douglas, of S. H. Ewing & Sons, Montreal, is reported as doing a good trade on the North shore of the St. Lawrence, between Montreal and Quebec city.

Mr. W. M. Harrison, representing Salada Tea, between Ottawa and the Gaspe coast, dropped into the Montreal office of The Grocer this week. He reports business most satisfactory, and on the increase.

Mr. Archibald Hutchinson, of the St. Lawrence Starch Co., Mr. J. H. Ruddy, of the Brantford Starch Co., and Dr. Reid, M.P., of the Imperial Starch Co., Prescott, were visitors to Montreal this week.

Mr. Chas. Gyde, manufacturers' agent for Rowntree's cocoa, McIntosh's toffee, etc., is on a business trip to the lower provinces in the interests of the above-mentioned firms. Mr. Gyde is expected to return about Feb. 18.

R. J. McCrea, son of J. A. McCrea, of Guelph, was a recent caller at the Toronto offices of The Canadian Grocer. Mr. McCrea has recently been admitted as partner to his father's business. This means more than paternal favor; it is a tribute to young Mr. McCrea's ability and fitness.

Mr. Geo. W. Baines, of the Preston Metal Shingle & Siding Co., Preston, who is making his first trip of this year through the larger business centres of Eastern Ontario and Quebec, favored the Montreal offices of The Grocer with a call this week.

Mr. J. Ernest Clark, representative in Montreal of the Harry Webb Co., Toronto, was a caller at the Montreal offices of The Grocer this week. Mr. Clark is enthusiastic in pushing the merits of Webb's goods to the front, and as he is an energetic and experienced salesman, the combination of a good firm, good goods, and good salesmanship, should secure a share of the trade in the Province of Quebec.

Mr. Jos. F. Eby, Mr. H. C. Beckett and Mr. Gardiner, members of the Dominion Wholesale Grocers' Price Committee, were in Montreal during the past week in consultation with the Montreal members. Some interesting discussions were held, and matters of vital importance to the trade arranged, particulars of which will appear later.

Mr. J. Bromley, of John Bromley & Sons, extractors and refiners, Bloomsbury Works, Leeds, Eng., who is also president of the Leeds Road Club, was recently presented with a gold medal at the annual dinner of the club, as a token of esteem for services rendered the club during the two years he has filled the presidential chair.

HINTS TO BUYERS.

Lenz patent, wax butter boxes are in stock with The Eby, Blain Co., Toronto, who are quoting low figures on all sizes.

Muscovado raw sugar, fine, grainy sample, is offered by the Eby, Blain Co., Toronto; prices right.

The Package Tea seems to be destined to **replace the bulk** article. At first glance **the grocer** might think that **his profits** were being **reduced,** but a longer **look,** a little **reflection,** will show the **contrary** to **be the case.**

In package teas sell . . .

Blue Ribbon Ceylon Tea

THE JOHN L. **CASSIDY** CO. LIMITED

MONTREAL.

TO HAVE AND TO HOLD
HOTEL TRADE
SUPPLY ALWAYS
BOOTE'S ROLLED RIM WARE

IT IS
BOOTE'S
HAS THE
ROLLED RIM
IS THE
BEST

EVERYTHING IN
CROCKERY
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WHEN IN A HURRY
ORDER YOUR **CROCKERY** FROM
BARNARD & HOLLAND CO.
WE CARRY STOCK AT MONTREAL ALSO
MONTREAL

MONTREAL RETAIL GROCERS' ASSOCIATION.

THE regular monthly meeting of the Montreal Retail Grocers' Association was held on Thursday, Feb. 2, at 8 o'clock p.m., at Monument National. There was a large attendance of grocers, both members and non-members, as the result of a special circular sent out by the secretary inviting discussion and action on that bugaboo of the trade, the pernicious trading stamp.

President Daoust occupied the chair. After the minutes of the previous meeting had been read by Secretary Larandeau, the serious question of trading stamps was taken up. The committee appointed some time ago to visit the retail grocers of the city, reported that over 500 grocers had signed the agreement not to give trading stamps after February 1. Only 12 out of all the grocers called upon had declined discontinuing the giving of stamps, and this number was thought too small to stop the cessation movement.

The petitions circulated were addressed to the honorable Senators and members of the House of Commons of Canada, and read as follows:

"We, the undersigned retail merchants, respectfully petition you. In view of the evils without number caused to the retail trade of the petitioners by the histribution of trading stamps, known also as cash receipts;

"To amend the Criminal Code in such a manner as to declare illegal the issuing, the sale and the distribution of said trading stamps or cash receipts, etc., etc."

An animated discussion followed, in the course of which many valuable suggestions were thrown out to counteract the evil. It is to be regretted that there were so few English-speaking grocers present. On inquiry as to the reason of this by The Grocer representative, he was informed that it was solely due to the fact of the discussions being entirely or almost entirely in the French language, which made it impossible for an only English-speaking member to take an intelligent part in the society's affairs. It had been made a rule of the association that the discussion should be in both languages and to President Daoust's credit be it said, he endeavors to guide the members along the lines of the resolution adopted some time ago. It is to be regretted that the French members, who predominate and are all able to understand and speak English, do not placate their English fellow grocers,—it certainly would strengthen the entire association and make for good for all the trade. As long as matters continue in their present state the association cannot properly be designated as the Montreal Retail Grocers' Association, and there can only be one outcome, and that is the formation of an English-speaking grocers' association. In fact, such a proposition has been mooted, but it is to be hoped that the parent association will not further debar, possibly not intentionally so, the English members from a proper participation in the affairs of the association. The old legend "Unity is strength," should be the association motto, and where the interests of all grocers, English and French, are identical, it is folly not to act along the easy lines above indicated.

It was announced that an interview had been arranged for Friday noon, Feb. 3, with the Hon. J. C. McCorkill, Provincial Treasurer of Quebec, to petition the Legislature to enact a law separating the liquor from the grocery business similar to the law in force in Ontario, and a committee was appointed to wait upon the Hon. the Provincial Treasurer.

The report of this committee will be presented at the next meeting of the association in March.

GROCER BROKERS LEAD THE LEAGUE.

	Won	Lost
Grocery Brokers	4	1
T. Kinnear & Co.	3	2
Canada Grocers	2	3
H. P. Eckardt Co.	1	4

H. P. Eckardt vs. Grocery Brokers.

The brokers succeeded in adding another victory to their list on Thursday evening, Feb. 2, at the Queen City Rink, Toronto, when they defeated H. P. Eckhardt & Co., the score being 7 to 2. This win for the Brokers, and a loss to Kinnear's, which took place on the same evening, changes the leaders of the league. With the exception of some good work by Brown and McLaughlin for the losers, and P. Millman and Webber for the winners, the game was featureless. Eckardts arrived on the ice minus two men, and it looked at first as if they would have to default the game. A member of the club, however, McLennan by name, was put in goal, Robinson was moved to point, Tickell to cover, and Brown went up with the forwards. Still they were one man short, and to even up the Brokers took off Donaldson. The Brokers had the best of the game from start to finish, and the score would doubtless have been larger had it not been for the poor condition of the light, and the large amount of snow on the ice. Frank Morrison officiated as referee, and was inclined to allow rough play. The line up was as follows:

H. P. Echardt & Co.—Goal, McLennan; point, Robinson; cover-point, Tickell; forwards, McLaughlin, Chapman and Brown.

Grocery Brokers — Goal, Guthries, point, P. Millman; cover-point, Banks; forwards, Webber, May and A. Millman.

Canada Grocers vs. T. Kinnear & Co.

There was a general surprise at the Victoria College Rink, Toronto on Thursday evening, February 2, when the Canada Grocers succeeded in defeating T. Kinnear & Co., the score being 4 to 3. During the first half the Grocers had slightly the best of it, scoring two goals to their opponents' nil. Kinnears started in strong at the last half, and almost succeeded in tieing the score. The class of hockey put up by the Grocers in this game was greatly superior to that played by them in their last game with Eckardt's. Notwithstanding the vast improvement that has been made in the combination of the forward line, the defence is still very weak. Howard in goal played an excellent game, stopping scores of shots which looked like sure winners. Stewart, as cover, was the star of the evening, although his speed made it rather difficult for the others to play combination.

The losers put up a good game, but, as the saying is—"luck was against them." The defence did not appear to be as strong, and several times the forwards of the winners succeeded in getting past what is generally concluded by other teams to be almost impregnable. The line up was as follows:

T. Kinnear & Co. — Goal, Holden; point, Walkinshaw; cover-point, Humphrey; forwards, Minett, C. Rennie, Kinnear and McGregor.

Canada Grocers—Goal, Howard; point, Wylie; cover-point, Barnhouse; forwards, Stewart, Hortop, Warren and Smith.

Grocery Brokers vs. Canada Grocers.

One of the most interesting games of the league was played off at the Aura ee Rink, Toronto, on Saturday afternoon, February 4, between the Grocery Brokers and the Canada Grocers. The play on the whole was clean, only one man being sent off the ice.

Stewart, Hortopp and Howard played star game for the Grocers and Banks, May, and Aidran Millman for the Brokers. Fred Donaldson shot no less than 4 of the Brokers' goals. At the end of the first half the score stood 2 to 0 in favor of the Canada Grocers.

Later in the game, the Grocers shot 2 goals, after which the Brokers caught up, and at the end of the time they were all. Five minutes play each way was allowed, the Grocers shooting one which was offside. Another five minutes was played, during which the Brokers shot one, and won the game. The line up was as follows:

Brokers—Goal, Jack Guthrie; point, Percy Millman; cover-point, R. W. Banks; rover, Tom Webber; centre, Aidran Millman; right wing, W. May; left wing, Fred Donaldson.

Canada Grocers—Goal, Harry Howard; point, Frank Barnhouse; cover, Sidney Wyley; cover, Jack Stewart; centre, Geo. Hortopp; right wing, Alfred Smith; left wing, Dall Warren.

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Why take chances of losing trade by handling a cheap, adulterated line of Catsup when you know the quality of the "Forest City" brand.

Contains no apple or turnip pulp, canning factory offal or cull tomatoes, like common cheap brands.

Better try a sample order and tab results.

We are now booking orders for Spring shipment and would like to have yours.

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The Bins are great room savers, too.

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Acme Can Works, Montreal.

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Marshell, Jemes, Aberdeen, Scotland.
Little, Geo., Manchester, Eng.
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Gillard, W. H., & Co., Hamilton.
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Rattray, D., & Sons, Montreal.
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Greig, Robt., Toronto.
Lake Huron & Manitoba Milling Co., Goderich.
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Ogilvie Milling Co., Montreal.

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Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Hudon, Hebert & Cie., Montreal.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
"Ozo" Co., Montreal.
Turner, James, & Co. Hamilton.
Sloan, John & Co., Toronto.

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Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Rettrey, D., & Sons, Montreel.
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Tippet, A. P. & Co., Montreal.
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NEW ADVERTISEMENTS.

Ham & Nott Co., Brantford.

UNION LABEL AGAIN.

NO session of Parliament can very well pass without the introduction of a union label bill. With indefatigible persistency, Mr. Ralph Smith, M.P., has again brought forward his pet measure, and its provisions are once more before the legislators of this country.

We admit that the adoption of this measure, aiming as it does to give a legal recognition to the trademark of union labor, would be a fine thing for the unions. It would immensely strengthen their hand in their apparently ceaseless conflict with capital.

But viewing the matter from the standpoint of the public, the question naturally arises, what advantage will we gain from having the union label legalized? Will it be any more than it is now, a guarantee of quality? If so, by all means let us have a legalized label.

But the measure does not make any reference to this point: In fact it accepts the label in its present significance as merely the indication that a piece of work has been done by a union workman. It does not mave any provision that a standard will be set and legally enforced by a legally-constituted body.

We come to the conclusion, then, that Mr. Smith's measure is but another of the countless moves and countermoves in the struggle between capital and labor and that, as it does not seem to be of any particular advantage to the long-suffering public and will not tend to smooth out industrial difficulties, it need not call for our support.

WESTERN GROCERS' CHANCES

A LETTER in this paper two weeks ago inquiring into the chances of a grocer commencing business in Western Canada and some editorial comments thereon have brought us the following letters from western grocers:

Editor Canadian Grocer.

Winnipeg, Man.:

In reference to the letter in your issue of January 27, from a Toronto correspondent asking as to business conditions in the West, I might say that in my opinion they are on the whole more favorable. After a business experience in a Western Ontario village I came to a small place in Assiniboia and started with a capital of about $3,000. In Ontario my business was straight groceries and provisions, but here I found it necessary to carry certain lines of hardware and to handle some staple dry goods. In proportion to the capital invested, my turnover has been about a third larger than in the east. I don't think there is very much difference in the percentage of profit, but what difference there is is in favor of the west. The only drawback I have found has been that there is too much credit asked. I haven't suffered much from bad debts, but it isn't convenient always to wait for one's money. But perhaps this is more than offset by the increasing value of my property.

(Signed) WESTERN READER.

Editor Canadian Grocer,

Winnipeg:

In reply to your Toronto correspondent who asks about Western chances in the grocery trade I would like to make a few remarks. An Ontario merchant would be apt to succeed out here, but I don't know enough about Belfast, Ireland, to know how a merchant from that place would prosper in the west of Canada. Conditions are quite different.

I don't think that when everything is considered there is much difference between the West and the East as a field for the grocer. Profits are perhaps a little better out here, but in the country at least we have to wait so long for our money that we are not much better off. There are not many bad debts, as crops have been good for several years. A crop failure, however, would hit us merchants very hard as we would have to carry our customers over.

Just now we are having our troubles getting in our money. Out here it is little trouble to sell goods but it's not so easy to get the money. I hope some other Western merchants will write you, as I would like to know if their experience is the same as mine.

(Signed) MANITOBA GROCER.

GOOD BUSINESS PROPOSITION.

THAT Canada is at last to have a mint of her own, where her gold can be converted into bright coins, is matter for favorable comment. When we have the necessary production of the precious metal, it seems a shame that we should have to market it in the United States and bring in our currency from England.

Though Sir Wilfrid Laurier remarked in the debate on an appropriation for the mint, that he did not think as a commercial venture there was any money in it, we are inclined to think that in time there will be a revenue from its operations. The seigniorage which is levied by the mint on its output is a constant source of revenue.

There is also another consideration. At present the gold of the Yukon, whence the bulk of the Canadian production of the precious metal comes, is almost entirely marketed in the United States. In fact, two-thirds of the output is controlled by United States interests. The progress of the city of Seattle is directly attributable to Yukon gold. In view of these facts it is evident that the marketing of the gold in future in Canada will prove highly beneficial to Canadian trade and commerce. The stream of trade will then set in towards our own Canadian cities instead of going to build up Seattle and other American cities.

THE DRAWBACK ON FLOUR.

THE announcement from Washington that Attorney-General Moody has at last handed Secretary Shaw his opinion stating that it is legal to grant a refund of 99 per cent. of the duty paid on foreign wheat when mixed with the native wheat and the product exported, is the most important piece of news of the week, affecting, as it will, not only the milling industry in the United States, but also in this country.

It will give a larger market for the wheat of Manitoba and the Northwest Territories, which may prove of great importance in the near future, when these great wheat-growing provinces double or treble their present output, and the United States does not grow enough wheat to feed her own people, owing to the great increase in population and the exhaustion of her wheat fields.

That the speculators in Manitoba expected the decision to cause an immediate advance in the price of wheat was shown by the May option in Winnipeg opening Friday morning at $1.06½ an advance of 1c. a bushel over the previous night's close, but the U.S. buyers not coming into the market, as expected, the price dropped back to $1.05⅝ before the market closed.

While U.S. millers are delighted with the favorable decision of Attorney-General Moody, granting them the same privilege which other manufacturers have enjoyed, they are not going to rush into the market and buy wheat recklessly without knowing exactly what the regulations are, which Secretary Shaw will issue for their direction in handling this particular business. The wording of the Attorney-General's decision is such that caution is necessary in acting upon it. He says in part: "Drawbacks may be allowed on flour produced in part from imported wheat provided the custom officials can identify the foreign material and can ascertain to their satisfaction by the books of account or otherwise the quantity or measure of the foreign material actually present in the completed article." He also says: "It is to be presumed that having in view the danger of mistakes or the substitution of material, suitable regulations would be framed which will require clear proof of identity and quantity of measure of the imported material actually present in the completed article offered for export." As it would be absolutely impossible if Manitoba wheat were mixed with the hard Spring wheats of Minnesota and Dakota to identify the product of the Manitoba wheat in the flour made from the mixed material by any commercial method, it is easy to see that great difficulties may arise in putting the decision of the Attorney-General into force. The benefit of that decision to the U. S. millers depends very largely on Secretary Shaw making the regulations of such a flexible character, that while insuring the export of all the product of the Manitoba wheat on which the drawback is claimed, they will at the same time not hamper the mills so as to make the business unprofitable. The margin of profit at any time on export flour is so narrow that a comparatively small additional expense would eat it up and make the favorable decision of no value to the millers.

This is where Winnipeg speculators made their mistake in looking for a sharp advance in the price of wheat, because the better grades of Manitoba wheat were above an export basis before this decision was made, and when wheat is too high for export, flour made from that wheat cannot be profitably exported. While the decision will give the Manitoba grain dealers and farmers a larger market for their wheat, the price cannot advance unless there is an advance in the price of flour in foreign markets or the product of Manitoba wheat goes into consumption in the U. S. without paying the duty and the drawback is secured by exporting the equivalent amount of flour made from native U. S. wheat. This is the danger which the Secretary of the Treasury has to provide against in his regulations, and one which, if it was permitted, would work great harm to the milling trade of the U. S. and also prove injurious to the U. S. farmer. On the other hand, if the identical flour made from Manitoba wheat is exported, the mixing will be a benefit to the U. S. farmer, as it will enable the U. S. miller to utilize much of the low-grade wheat which is of too poor a quality, if ground alone, to make flour, even for export; he will thus get a better price for it than if he had to use it for feed, as he has frequently had to do.

The granting of this privilege will undoubtedly take away from the Canadian mills a certain amount of trade which they at present enjoy, but the Canadian mills will have no right to complain as long as the U. S. mills are compelled to export the actual flour made from Manitoba wheat, unless they pay the duty on it, as the competition will be fair, and this the Canadian mills are not afraid of.

TRADE DISCOUNTS AND TERMS.

FROM time to time the retail grocery trade is stirred up by the action of the Dominion Wholesale Grocers' Guild, some prominent manufacturer of a well-established proprietary article, or some package-tea man, by a circular changing the established trade or cash discounts and reducing the time limit for payments. All such changes are looked upon by the grocers as so many more steps towards making trade conditions extremely hard, vaguely arousing the suspicion in their minds that the Guild, the jobber, or the manufacturer is endeavoring to get all the profits, or the best of a business deal.

That this idea is an erroneous one will, on reflection, strike every thoughtful business man. Who, of all the merchants in business for the past 15 or 20 years, would want to go back to the long credits, the uncertain term-payment period of the past? What has tended to place trade on practically a cash basis and the certainty of knowing where the merchant stands financially, but the reduction to a common-sense basis of payments? The conditions of modern trade, the keen competition and the necessity of carrying larger stocks and a more varied and changeable class of goods, makes it absolutely imperative for the manufacturer and jobber to get as close to quick payment and reasonable living discounts as possible.

In some quarters it is believed, and there are individuals in the trade who take pains to foster this impression, that the jobber or manufacturer is too avaricious, too ready to squeeze everything he can out of the retailer. This idea is readily seen to be absolutely without ground,—the jobber must de-

pend upon, and encourage the retailer in every possible way to do business on paying lines, else the losses will fall upon him;—if the retailer cannot make money to pay the jobber the latter certainly cannot exist; therefore, it may be assumed that any changes in time terms or discounts introduced by the jobbers are carefully thought out on the hard lines of business experience, and made with the rational view of not killing the "bird that lays the golden egg," but of causing it to lay more and larger eggs. The Grocer cannot help thinking that the nearer business is done on short terms and reasonable discounts, the closer we shall come to a cash basis. It also appears that the reason a bad impression of changes made by the Guild or other bodies exists, is due to the methods employed in many cases by those empowered to alter trade conditions; they savor too much of "Star Chamber" or "Family Compact" character, and it would seem to us that the hands of the trade would be greatly strengthened if, before any radical changes are made, such matters were first brought to the notice of, and then discussed by, the larger Retail Grocers' Associations of the country. A conference of all interested through the various committees, would remove the most serious friction and secure the adoption of such methods as can be shown to be for the betterment of the trade. To attempt "to drive things down the throat of the trade," as a prominent retailer expressed it, can only antagonize interests that should work harmoniously.

BOARD OF TRADE MEETINGS.

Halifax.

ONE of the most pleasant features in connection with the recent meeting of the Halifax Board of Trade was the presentation to Charles M. Creed, the retiring secretary of the board, of a check for $460 as a slight token of the esteem in which he is held by his business colleagues and in recognition of forty-three years of long and faithful service to the board. Mr. Creed also holds the position of secretary of the Maritime Board of Trade.

This year's annual meeting was probably the largest gathering of business men that ever assembled in Halifax, and by far the largest meeting in the history of the board. The executive for the ensuing year is as follows: President, James Hall; first vice-president, A. M. Ball; second vice-president, G. E. Faulkner; council, G. C. Campbell, W. J. Clayton, L. J. Mylius, O. E. Smith, I. C. Stewart, J. E. DeWolf, A. McKinlay, J. P. Cox, H. L. Chipman; auditors, W. A. Major and L. S. Poyzant. Seven additional members of the council have still to be elected.

Lindsay Board of Trade.

At a large meeting of Lindsay business men last week, the Board of Trade, which has been in a state of suspended animation for nearly three years, was reorganized with a membership of 46. The following officers were elected:



C. M. CREED,
Retiring Secretary of the Halifax Board of Trade

President, Robert Kennedy; vice-president, Alexander Fisher: secretary-treasurer, J. P. Donald; council, N. Hockin, John Carew, H. J. Lytle, E. Gregory, Joseph Staples, Richard Sylvester, R. Bryans, W. McWalters, Thomas Brady, W. F. Sutcliffe, R. M. Beal and Lorne Campbell.

CANADA GROCERS AT HOCKEY.

The first of a series of hockey games between the Hamilton and Toronto branches of the Canada Grocers, Limited, was played off in Hamilton on Feb. 6, at the Thistle Rink, the resulting score being 6-3, in favor of Toronto.

The following games have been arranged: Feb. 14, Victoria Rink, Toronto; Feb. 18, Thistle Rink, Hamilton; Feb. 21, Victoria Rink, Toronto.

SUCCESSFUL AT-HOME.

ON Wednesday evening the president, officers and members of The Toronto Retail Grocers' Association were at home to their friends in the spacious assembly rooms of the Temple Building. Over 300 guests accepted the hospitality of the grocers, including large numbers of the fair sex and many traveling representatives of the wholesale houses. That everybody had a good time goes without saying, and the 1905 At Home passes into history as by far "the best yet." Every care was taken of the guests by President Kelly, Secretary Panter and their able committee, who were one and all indefatigable in their efforts to see that everybody enjoyed themselves.

Dancing began soon after nine o'clock and was kept up, with a short intermission, for supper, until well on into the morning. D'Alesandro provided excellent music and old and young kept at it right up to the finish. Of course a good many of the men, notably the travelers, spent their time around the card tables which were placed conveniently through the corridors. The supper was served from eleven o'clock and was in Lloyd's best style.

Among the drummers present were noted: E. Huskwitt and J. M. Wright, Maclaren's Imperial Cheese Co.; A. McBride, McBride Bros. & Co.; H. Scully and W. Booth, Canada Biscuit Co.; S. Richardson, The T. A. Lytle Co.; J. W. Bates, Bates, Peacock & Co., Hamilton; J. Litzter, W. Spittal and Frank Crowly, Pure Gold Co.; J. N. Rawn, Andrew Wilson & Co.; J. F. Smythe, United Factories; D. Casey, J. A. Taylor and J. A. Montgomery, The Eby, Blain Co.; R. J. McNicholl, Blue Ribbon Tea; D. G. Beaton, Nicholson & Brock; W. O. Orr, J. J. Fee; J. Murphy, Rutherford, Marshall & Co.; H. A. Morton, A. A. Garland Merchant Produce Co.; W. J. Kempthorn, Meakins & Son; John Anderson, Ogilvie Milling Co.; C. Shields, Davidson & Hay; W. H. Craig, R. Simpson Co.; C. Rupert, Taylor, Scott & Co.; F. Rupert, Howland & Everitt; E. Raymond and F. Knight, Lever Bros.; J. Singleton, W. McClery, K. Chambers, C. Smythe and A. Warren, Salada Tea Co.; A. G. Donohue, R. Greig Co.; J. Wright, J. J. McLaughlin; —. Borthwick, Borthwick Baking Co.; V. W. Rinker, Warren Bros. & Co.; E. Cooke, Red Rose Tea; J. Mortimer, Christie, Brown Co.; J. J. McLaughlin, J. B. Wright & Co.; —. Dawson, Dawson Fruit Co.; —. Thorpe, McWilliam & Everist.

A few of the other guests were: Mr. and Mrs. J. Burns, Mr. and Mrs. A. R. Williamson, C. Summers, J. Butcher, F. Giles, Mr. and the Misses Flannagan, H. C. Tomlin, G. J. Calgey, G. B. Stevenson, A. Stevenson, Mr., Mrs. and Miss Hay, Mr. R. Barron and the Misses Barron, Mr. and Mrs. Gee, Miss Flewelling.

"SALADA"

The increase in sales for the first four weeks of 1905, as against the corresponding 4 weeks of 1904, is in excess of

40 TONS

This is a public endorsement against which there is no appeal.

BLACK
MIXED, GREEN
SEALED LEAD PACKETS ONLY

AWARDED
GOLD MEDAL
ST. LOUIS EXPOSITION
1904

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest



No. 65.

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.,
Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:

Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John, N.B. Gorman, Eckert & Co., London, Ont.



This is another of the dainty packages in which we put up

LILY WHITE GLOSS STARCH

Good starch in attractive packages makes good business.

Trunks—6 lbs. starch, 8 trunks in a case.

Drums—6 lbs. starch, 8 drums in a case.

A pair of drum sticks with each drum.

THE BRANTFORD STARCH WORKS, LIMITED.
BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Groceries.

Toronto, Feb. 9, 1905.

The grocery trade is reported as fair to good for the week. Sugar continues in an excited state with local trade only fair. Canned goods are moving actively, especially canned fruits and meats. The trade are evincing considerable interest in the war on at the present time, between the tomato growers and canners, and vegetable canners, which may have the effect of advancing the price of canned tomatoes for the next pack.

New crop New Orleans molasses medium grade has arrived on this market, and is proving very acceptable to the trade. New Barbadoes is also here, the opening price being 5c. above that of last year, and the market showing a higher tendency. An interesting item in connection with the Barbadoes molasses market is the shipment of some very fine goods to Canada by the Barbadoes Government. This molasses is thought to be too high class for ordinary trade, but has readily sold to the local wholesale trade.

There has been an advance in Ceylons all round, of 1c. per lb., in primary markets, and reports are of diminished supplies and firmer prices. Coffee is moving well, the speculative market being easier than last week by some 15 points. Increased enquiries are noted in Valencia raisins, as well as Sultanas, and prunes continue in active request. Evaporated apples continue to move in comparatively small volume, the same being true of dried apples. The egg market shows signs of breaking, and already prices have been considerably reduced. Beans are firmer than they were last week, hand picked and No. 1 primes having each advanced 5c. The recent cold weather has seriously interfered with the green fruit trade. Oversupplies of Valencias are noted on the local market, and prices have declined as a result. On account of the frost in Florida last week, Florida grape fruit is higher in price. New tomatoes and cauliflowers from Southern points have arrived on the market, and are quoted this week for the first time.

The grain markets are quiet, seeds being weaker, and Manitoba wheat slightly firmer than last week. Oats continue to advance, as well as the price of Canadian oatmeal products.

CANNED GOODS.

The canned goods trade, although much cannot be said of it ordinarily at this time of the year, has been unusually brisk during the past week. Not only in vegetables, but in canned fruits and canned meats.

The trade are inclined to the opinion that tomatoes may be high in price during the next Spring, if the tomato growers hold out successfully in their contention for higher prices. Our quotations are as follows:

Tomatoes, 3's		1 25
Corn, 2's	1 15	1 20
Peas, 2's	0 82½	1 80
Sliced beets, 2's		0 85
" " 3's		0 95
" " whole		0 95
Pumpkin, 3's		0 75
" gal		2 50
Squash		1 00
Asparagus tips, 2's		2 50
Golden waxed beans, 2's		0 80
Refugee or Valentine beans, 2's		0 85
Crystal waxed beans, 2's		0 92½
Spinach, 2's		1 40
" 3's		1 80
Baked beans, plain, 1's		0 45
" " 2's		0 72
" " 3's		0 90
Tomato sauce, 1's		0 50
" " 2's		0 75
" " 3's		1 00
Chili sauce srme as tomato sauce.		
Catsups, tins, 2's		0 75
" " gal		4 50
" jugs		7 70
Apples, standard, 3's	1 85	2 00
" preserved, 3's		1 47½
" standard, gal	1 85	2 00
Pears, Flemish Beauty, 2's		1 52½
" " " 3's		2 00
" Bartlett, 2's		1 87½
" " 3's		2 82½
" whites, 2's		1 72½
" " 3's		2 67½
Peaches, pie, 3's		1 25
Cherries, red, pitted, 2's		2 20
" " not pitted, 2's		1 75
" English black, pitted, 2's		2 20
" " " not pitted, 2's		1 75
" white wax, pitted, 2's		2 42
" " " not pitted, 2's		2 00
Lawtonberries, heavy syrup, 2's		1 87½
" preserved, 2's		1 75
" standard gal		4 97½
Plums, Damson, light syrup, 2's		1 00
" heavy syrup, 2's		1 30
" " " 3's		1 85
" Lombards, light syrup, 2's		1 05
" " heavy syrup, 2's		1 35
" " " 3's		1 90
" green gage, light syrup, 2's		1 15
" " heavy syrup, 2's		1 47½
" " " 3's		2 00
" egg, heavy syrup, 2's		1 52½
" " " 3's		2 10
Pineapple, sliced, standard, 2's		2 35
" extra " 2's		2 47½
" grated, " 2's		2 62½
Raspberries, red, heavy syrup, 2's		1 40
" " preserved, 2's		1 60
" black, heavy syrup, 2's		1 35
" " preserved, 2's		1 50
Rhubarb, preserved, 2's		1 15
" " 3's		1 90
" " gal		2 62½
Strawberries heavy, syrup, 2's		1 60
" preserved, 2's		1 75
Lobster, talls		3 50
" 1-lb. flats		3 75
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Fraser River, "Horseshoe" and "Maple Leaf."		
1-lb. talls, 5 cases and over		1 77½
1-lb. talls, less than 5 cases		1 80
1-lb. flats, 5 cases and over		1 90
1-lb. flats, less than 5 cases		1 92
½-lb. flats, 5 cases and over		1 17
½-lb. flats, less than 5 cases		1 20
Salmon, "Clover Leaf."		
1-lb. talls, 1 to 4 cases		1 80
1-lb. flats, 1 to 4 cases		1 87½
1-lb. talls, 5 to 9 cases and over		1 77½
Chums	0 95	1 00½
Sardines, Sportsman ¼s		0 14
" ½s		0 23
" Portuguese ¼s	0 08	0 10
" P. & C., ½s	0 25	0 27
" P. & C., ¼s	0 35	0 38
" Domestic, ¼s	0 03½	0 04½
" " ½s	0 09	0 11½
" Mustard, ½ size, cases 50 tins, per 100	8 00	9 00
Haddies, per doz		1 00
Haddies, per case		4 00
Kippered herrings, domestic		1 00
" imported	1 40	1 45
Herrings in tomato sauce, domestic		1 00
" " imported	1 40	1 45
California ripe olives, tins, per doz		4 75
Corned beef, 1s, per doz		1 50
" 2s, "		2 70
" 6s, "	8 00	10 00
" 14s, "		18 00
Lunch tongues, per doz		3 00
Potted meats, ½s, "		0 50
" ¼s, "		1 00

SUGAR.

The sugar market has been dull and dragging during the week, and there has been a decided lack of confidence all round. The market in Europe has been pronouncedly weak which has had rather a depressing effect upon dealers on this side of the water. United States refiners have shown a market indifference to all offerings of Cuban sugars, and for the time being have met with the same attitude on the part of holders who have continued to ask 3 7-8c c. and f. for basis 96 on which parity a small lot of 7,300 bags in port was offered. It was at one time the intention of holders to store rather than accept less. We have since heard, however, that a cargo has been placed with refiners at 3 3-4c c. and f. which is equal to 5 1-8c duty paid, thus establishing 1-8 decline in raw cane sugar at this point for offerings of sugar afloat and for early shipment from Cuba while for March-April shipment 1-16 more is asked. Refiners' purchases for February-March shipment were so heavy that they are naturally indifferent as to offerings, and the course of the market will depend largely upon the ability or disposition of planters to hold such February-March sugar as still remains unmarketed. There would be no difficulty about this were it not for the weakness in Europe which shows no sign of recovery, and after several fluctuations the market is to-day 2 1-4c lower than a week ago, 88 per cent. beet for February-March shipment being quoted at 15s 7 1-2d f.o.b. Hamburg, which is equal to parity of 5.34c duty paid New York for 96 test centrifugals. The differential in favor of cane sugar is now 21 1-2c per 100 lbs.

Present indications are full of uncertainty and a better market need hardly be expected before the end of the present month. We find we were in error in last week's report, in naming the lowest recent price touched by beets at 15s 3 3-4d, whereas it should have been 15s 8 1-4d, so that to-day's quotations mark the lowest figure so far this year.

The depression in raws has appreciably affected the demand for refined, buyers being without inducement to anticipate wants, and we hear to-day that New York prices have declined 10c per 100 lbs. without, however, affecting Canadian quotations, which remain as quoted below.

Receipts at United States Atlantic ports for the week ending February 1 were 33,961 tons, with meltings 30,000 tons, the same as last week. Total stock in all hands was 88,318 tons, combined stocks of United States and Cuba were 176,818 tons, against 189,555 tons last year, the deficiency being 12,737 tons. Total stocks of Europe and America at latest uneven dates were 2,770,818 tons,

or 919,737 tons less than for the corresponding period last year.

Latest cables from Europe advise no change in the crop situation. In Cuba there are 174 central factories in operation, an increase of 10 for the week, and 19 over the same period a year ago. Previous estimates of the Cuban crop continue unchanged—namely, 1,200,000 tons, all of which will be required by American refiners.

Just as we go to press word is received that sugar has declined 10c. all round, the drop being effective Feb. 9, at 10 o'clock a.m.

Paris lumps, in 50-lb. boxes	6 38
" in 100-lb. "	6 28
St. Lawrence granulated	5 73
Redpath's granulated	5 73
Acadia granulated	5 73
Berlin granulated	5 68
Phoenix	5 58
Bright coffee	5 58
Bright yellow	5 48
No. 3 yellow	5 48
No. 2 "	5 33
No. 1 "	5 23

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

SYRUPS AND MOLASSES.

A seasonable trade in syrup and molasses is reported for the week under review. Samples of Barbadoes molasses received during the last few days show excellent quality. A comparison of opening prices is interesting, viz., 12 and 17c., an increase for new crop molasses of 5c. over last year. This is easily accounted for, when it is considered that this year's crop is estimated at 28,000 to 30,000 puncheons, whereas last year the crop was 45,749 puncheons. Barbadoes planters were disappointed at the opening prices, expecting at least 18c. and refused to accept orders for delivery on this basis, except for three weeks ahead. Their expectations, however, have since been realized, and at the close, new Barbadoes molasses is being quoted at 20c. This represents prime cost on the Island, including package, making c.i.f. goods approximately 32c. An item to be considered in connection with the high opening price of Barbadoes molasses is the abnormal firmness in the sugar market, in view of which it is not a difficult matter to forecast high prices in Barbadoes molasses during the coming season.

Syrups—		
Dark		
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb.		0 02½
1" ½-bbls "		0 02¾
" kegs "		0 03
1" 3 gal. pails, each		1 30
" 2 gal. "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 25	0 30
" " ½ bbls	0 27	0 32
" open kettle	0 45	0 50
Barbadoes	0 45	0 50
Porto Rico	0 35	0 40
West Indian	0 32	0 35
Maple syrup—		
Imperial qts		0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

COFFEES.

The coffee market is somewhat easier this week than last, speculative price of Rios having declined from 15 to 20 points. Wholesale trade reports a very fair movement of coffees generally. Mild coffees continue to hold their former firm position. We quote the following prices:

	Per lb.	
Green Rios, No. 7	0 10	0 10½
" " No. 6	....	0 11
" " No. 5	....	0 11½
" " No. 4	....	0 12
" " No. 3	....	0 12½
" Mocha	0 21	0 23
" Java	0 22	0 35
" Santos	0 11	0 13
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
Green, Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracaibo	0 16	0 23

TEAS.

January is reported by the wholesale grocers to have been a very satisfactory month indeed, for tea sales, Ceylons having gone into retailers' hands in gratifying quantities, especially Ceylon blacks. As was predicted some weeks ago in these columns, there has been an advance of 1c. per pound on Ceylons all round in the primary markets. The quality is improving, supplies are diminishing, and higher prices are looked for. According to cable reports, the competition has been particularly brisk in the Indian market, where the crop is practically known, the grades receiving particular attention being medium teas over 7c. per pound, which show a distinct recovery from the depression of last month.

The English trade is much interested at the present time over the effect of the additional tea duty in curtailing the consumption of tea during the past year, as well as the disturbance caused in duty payments by Budget influences seen by the variation in clearances each year before and after the end of April. We quote the following prices:

Congou—half-chests, Kaisow, Moning	0 12	0 35
caddies, Pakling	0 19	0 40
Indian—Darjeelings, Pekoe souchongs	0 20	0 22
" Pekoes	0 25	0 30
" Orange Pekoes	0 35	0 45
Indian—Darjeelings	0 35	0 45
Assam Pekoes	0 18	0 22
Assam Pekoe Souchongs	0 16	0 18
Ceylon—Broken Orange Pekoes	0 22	0 24
Orange Pekoes	0 22	0 29
Pekoes	0 18	0 24
Pekoe Souchong	0 14	0 16
China Greens—Gunpowder, cases, extra firsts	0 35	0 42½
" half-chests, ordinary firsts	0 22	0 28½
Young Hyson, cases, sifted, extra firsts	0 37½	0 47
" cases, small leaf, firsts	0 30	0 37½
" half-chests, ordinary firsts	0 22½	0 32
" seconds	0 22	0 24½
" thirds	0 15	0 17
" common	....	0 14
Pingsueys—Young Hyson, ½-chests, firsts	0 25	0 30
" seconds	0 16	0 18
" half-boxes, firsts	0 25	0 30
Japan—½ chests, finests May pickings	0 34	0 38
Choice	0 31	0 36
Finest	0 27	0 29
Fine	0 24	0 27
Good medium	0 19	0 21
Medium	0 17	0 19
Good common	0 18	0 19
Common	0 13	0 14

SPICES.

An easy market and slow sales of spices are reported during the week, at unchanged quotations. Our quotations are as follows:

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 25	0 35
" white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 14	0 17
Cassia	0 21	0 25	Mace	0 80	0 90
Nutmeg	0 45	0 75			

RICE AND TAPIOCA.

The rice and tapioca market is without special feature this week. Along with Standard B rice, we quote: Choice Rangoon at 3 5-8c. to 3 3-4c. New Orleans rice is making a successful bid for this market, and considerable quantities have already been sold on account of the price being favorable to buyers. This is owing to the extraordinarily large supplies of rice this year in the Southern States, which must be worked off even at reduced price. The quality of the American market is reported to be first class.

Latest reports advise decreasing supplies of rice in the Southern States, and that the market is firming on account of increase demand in Cuba, Porot Rico, as well as a recent shipment of 5,000 packets to Liverpool. Our quotations are as follows:

	Per lb.			Per lb.	
Rice, stand. B	0 03¼	0 03¾	Tapioca, staple	0 03¼	0 03½
Rangoon	0 03¾	0 03¾			
Patna	0 05	0 05½	" double goat	....	0 04
Japan	0 06	0 07	Carolina rice	....	0 08
Sago	0 03¼	0 04			

Foreign Dried Fruits.

The trade in Valencia raisins has evidently taken a new lease of life, and active enquiries are reported for the week under review, which is rather unusual so soon after the holiday season, considering that there is usually a lull in the Valencia raisin trade. There are also frequent enquiries for Sultanas, stocks of which on the spot are not abundant.

Prunes are moving well, 100-110's being particularly scarce. Fresh shipments of prunes are expected from the coast during the next few days. Latest cable reports say that the situation in currants is unchanged and firm, as last advised. The following are our quotations:

PRUNES.

	Per lb.			Per lb.	
100-110s	....	0 04	60-70s	0 06	0 06½
90-100s	0 04	0 04½	50-60s	0 06½	0 06½
80-90s	....	0 05	40-50s	....	0 08
70-80s	0 05½	0 05½	30-40s	0 00	0 09

CANDIED PEELS.

	Per lb.			Per lb.	
Lemon	0 09	0 10	Citron	0 15	0 17
Orange	0 10	0 11			

FIGS

	Per lb.			Per lb.	
Tapnets	0 03½	0 04	Elemes	0 08	0 13
Naturals	0 06½	0 07½			

APRICOTS.

	Per lb.	
Californian evaporated	0 12½	0 14

PEACHES.

	Per lb.	
Californian evaporated	0 11	0 14

PEARS.

	Per lb.	
California evaporated, per lb	....	0 14

CURRANTS.

	Per lb.			Per lb.	
Fine Filiatras	0 04½	up	Vostizzas	0 07	0 08
Patras	0 06	0 06½			

RAISINS.

	Per lb.	
New selects	0 05½	0 05¾
Fine off stalk	....	0 05¾
Sultana	0 06½	0 10
Californian seeded, 12-oz. Muscatals	0 06½	0 07
" 1-lb. boxes "	0 07	0 08½
" unseeded, 2-crown. "	....	0 07½
" " 3-crown "	0 05½	0 07
" " 4-crown "	0 07	0 08

DATES.

	Per lb.			Per lb.	
Hallowees	0 04½	0 05	Fards new choicest	0 09	0 10½
Sairs	0 04½	0 04½	" new choice	....	0 09½

FOREIGN NUTS.

There is little or nothing new to report in foreign nuts this week. Trade is quiet, but steady, and prices continue unchanged. Our quotations are as follows:

(The following quotations on peanuts are for sack lots, green.)

Selected Spanish		0 08½
A 1's, banners and suns		0 08½
Japanese Jumbo's		0 09
Virginia "		0 10
For sack lots roasted add 1c. to above quotations. For small, 2c		
Almonds, Tarragona, per lb	0 12	0 12½
Walnuts, Grenoble, "		0 12½
" Bordeaux, "	0 09	0 10
Filberts, per lb	0 10½	0 11
Pecans, per lb	0 13	0 15
Brazils "	0 16	0 16½
Cocoanuts, Jamaica, per sack		4 50
Italian Chestnuts, per lb		0 10

DRIED FISH.

Trade in dried fish continues steady, with demand seasonable. Cod is reported to be moving fairly well. The dried fish business will undoubtedly pick up soon, as Lent is only a little over a month away. Last week's prices continue unchanged. We quote the following:

Boneless fish, per lb		0 04
Cod fish, 1-lb. bricks		0 06
Pure cod, per lb		0 10
Quail-on-toast, per lb	0 05½	0 06
Flitched cod fish, in cases of 100 lbs., per lb	0 06	0 06
Labrador herring, per bbl	6 00	6 50
" " per ½ bbl	3 25	3 40
Scaled herring		0 14½
Salmon trout, per keg		6 00

BIRD SEED.

The trade report a satisfactory volume of business in bird seed, during the month of January, and say that prospects are favorable for first-class business during February. We quote the following prices:

Canary seed, per lb	0 06½
Hemp "	0 05
Cottam's	0 08
Brock's	0 07½

EVAPORATED APPLES.

Evaporated apples continue firm at 6 1-2c. with trade only fair. Dried apples are slow and featureless, with quotations nominally at 3 to 4c.

Country Produce.

EGGS.

The egg trade continues dull, and a break in the market may be confidently expected within the next few days. It is known that there are a number of large holders of stocks of pickled eggs, and as supplies of new laid eggs will shortly be arriving on the market in better volume, these interests will want to dispose of their stocks.

There is considerable diversity of opinion among the trade as to the price that ought to be quoted this week, the range of prices for strictly new laid eggs varying from 24 to 28c. Some dealers say that there has been a drop of from 3 to 4c., others, that the drop in the market may be easily covered by a margin of less than 3c. The same remarks may apply to cold storage eggs, prices ranging from 17 to 22c., the lowest quotations are 17 to 19c., and the highest 10 to 22c. Pickled eggs according to lowest quotations are from 2 to 3c. cheaper than last week, while other dealers say that 1c will cover the drop in price. Reports from New York say, that the cold weather has checked the supply of eggs arriving there, and that in consequence, the market has firmed considerably, the result being enquiries for Canadian eggs. We quote the following prices:

Eggs, strictly new laid	0 24	0 28
Cold storage fresh	0 17	0 22
pickled	0 16	0 18

BEANS.

The bean market has firmed appreciably during the week under review, owing to increased enquiry generally. The demand from lumbering and mining districts is brisk, and liberal shipments to outlying points are reported. Hand picked beans and No. 1 primes have each advanced 5c. We quote the following prices:

Beans, handpicked, per bush	1 55	1 65
" prime, No. 1	1 45	1 55
" prime, No. 2	1 25	1 35
" Lima, per lb	0 07	0 07½

HONEY.

The honey trade is without special feature during the week under review, and the price of extracted clover honey has dropped 1c. We quote the following prices:

Honey, extracted clover, per lb	0 08	0 09
" sections, No 1, per doz	1 90	2 25
" " No. 2, "		1 65

SEEDS.

There is more disposition among the trade to take lower prices for seed, and as a matter of fact, Alsike is quoted this week from 40 to 50c. below last week's prices. Several reasons are responsible for this situation, namely, a falling off in the export demand, and the fact that receipts of seed continue large. Growers of Alsike are familiar with the fact that after the export demand is over, there is usually a tumble in prices, which condition prevails at the moment. We quote the following prices:

Alsike clover, per bush	3 10	5 00
Red clover	5 00	6 75
Mammotb clover, per bush	6 00	7 25
Timothy	1 00	1 35

Green Fruits.

The recent cold spell has seriously interfered with the distribution of fruit through the country. Prices are low, and there is a considerably over supply of fruit, particularly of oranges, in the larger city markets. The recent severe frost in Florida which destroyed five million boxes of oranges, will not effect the orange trade in this market, as wholesale fruit men had practically come to the conclusion that Florida oranges were not a profitable article to sell. The consumptive demand, however, which has been already created, will hardly be met next season as the orange trees are known to have been severely damaged although not killed outright, and this will undoubtedly curtail next season's crop. Florida grape fruit has advanced in price 25c on account of the frost, and the market is considerably stronger. Prices in New York have advanced $1.00 per box, during the last ten days.

Mexican oranges are practically out of the market. California navels have dropped 25c. and the market is reported to be in poor condition, with considerable over supply, and prices so low, that they are not profitable for shippers. Valencies are from 25 to 50c. dearer than last week, and scarce. Large 420's are out of the market.

Bananas are in liberal supply. Pines and tomatoes are beginning to come from Southern points, tomatoes being quoted this week for the first time. The lemon market is firmer, an active demand being reported during the last few days of cold weather. Bitter oranges have arrived on this market, and are already selling well. In reference to supplies of bitter oranges in the Canadian fruit market, it is interesting to know that New York dealers frequently have orders filled for them by Canadian wholesale fruit men. We quote the following prices:

Florida oranges, per box	2 50	2 75
Florida grape fruit, per box	4 50	4 75
Florida tangerines (half straps)	2 25	2 50
Florida pineapple, per case	4 50	5 00
Marmalade Oranges, per box		2 50
Mexican oranges, per box	1 75	2 00
California navel oranges, per box	2 50	3 00
Valencias ordinary, 420's	3 50	3 75
" 714's		5 00
New messina lemons, 300's, per box	2 25	2 75
" " 360's, per box	2 25	2 50
Bananas, large bunches, orated	1 50	2 00
Bananas, 8's, per bunch, orated	1 00	1 25
Apples, Winter varieties	1 50	3 00
Sweet potatoes, kiln dried, per bbl		5 50
Almeria grapes, per bbl. fancy	7 00	8 00
Cranberries, Budd's long keepers		10 00
Howes	9 50	10 00
Smyrna figs, Eleme, four crowns		0 07
" " five "		0 08
" " six "		0 09
" " seven "		0 13
" " glove boxes, 1-lb	0 07	0 08
" " Protoben, four crowns	0 09	0 10
" " " five "	0 12½	0 13
Comadre figs	0 03½	003½

W. B. Stringer & Co., Toronto, have received the following cable from J. C. Houghton & Co., Liverpool, dated February 8: "13,000 bbls selling. Baldwins, xxx, 10s 6d to 14s; Baldwins, xx, 7s 6d to 8s; Golden Russets, xxx, 17s to 20s; Golden Russets, xx, 12s 6d to 14s 6d."

Eben James, Toronto, has received the following cables from Woodall & Co., Liverpool, and M. Isaacs & Sons, London, respectively. both dated February 8: "19,000 bbls selling. Market remains steady at former quotations." "Colored, 8s to 10s; demand slow."

APPLE SHIPMENTS.

Total apple shipments for week ending February 4, 1905 :

	To Liverpool.	London.	Glasgow.	Various.	Total
From Boston	12,503	478	3,014	....	15,994
New York	3,148	3,723	477	3,234*	10,582
Portland, Me.	14,385	796	2,670	....	17,851
Halifax	505	13,352	....	....	13,857
St. John, N.B.	525	....	....	....	1,401
Total for week	31,065	18 349	6,161	4,110	69,685
Same time 1904	39,703	32,244	4,747	13,198	89,892

*(3,234) various, made up as follows: Hamburg, 936; Bremen, 198; Manchester, 2,976.

Vegetables.

Fair trade is reported in vegetables, especially in domestic stock. Cabbages, which have been scarce in this market for some weeks, are now being supplied from the United States, and an easier feeling is noted. Imported tomatoes arrived on the market this week, and are quoted for the first time this season at $4.50 to $5.00 per case. California cauliflowers are also another novelty, being quoted at $3.25 per case. Beets are 10c. higher than they were last week, and butter squash has been crossed from the list. Artichokes are 25c. dearer they were last week.

The recent heavy frost in Florida will have the effect of delaying the vegetable crop three or four weeks, which means that the bulk of supplies of early vegetables will be somewhat later in reaching this market than usual. We quote the following prices:

Greenhouse lettuce	0 35
Greenhouse radishes, per doz. bunches	0 50

Dry Mint, per doz bunches		0 20
Parsley, "		0 20
Sage, per doz		0 20
Savoury, per doz		0 15
Carrots, per bag		0 60
Beets, per bu		0 60
Beets, per bag		0 60
Dry Onions, per bag	1 90	2 00
Dry Onions, per basket		0 50
Spanish onions, per case		4 00
Green house water cress, per doz		0 25
Canadian celery, per doz	0 35	0 75
Potatoes, per bag		0 90
Parsnips, per bu		0 60
Parsnips, per bag		0 75
Cabbage, per head	0 05	0 10
" per doz		1 00
Turnips, per bag	0 30	0 35
California celery, per case		5 00
Hothouse cucumbers, per doz	1 50	1 75
Artichokes, per bu		0 75
Oyster plant, per bu		1 25
Greenhouse rhubarb, per doz	0 00	1 25
" onions, "	0 15	0 20
Florida head lettuce, per doz		1 00
Tomatoes, per case	4 25	5 00
California cauliflower, per case		3 25

Fish and Oysters.

There is nothing of special interest to record in the fresh fish and oyster market this week, except a healthy demand at quotation prices for nearly all lines quoted below. There are no new arrivals on the market to record, and last week's prices continue unchanged. Our quotations are as follows:

Frozen halibut	0 10	0 11
British Columbia salmon	0 10	0 11
Whitefish, frozen, per lb		0 07½
Haddock " per lb		0 05
Cod, steak " "		0 07
Trout, lake, per lb		0 07½
Pike, per lb	0 05	0 06
Finnan haddie, per lb	0 07	0 07½
Oysters, Long Island natives, per imp. gal		1 70
" Baltimores, per wine gal		1 40
" "Select," " "		4 80
Ciscoes, per basket	1 25	1 40
Bloaters, per box of 100	1 00	1 25
Labrador herring, ½ bbl		3 25
" " large bbl		6 00
Shrimps, per gal		1 25
Sea herring		2 00
Smelts, No. 1		0 12
" No. 2		0 07
" extras		0 15
Frozen fresh water herring		0 04

Grain, Flour and Breakfast Foods.

GRAIN.

Owing to a temporary falling off in supplies of Manitoba wheat, prices have advanced during the week as follows: Manitoba Northern, No. 1, 1 1-2c. No. 2 and No. 3, Northern, each 1-2c. Red and white wheat have each advanced 1c.

The market in oats continues very firm, an advance of 1-2c. being noted during the week. This advance is not due to increased demand, as there is very little oats moving. Oats are scarce, however, and at ruling prices are being undersold by American oats. We quote the following prices:

All on track Toronto.		
Manitoba wheat, Northern No. 1 new	1 13	1 13½
" " " No. 2 "	1 08½	1 09
" " " No. 3 "	1 03	1 03½
Red, per bushel, new	1 10	1 11½
White " "	1 10	1 11½
Barley " "	0 48	0 52
Oats, " "	0 41	41½
Peas "	0 73	0 74
Buckwheat "	0 58	0 58½
Rye, per bushel, "	0 83	0 84

FLOUR.

The sales of flour have improved somewhat during the week, although trade as yet cannot be said to be brisk. An easing off on the export demand is noticed. Local prices continue unchanged last week. We quote the following prices:

Manitoba wheat patents, per bbl. in bags	5 40	5 60
Strong bakers " "	5 20	5 40
Ontario wheat patents " "	4 90	5 00
Straight roller " "	4 85	4 95

BREAKFAST FOODS.

Owing to the scarcity of oatmeal, which is quoted 12c. per bushel higher than the same product from the United States, there has been an advance in oatmeal breakfast foods of 25c. covering the list of oatmeal, standard and granulated, which is now quoted at $4.70 per barrel. Rolled oats in bags now quoted at $4.15 per barrel, in wood, $4.40 per barrel and broken lots, $4.55 per barrel.

The American cereal companies are competing successfully for the Canadian breakfast food trade, especially in the larger cities and domestic manufacturers are out of it for the present, on account of prices being favorable to the former. Our quotations are as follows:

Oatmeal, standard and granulated, carlots, on track, per bbl	4 70
Rolled wheat in boxes, 100 lbs	2 90
" " 50 lbs	1 50
Rolled oats, standard, carlots, per bbl., in bags	4 15
" " " " in wood	4 40
" " " " for broken lots	4 45
Rolled wheat, per 100-lb. bbl	3 00
Cornmeal	3 35
Split peas	5 00
Pot barley, in bags	4 00
" in wood	4 25

Hides, Tallow, Skins and Wool.

The hides and wool market continues dull and featureless, although prices are remarkably steady. A certain amount of trading is reported, the volume, however, being comparatively small. The only change to note is an advance of 1c. in fleece wool, new clip. Our quotations are as follows:

HIDES.

No. 1 green steers, per lb		0 08½
" 2 " " "		0 08½
No. 1 green, per lb		0 09
" 2 " "		0 08

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive		0 11
" " " 2 " "		0 09
" " " 1 15 to 20 lb "		0 10
" " " 2 " "		0 08
Sheep skins	1 25	1 50

TALLOW.

Rendered tallow, per lb	0 04	0 04½

WOOL.

Unwashed wool, per lb	0 13	0 14
Fleece wool, new clip, per lb	0 22	0 23
"Rejections"	0 16	0 17
Pulled wools, super, per lb	0 23	0 25
" " extra "	0 24	0 26

QUEBEC MARKETS.

Montreal, Feb. 9, 1905.

Groceries.

THE jobbers report a fair week for business, inquiries and orders all coming in very well. Sugar holds at the same price, and the tendency is firm. Sales are reported as light. Teas are quiet and unchanged. India and Ceylon greens are reported as selling fairly well. No large transactions are noted in Japans, but inquiries are coming in as to expectations. Prices are the same, with an upward rather than downward tendency. Recent quotations on spices have shown a slight decline in the price of cloves and nutmegs, which, however, is said to be caused by some holders being willing to dispose of surplus stock. Molasses is very firm, and Barbadoes has advanced to 20c. at Barbadoes, including puncheons, which would cost from 32 to 33c. here. Stocks held in first hands here have been advanced to 30c. and over. The prices of canned goods are unchanged and sales are light. Canners have advanced gal. apples 10c. on account of the high price of evaporated apples. Dried fruits are firm and stocks sold up. Holders are looking for higher prices. Apricots and peaches are scarce and stocks held in primary markets very light. Fish sales are improving. Frozen herring are scarce and higher. Malpecque oysters are out of the market. Green fruits are selling lightly. Celery is in good demand selling freely at $5.00 per crate. An advance is looked for this week. California navels dropped from 25 to 50c. per crate, in sympathy with New York. Pineapples are arriving in frozen condition. Cranberries advanced from $1.00 to $2.00 per bbl., on account of light stocks held in New York. Rice, firm with upward tendency. Crops reported as being light. Nuts practically unchanged. Flour is in good demand, and prices firm. Seed is firm. Ontario bran has advanced. Rolled oats have advanced 25c. per bbl. Hay is unchanged. Local provision market unchanged, with business fair. Butter is firm. Eggs are scarce, and high. Potatoes firmer and some fair sales reported. Beans are firm. Evaporated apples unchanged from last week. Stocks very short. Maple products have fair demand, especially for buckwheat honey. Hops are unchanged.

SUGAR.

No changes in sugar prices of any kind. Sales are light. Foreign beet market fairly steady, though slightly easier in tone. Business locally has been none too active; country merchants apparently being well supplied for present requirements.

Just as we go to press word is received of a reduction of 10 cents in refined, effective on February 9 at 10 o'clock a.m.

Granulated, bbls	$5 65
" ½-bbls	5 80
" bags	5 60
Paris lump, boxes and bbls	6 15
" ½-boxes and ½-bbls	6 25
Extra ground, bbls	6 00
" " 50-lb. boxes	6 20
" " 25-lb. boxes	6 10
Powdered, bbls	5 80
" 50-lb. boxes	6 00
Phoenix	5 60
Bright coffee	5 50
" yellow	5 45
No. 3 yellow	5 40
No. 2 "	5 25
No. 1 " bbls	5 10
No. 1 " bags	5 10
Raw Trinidad	4 50 4 50
Trinidad crystals	4 85 4 90

TEA.

Market practically unchanged. Fair sales reported in Indian and Ceylon greens. No large transactions reported in Japans, but orders and enquiries are coming in as to expectations. Dealers say prices can't go any lower, and have rather an upward tendency. No cable advices from Colombo to indicate any changes. We quote:

Japans—Fine	0 26	0 28
Medium	0 20	0 24
Good common		0 18
Common	0 12½	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders	0 12	0 12
Congous—Kaisows		0 12
Pakling boxes	0 12	0 14

SYRUPS AND MOLASSES.

Molasses is very firm. Barbadoes has advanced to 20c. at the Island, including puncheons, which brings it to about 32c. landed here. Stocks already in first hands here have been advanced to over 30c. Holders are hanging back. We quote:

RETURNED
FEB 10 19[illegible]
To Montreal
Cat Book 30
Page 8
LG



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SOLE AGENTS IN CANADA:

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Fish.

Frozen herring scarce, and higher. Business is picking up, and prospects are brighter. Malpeeque oysters are out of the market now. The demand for frozen fish of all kinds keeps up well, the seasonable cold weather allowing dealers to stock up. We quote:

Sea herring, large Newfoundland, casks, 600 fish per 100	....	1 85
" " " bbls.. 300 fisb	....	1 90
" " less than bbls	....	2 00
" " small, per 100	0 90	1 00
Standard bulk oysters, per gal	....	1 40
Selects	....	1 60
Shell oysters, bbl	3 00	5 00
Fancy Malpecques	8 00	10 00
Dressed bullheads	....	0 09
Haddies	....	0 06
Bloaters in boxes, 100 fish	....	1 00
Smoked herring, per box, new	....	0 11
Frozen haddock, per lb	0 03½	0 04
Pike, " round winter caught	0 05	0 05½
Halibut, per lb	0 08	0 08½
Gaspe salmon, fresh frozen	....	0 15
B. C. Salmon, frozen	0 08½	0 09
Frozen steak cod	....	0 05½
Market cod	....	0 04
Whitefish	0 07½	0 08
Dore	0 06	0 06½
Fresh frozen Smelts	0 06	0 0
No. 1 Labrador herring in 20-lb pails	....	0 80
No. 1 Herring, Labrador, per bbl	....	5 00
" " half bbl	....	2 75
No. 1 Holland herring, per half bbl	....	6 50
No. 1 Scotch herring, " "	....	5 50
" " per keg	....	1 00
Holland herring, per keg	0 65	0 75
No. 1 Salt mackerel, pail of 20 lbs	....	2 00
Boneless cod, 1 and 2-lb. blocks, per lb	....	0 06
" fish, " " "	....	0 05½
" " loose, in 25 lb. boxes	....	0 04½
Skinless cod, cases 100 lb. (new)	....	5 00
Green Codfish, (200-lbs.) No. 2	....	5 50
" No. 1	....	7 00
Large "	7 00	7 50
Green pollock	....	5 00
Green pollock	....	5 00
Labrador Salmon, half bbl	....	9 00
" " (200 lbs.) bbls	....	16 00
" " Large (300 lbs.)	....	24 00
B.C. salt salmon, bbl	....	14 00
" " ½ bbl	....	7 50
Lake trout, salt, 100 lbs	....	4 75
Sea Trout in bbls. 200 lbs	....	9 50
" half bbls	....	5 50
Marshall's kippered herring, per doz	....	140
Canadian kippered, per doz	....	1 00
Canadian ½ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz	....	1 30
Canned cove oysters, No. 2 size, per doz	....	2 25

Country Produce.

BEANS.

Beans are firmer and in fair demand. Prices are steadv at $1.50 for H. P. prime in car lots, and $1.65 for smaller quantities. We quote:

EVAPORATED APPLES.

Evaporated apples are unchanged. Prices very firm at 7c. and hardly any to be had.

MAPLE PRODUCTS.

Maple products are unchanged. Sales are small, but regular. Maple sugar is selling better than last week.

Maple syrup, in wood, per lb	0 05½	0 05½
Maple syrup, in large tins	0 50	0 60
Pure sugar, per lb	0 07½	0 07½
Pure Beauce, county, per lb	0 08½	0 09

HONEY.

Honey sales in this are quiet. There is a fair demand for buckwheat honey at from 6 1-2 to 7e.

White clover, extracted, tins	0 08	0 08½
" " kegs	0 07½	0 08
" " comb	0 12½	0 13
Buckwheat	0 06½	0 07

HOPS.

Hops are unchanged.

Choice	0 32	0 35
Fair to good	0 28	0 31

Flour and Feed.

FLOUR.

Flour firm, and demand good. Feed is firmer. Ontario bran has advanced to $19.00. Spring patents are quoted at $5.80. Rolled oats have advanced 25c. per bbl., and are firm at that. We quote:

Manitoba spring wheat patents	5 60	5 80
" strong bakers'	5 30	5 50
Winter wheat patents	5 50	5 75
Straight rollers	5 20	5 35
Extra	4 55	4 80
Straight rollers, bags, 90 per cent	2 55	2 65

FEED.

Moullie	25 00	28 00
Ontario bran, in bulk	18 00	19 00
" shorts	....	20 00
Manitoba bran, in bags	16 50	17 50
" shorts	19 00	20 00

ROLLED OATS.

Fine oatmeal, bags	....	2 60
Standard oatmeal, bags	....	2 60
Granulated " "	....	2 50
Rolled oats, "	2 30	2 35
" bbls	5 10	5 20

HAY.

The undertone of the market is still easy. Consignments from the country holders are still arriving. Stocks are fairly heavy here, while the Maritime Provinces reports a scareity in some places, owing to the stoppage of the rebate allowed by the railways to shippers. We quote:

No. 1 timotby	9 00	9 50
" 2 " choice	8 00	8 50
" 2 " ordinary	7 00	7 25
Clover	6 50	7 00
Clover mixed	7 00	7 50

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, Feb. 9, 12.30 p.m.

CHEESE—Little business doing. Prices ranging from 10½ to 11c.

BUTTER—Local demand holds good. American buyers making inquiries which may liven up trade more. Finest creamery, 21½ to 22c; fine, 21 to 21½c.; fine western dairy, 17½ to 17½c.; fair to good, 16½ to 17c.; under grades, 14½ to 15c.

EGGS—No change. Good cold storage, 19 to 19½c.; lower grades, 16½ to 18c.; selected, fresh, 23 to 24c.; strictly fresh, 30c.; Montreal limed, 19 to 19½c.

PROVISIONS—Prices 25 to 50c. higher for dressed hogs. Demand in jobbing way good. Fresh abattoir killed, $8 to $8.25; country dressed, $6.50 to $7.50. Advance due to strong market for live hogs.

Provisions.

Export market shows an improvement being about 1-2c. stronger in both Liverpool and London. Local market for hogs is stronger, owing no doubt to the strong foreign market on bacon. Select hogs sold at $6.00 to $6.50. Live hogs are stronger, and will affect dressed lines.

Canadian short cut mess pork	$16 50	$17 50
American short cut clear	17 00	17 50
American fat back	17 00	17 50
Bacon, per lb	0 07½	0 13
Hams	0 11½	0 13
Extra plate beef, per bbl	11 50	12 00
"Boar's Head" brand, tierces, per lb	....	0 06½
" " ¼-tierces, per lb	....	0 06½
" " 60-lb. fancy tubs	....	0 06½
Cases, 20 3-lb. tins, per lb	....	0 07½
" 12 5-lb. tins "	....	0 07½
" 6 10-lb. tins "	....	0 07½
20-lb. wood pails, each	....	1 43
20-lb. tin pails, each	....	1 33

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	1 57	1 70
" tubs	0 07½	0 08½
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08½	0 09½
" cases (24 3-lb. tins)	0 08½	0 09½

Eggs, first of new laid eggs are coming in fairly as well as last year. Some are coming in with mixed eggs from the country, as is usually the case with first arrivals. Strictly new laid sold at 35c. a dozen, though 30c. is about the regular price, though 28e. was paid for few lots. Montreal limed selling at 19 to 20c.

Butter shows an improvement this week, and demand is good. Choice creamery sold up to 22 1-2e. and stronger prices are looked for by some dealers. Dairy rolls are searce, and this has strengthened price in creamery. 19 to 20e. for tubs being paid. Receipts are light.

Finest creamery	0 21½	0 22
Fine	0 21	0 21½
Medium	0 20	0 20½
Fine western dairy	0 17½	0 17½
Fair to good western	0 16½	0 17
Undergrades	0 14½	0 15

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

Warren Bros. & Co., Toronto, have received a car of 1904 crop New Orleans molasses, which they are offering to the trade at attractive prices.

White & Co., of Toronto, have received a mixed car of California celery and California cauliflowers this week.

Grocer—Editorial

Heinz tomato soup is a good line to handle at this season of the year.

Buyers of canned fruits will do well to communicate with H. P. Eckardt & Co., Toronto.

H. P. Eckardt & Co., Toronto, are offering special value in brooms.

The Eby, Blain Co., Toronto, offer a snap in fresh water trout, guaranteed A 1, Fall caught, for shipment from Midland.

S. H. Ewing & Sons, Montreal, are quoting sage, savory, thyme, mint, and marjoram at prices which are attracting the trade.

Smoked finnan haddie are now meeting with ready sale. Leonard Bros., Montreal, have large quantities of fresh-cured stock in 15-lb and 30-lb boxes arriving weekly.

Leonard Bros., Montreal, report demand for frozen fish of all kinds very active now as dealers are procuring their supplies during the present cold and seasonable weather.

E. D. Marceau, Montreal, has just finished stock-taking and is offering special values to the grocery trade.

The attention of the trade is called to "Kkovah" goods, for which J. R. Greig, Montreal, is Canadian representative. "Kkovah" table jellies, custard powders, blanc mange powder, plum puddings, mince meat, cordials, health salts, etc., are all well known to the trade. A new "Kkovah" commodity is being introduced to the Canadian trade in the form of "Kkovah jelly powder." Mr. Greig reports a large shipment of these goods now on hand with more on the way, as orders already received will practically clean up the first shipment.

To all Buyers of Salt:

Acting as Sales Agents for the principal Canadian Salt Manufacturers, we beg to notify you that we have opened an office in London, Ont., considering that locality to be most favorably situated for the prompt receipt and despatch of mails. You are respectfully invited to correspond with us and obtain our prices before ordering elsewhere. We sell all grades of Salt--finest Vacuum, medium fine Grainer, Table, Dairy, Packers, Tanners, Land or Refuse. Handling the output of various works, our facilities are unexcelled, and we can ship promptly by any line of railroad, and by water during navigation.

ADDRESS

THE DOMINION SALT AGENCY

LONDON, ONT.

Telephone No. 1971

Offices: 2nd FLOOR, MERCHANTS' BANK BUILDING. Entrance on Queen's Avenue.

COMPETITION IS KEEN

SOME ONE WILL GET LEFT.

But Take Advantage of This Opportunity.

EDWARDSBURG STARCH

"Canada Laundry," . .	3 1/4c. lb.
"Canada Corn," . . .	4 1/4c. lb.
"Benson Corn," . . .	5 3/4c. lb.

1% 10 days; freight paid on 10 box lots all over Quebec and Ontario east of North Bay.

Have Your Eyes Open on Syrup, "CROWN"

L. CHAPUT, FILS & CIE.,

Wholesale Grocers and Importers of Teas, Coffees, Wines and Liquors, Montreal.

TALK WITH AN OLIVE MAN.

THE CANADIAN GROCER ran across an olive traveler at the Windsor in Montreal last week. While Canadians are consumers of olives and the consumption of this fruit is becoming more general as people become appreciative, on trial of this appetizing American institution, there are not many travelers covering the country whose sole aim, talk and breathing says "Olives!" and it was a treat to run across such an energetic, enthusiastic missionary as was found in the person of Mr. Anson B. Leo. Mr. Leo represents the well-known (at least to the United States side of the boundary) olive house of Alart & McGuire, 66 Madison street, New York, and has been calling upon the jobbing trade of Montreal during the week.

Mr. Leo knows olives—and some other things,—and The Grocer found him as full of information as a Baedecker. In the course of his travels he has exploited the merits of his wares in Porto Rico, Cuba, Central America, Mexico, the United States and Canada. Knowing that he represents one of the largest olive houses, if not the largest in the United States, The Grocer asked him for a sketch of his firm and business, which Mr. Leo kindly furnished.

About twenty-five years ago there was a concern in New York City, the old-established house of Alart & Rossiter, doing a business of about $75,000 per annum. This was previous to the present Mr. McGuire becoming a member of the firm; on his entry into the concern the name was changed to Alart & McGuire. The business grew very rapidly, and from the one salting and pickling house in West Chester County, N. Y., they now have thirty-five factories, owned, controlled and operated by the firm. These factories and salting establishments are located throughout the United States, touching practically all the large centres in the East, Middle West and as far west as the Missouri River, and south to New Orleans. Their manufacturing capacity of vinegar alone is given as 150,000 barrels annually, that is, 100 grain test vinegar, which is the highest strength vinegar now manufactured by the process of distillation. This full-strength vinegar is usually shipped in carload lots to the smaller packers, who reduce it to the respective grades required for their trade. Their capacity for pickles averages annually between four and five thousand cars.

A number of years ago Alart & McGuire started importing olives; to-day they claim to be the largest olive importing house in the United States, and the New York custom house returns are given as proof of their claim to this exalted distinction. Their bottling department is located at 299-305 Water street, New York, and is said to be the largest in the world, being an eight-storey building, and possessing every modern appliance tending to the cleanly, proper, prompt and careful packing of olives. This department is under the control and management of one of the ablest gentlemen in the business, Mr. Colin D. Mawer, formerly connected with Francis H. Leggett & Co., one of the largest wholesale grocery houses in the United States, and who thoroughly understands olives and their preparation.

Alart & McGuire, in conjunction with other large United States olive packers, have been making strenuous efforts to secure the entire olive trade of Canada, and though no one house can lay claim to having control of the trade, they are all developing and encouraging the demand for olives. As an indication of how this business has grown, it may be stated that during the past ten years the Canadian trade has increased over five hundred per cent. Jobbers, who some years ago purchased only small quantities and had difficulty in disposing of their stock, are now buying in carload lots. Mr. Leo expressed pleasure to the writer in stating that he had found Canadian jobbers, in comparison with those of many other countries visited, more up-to-date and progressive and alive to the great possibilities of their business. Notably in Montreal, he found several houses, that in the amount of business done, and in the methods employed, need not "take a back seat" after even the mammoth grocery houses of the United States and Great Britain. It was seldom that such cleanly and bright and well-equipped offices and sample rooms were met with in his country. The courteous manner in which American salesmen were received by buyers in Montreal was also especially noticeable.

Mr. Leo is now in the West spreading the "gospel of olives according to St. Leo." While in Montreal, Mr. Leo's commercial headquarters were made at Mr. W. H. Dunn's offices, St. Paul street, who is resident representative for Alart & McGuire. Mr. Leo complimented The Canadian Grocer as "about the best grocery paper he has seen, and I see them all."

TO STOP TEA FROM CANADA.

RE-ENACTMENT of the law which provided for a duty on tea brought into the United States from Canada, and was repealed by Congress some time ago, was strongly advocated by President Thomas A. Phelan at the annual meeting of the National Tea Association, held in New York on February 1.

"We have discovered that our Canadian friends have been seeking trade along the States bordering on the dividing line and underselling our market," said President Phelan. "While they have a special duty against all goods coming from the States to Canada of ten per cent. over the above all other duties which they impose from other countries, and which effectually forbids our seeking the markets of Canada, we have no such protection. Through a mistaken idea of expected reciprocity, Congress repealed the law which existed for our protection. We find that the re-enactment of this law is absolutely necessary to put us on an equality with our Canadian friends."

This is a phase of the tea trade in which manufacturer, wholesaler and retailer are vitally interested and The Canadian Grocer will be glad to have an expression of opinion from members of the trade through its reading columns.

DROP IN STARCH

A meeting of starch interests was held in Toronto on February 8, and as a result prices have dropped 1c per pound on all grades except Canada Laundry Starch, which is down 1 1-4c. The change took effect on February 8.

PERSONAL MENTION.

Mr. C. H. Colson, of C. E. Colson & Son, Canadian representative of Crosse & Blackwell, London, returned to Montreal last week from a six weeks' trip to England. Mr. Colson reports that a very good business was done during 1904 and that despite a certain restriction to general trade throughout England he returns with a complete re-arranged plan and schedule for handling the increasing Canadian business and Crosse & Blackwell's goods, as well as the other English lines carried by Colson & Son will receive the closest possible attention and expansion. Indications for Spring trade of 1905 are very promising, large orders being already on hand, for first Spring arrivals. These orders are from all over the Dominion, from Vancouver to Halifax.

Mr. Albert N. Reay, Toronto, Canadian manager Force Food Co., was a caller on the Montreal trade this week, and paid a visit to The Canadian Grocer offices.

Leonard Bros., Montreal, have new arrivals of Labrador herrings in bbls. and half-bbls.; prices will interest the trade.

GOOD STOREKEEPING

When you hand out Royal Baking Powder to a customer

You know that customer will be satisfied with his or her purchase;

You know that your reputation for selling reliable goods is maintained; and

You know that customer will come again to buy Royal Baking Powder and make other purchases.

It is good storekeeping to sell only goods which you know to be reliable and to keep only such goods on your shelves.

ROYAL BAKING POWDER CO., NEW YORK.

MANITOBA MARKETS.

Special Report from the Winnipeg Office of THE CANADIAN GROCER.

Quotations corrected by telegraph up to 12 a.m. Thursday, February 9th, 1905.

BUSINESS continues fairly active, and the volume of sales is considered satisfactory for the season. Collections show some improvement, but there are still many complaints in this matter. For the present, sugar seems to have reached the highest mark, but there are not many wholesale men who are prepared to hazard many guesses as to the future course of the market. The decline of 30 cents on all grades for points between Dunmore and the British Columbia boundary, noted in our last issue, is not taken here, as indicating the future course of the market. One refinery controls the market in that territory, and owing to the absence of competition, the price in that district was higher than that charged by the same refinery for delivery farther East. The price had advanced to a point where it interfered with the consumption, and the reduction was made for this reason. Coffee continues easy in the New York market, but the local price is unaffected as yet. Some advances have been made in dried fruits, as has been predicted in these columns for several weeks. Peaches and pears have been advanced this week, and apricots are sure to follow suit very soon. California dried fruits now cost the wholesale houses more when laid down in Winnipeg, than they are charging the trade, and it is only the presence of large local stocks that prevented an advance being made about the first week in January. Evaporated apples are advancing as predicted last week. The advance noted below is likely to be followed by another very soon, if the Eastern market continues to develop further strength.

Sugar.

At time of writing, the sugar market has been quiet for several days. The reduction of thirty cents noted in these columns last week, as having been made by the British Columbia refinery on all grades of refined sugars for points between Dunmore and the British Columbia boundary, is not interpreted here as necessarily indicating the long expected turn of the market. Owing to the absence of competition, prices in that district had been advanced to a point out of proportion to values further East, and it was found that the high price was checking consumption. We again quote:

Montreal granulated, in bbls	6 40
" " in sacks	6 35
" yellow, in bbls	5 90
" " in sacks	5 85
Wallaceburg, in bbls	6 30
" in sacks	6 25
Icing sugar, in bbls	7 00
" " in boxes	7 20
" " in small quantities	7 45
Powdered sugar, in bbls	6 80
" " in boxes	7 00
" " in small quantities	7 25
Lump, hard, in bbls	7 10
" " in ½-bbls	7 20
" " in 100-lb cases	7 10

Canned Goods.

No changes in price are noted this week. Business is of average proportions for the season. We quote:

Apples, 3's, 2 doz. cases, per case	2 15	2 20
Cherries, red pitted, 2's, 2 doz.	....	4 40
Currants, red, 2 doz. cases, per case	....	3 35
" black, " "	....	3 75
Goosberries, " "	....	3 50
Lawtonberries, 2's, " "	....	3 35
Pears (Bartletts), " "	....	3 50
Peaches, 2's, " "	....	3 75
" 3's, " "	....	3 75
Raspberries, red, " "	....	2 90
" black, " "	....	3 00
Strawberries, " "	....	3 50
Plums, Lombard, 2 doz. per case	....	2 35
" green gages, 2 doz. case, per case	....	2 50
Tomatoes, 3's, per 2 doz. cases	2 85	3 00
Corn, 2's " "	....	2 60
Peas, 2's " "	....	1 90
Beans, 2's " "	1 90	1 95
Salmon, finest sockeye, per case	....	7 00
" humpback, "	....	3 75
" cohoes, "	....	5 25
Boneless chicken, lb. tins, per doz	....	3 25
" turkey " "	....	3 25
" ducks " "	....	3 25

Cocoa and Chocolate.

Bakers' cocoa and chocolate have been reduced this week 3 cents per lb. The 1-4 and 1-2 lb. packages of cocoa are sold now at 42c. and the 1-2 lb. packages of chocolate at 37c. per lb.

Baking Powder.

A reduction of about 10 per cent. has

Make two blades of grass grow where one grew before



By buying lines that are well known and have a steadily repeating sale; stock is worked off in half the time it takes for "the have to be pushed" goods, giving you the original amount of your purchase to invest again, and a good profit to bank. The right lines will make one dollar turn the profit of two in the same length of time. Michel Lefebvre Vinegar Works' products are standard goods. They got their quality reputation years ago They make sales easily and fast. People will buy them when nothing else will do. They stand for business increases.

The two lines quoted are good examples.

BENGAL, 4-oz. Bottle, 3 doz. to case **$2.40** doz.
LION (small stock), 3 doz. to case - **2.00** "



THE OZO CO., Limited,
MONTREAL.

N.B.—We have an illustrated Price Current of our products that is certainly worth the post card that will bring it.

been made this week in Price's baking powder. The new quotations are as follows:

Price's baking powder, 6 oz. size	1 90
" " 12 oz. size	3 75
" " 2½ lb. size	11 40
" " 4 lb. size	17 25
" " 5 lb. size	21 50

Jam.

Upton's jam has been advanced to 50 cents per pail—an advance of 2 1-2 cents. The Brandon price is 52 cents, the price in Calgary and Lethbridge 57 cents, and the Edmonton price 60 cents.

Spices.

Spices are quiet and firm in price. We again quote:

Pepper, black, per lb	0 18
" white, "	0 25
Cayenne, "	0 21
Cloves, ground "	0 25
Cassia, "	0 16
Allspice, "	0 14
Ginger, "	0 15
Cloves, whole	0 25

Rice, Tapioca, Etc.

We quote unchanged prices as follows:

Rangoon rice, per lb	0 04
Patna " "	0 04½
Tapioca, per lb	0 03½
Sago, "	0 03½

Syrups and Molasses.

Prices are firm and unchanged. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 40
" " 5-lb tins, per 1 "	2 70
" " 10-lb tins, per ½ "	2 50
" " 20-lb tins, per ¼ "	2 40
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Barbadoes molasses in ½-bbls, per lb	0 04
New Orleans molasses in ½-bbls, per lb	0 02½
" " in barrels	0 02½
Porto Rico molasses in ½-bbls., per bbl	0 04½

Coffee.

The New York market for Rios is still easy, but local prices have not been affected. Prices are still as follows:

Green Rio, per lb	0 11½
Roasted, per lb	0 14

Nuts.

We quote.

Almonds, per lb	0 12½
" (shelled), per lb	0 28
Filberts	0 11
Peanuts, extra choice	0 11½
Jumbos	0 14
Walnut, per lb	0 12
" (shelled) "	0 25
Pecans, per lb	0 15 0 16
Brazils, per lb	0 16

Foreign Dried Fruits.

There is a strong demand for prunes, owing to the prevailing low prices, and the certainty that in view of the bareness of the California market, local advances can not be long delayed. The prices below are for Santa Clara prunes, the Northern prunes being quoted 1-4 cent lower. Peaches and pears have already been advanced as predicted in these columns since the first of the year, and apricots are sure to follow very soon. We quote as follows:

Valencia raisins, Trenor's, per case f.o.s	2 00
" selects	2 20
" layers	2 25
California raisins, muscatels, 3 crown, per lb	0 06½
" " 4 "	0 07½
" " choice seeded in ½-lb. packages per package	0 06½
" " choice seeded in 1-lb packages per package 0 08	0 08½
" " fancy seeded, 1-lb. packages, per package	0 09½
Prunes, 90-100 per lb	0 04½
" 80-90 "	0 04½
" 70-80 "	0 05½
" 60-70 "	0 05½
" 50-60 "	0 06½
" 40-50 "	0 07½
" silver "	0 07½

Clark's Meats Have Been Tested

And Found Satisfactory

Every Live Grocer prefers to buy goods that are advertised, that have been tested, that have a reputation and hold the confidence of the consumer. *He Knows* he has everything to lose and nothing to gain by buying untried products.

60 Varieties to Choose From 60

COCOANUT.

WE HAVE NOW THE

LARGEST AND BEST EQUIPPED PLANT IN CANADA

Our new process is the best known, and by it the natural flavor of the meat is retained. That is why **"WHITE DOVE"** has such an enormous sale. Put up in Barrels, Pails, Boxes and Packages.

Prices quoted with pleasure.

W. P. DOWNEY, 26 St. Peter St., MONTREAL

EPPS'S

GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS COCOA

Agency Offer—Very important and up-to-date manufacturers of

FINEST PROVENCE EDIBLE OLIVE OILS

desire sole selling agents to offer to Wholesale Buyers in Toronto or Montreal, also agents or New York, Chicago, and other centres in U.S. Highest references given and required.

Reply immediately to **A.D., 9 and 10 St. Mary-at-Hill, LONDON, E.C., ENGLAND**

Currants, uncleaned, loose pack, per lb	0 05½
" dry cleaned, Fillatras, per lb	0 06½
" wet cleaned, per lb	0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 06½
" Vostizzas, uncleaned	0 06½
Dates, new per lb	0 05
Figs, cooking in bags, per lb	0 04½ 0 04½
Apricots, choice, in 25-lb, boxes, per lb	0 13½
" standard, " "	0 12½
Peaches, choice, " "	0 13½
" standard " "	0 13
Pears, (choice halves) " "	0 13½
Nectarines, choice " "	0 11
Plums, choice (dark pitted) per lb	0 10½
Candied Peel—Lemon peel, per lb	0 09
Orange "	0 09½
Citron "	0 14

Evaporated Apples.

Owing to the rising market in the East, local prices are advanced this week. Even at this advance, local prices are too low to allow any profit in bringing in Eastern apples. We quote:

Evaporated apples (new), 50-lb. cases	0 07
" " 25-lb. cases	0 07½

Flour.

The flour market is very firm in sympathy with a strong wheat market. We quote:

No. 1, patent	2 95
" 2, "	2 75
" 3, "	2 00
" 4, "	1 50



Corrugated Iron

For Sidings, Roofings, Ceilings, Etc.

Absolutely free from defects—made from very finest sheets.

Each sheet is accurately squared, and the corrugations pressed one at a time—not rolled—giving an exact fit without waste.

Any desired size or gauge—galvanized or painted—straight or curved. Send us your specifications.

The Metallic Roofing Co.

WHOLESALE MANFRS. LIMITED

TORONTO, CANADA.

Butchers, Merchants and Hide Buyers Should write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freights. He pays full market values. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.

Gold Raised Letter Signs All that are desirable for a Store Sign, rich in appearance and easily read. They are made by us in such a variety of designs that it does not pay you to go without a Sign. Cannot we submit you sketches and name you prices for a proper Sign? Your Store Front is the best Advertisement. Make it talk to the passer-by.

The Martel-Stewart Co.

681-683-685 Craig St., - Montreal

Fish and Oysters.

A shipment of Winter caught white fish is now on the Winnipeg market. These fish are the first brought to Winnipeg from the Lesser Slave Lake. The quality is claimed to be superior to that of the Lake Winnipeg variety, and the price is slightly higher, viz. 7 1-2 cents. We quote:

Lake Winnipeg whitefish	per lb.	....	0 06
Slave Lake whitefish	"	....	0 07½
Yellow pike (pickerel)	"	....	0 05
Lake Superior trout	"	....	0 08½
Lake Superior loose frozen herring	"	....	0 03
Tubbees	"	....	0 04
Gold eyes	"	....	0 03
Blue fish	"	....	0 18
Mackerel	"	....	0 15
Red snapper	"	....	0 15
B.C. salmon (case lots 9c.)	"	....	0 09½
Halibut	"	....	0 08½
Jack fish	"	....	0 03½
Tomicods	"	....	0 05
Hake	"	....	0 07
Perch	"	....	0 04½
Eels	"	....	0 08
Cod, steak size	"	....	0 08
Cod, market size	"	....	0 07
Flounders	"	....	0 05
Haddock	"	....	0 08
Brook trout	"	....	0 22
Atlantic smelts, extra, 20-lb. boxes	"	....	0 12
" " No. 1, "	"	....	0 08½
" " No. 2, "	"	....	0 07½
"Halifax" brand salt cod, fish cakes 24-1's	"	....	0 11
"Acadia" " " " 20-1's	"	....	0 09
"Bluenose" " " " 20-1's	"	....	0 07
"Acadia" " " 2-lb. boxes	"	....	0 09
" " " 4-lb. "	"	....	0 09
" " shredded, 24 cartons, per bx.		....	2 00
" " " bulk, in 15-lb. boxs.		....	0 08
Large Labrador and Nfld. salt herrings per 100 lb.		....	5 00
" " " " per 20-lb. pail.		....	1 20
Salt mackerel, in 20 or 30-lb. pails		....	0 12½
Finnanhaddie, in 15 or 30-lb. boxes		....	0 08½
Smoked halibut strips		....	0 11
Kippered gold eyes, per doz		....	0 50
Yarmouth bloaters, 60 in box, per box		....	1 75
Lobsters, fresh boiled, per lb.		....	0 25
Shrimps, large size, per quart		....	0 60
Caviar, extra, small jars, per jar		....	0 40
Frog legs, 6 doz. in box, per doz.		....	0 40
Oysters, standard, per gallon		....	2 00
" select, "		2 15	2 25

Green Vegetables.

Native onions have been advanced another 1-2 cent per lb. and are now quoted at 4 cents.

Native onions, per lb.	....	0 04
Spanish onions, per case	....	1 75
Carrots, per bush	....	0 40
Beets, "	....	0 70
Turnips "	....	0 40
Potatoes "	0 70	0 80
Celery per case (7 to 9 doz)	....	6 50
" " (doz.)	....	1 00

WANTED.

EXPERIENCED Salesmen with satisfactory references to take orders on liberal commission for high grade specialty for which there is an unlimited market. Apply with reference to Box 215, CANADIAN GROCER, Toronto, Ont. (6)

SITUATION WANTED.

WANTED—Position in wholesale, by young man, seven years in general store. Good references. Box 218 CANADIAN GROCER, Toronto. (8)

FIRST-CLASS Salesman with large connection, traveling regularly between Port Arthur and Pacific Coast, is open for good side line. P.O. Box 502, Toronto. (6 eow)

COMMISSION AGENT.

COMMISSION AGENT, acquainted with nearly all good wholesale buyers and largest retailers in the grocers and allied trades of the United Kingdom, and with personal connection amongst the majority of them, is open for sole agency for Canadian firm. Would be satisfied with comparatively small commission with view to securing large turnover. Advertiser is decided Christian, with first-class business and personal references. Mr. Dring, 50 Church Lane, Hornsey, London, England. (7)

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words	each insertion,	1 year	$30 00
"	"	6 months	17 00
"	"	3 months	10 00
50 "	"	1 year	17 00
"	"	6 months	10 00
25 "	"	1 year	10 00

FOR SALE.

OLD established combined grocery, meat and liquor business, Hamilton; large and paying trade, and first class location. Splendid opportunity for a good man; satisfactory reason for retiring; the premises also for sale. Address P.O. Box 374, Hamilton. (9)

BUSINESS CHANCES.

THE LOCATORS—W. B. Herbert, General Manager. The largest and oldest exclusive business brokers in the West. Address The Locators, 63 Merchants' Bank Building, Winnipeg.

GROCERY—On Winnipeg Main Street, sixteen hundred dollar stock at ninety cents; half cash, rent thirty dollars. This is the cheapest business in Winnipeg to-day, clearing fifteen hundred a year. The Locators.

GROCERY—In Winnipeg, established twenty years, doing thirty thousand. Stock four thousand, half cash. This is no speculation, but a profit-making business. The Locators.

GROCERIES, Clothing and Shoes—Forty-five hundred stock at ninety-five cents, in good Manitoba town of 350. Five elevators. Turnover can be greatly extended by good, live man. The Locators.

GROCERIES, Crockery and Shoes—Twenty-five thousand dollar stock, doing one hundred thousand yearly; in thickly settled country. Excellent opportunity. Will make good terms to responsible man. Owner has got rich out of it, wants to retire. The Locators.

GROCERIES and Confectionery — Stock of twelve hundred; about hundred miles from Winnipeg. Turnover nine thousand, clearing twelve hundred a year. The Locators.

GROCERIES and Hardware—Ninety miles from Winnipeg. Eight thousand dollar stock; brick block, town site, three cottages, farm, cattle, horses and implements, all for twenty-five thousand. Ten thousand cash. If you want a good general investment you can't beat this. Write now. The Locators.

GROCERIES, Toys and Crockery—Stock three thousand; seventy miles from Winnipeg, doing twelve thousand, and can be doubled. Will take real estate in exchange. Submit yours. The Locators.

OUR new book of Business Opportunities is now in the printer's hands, and if you desire a copy send in your name at once. Address The Locators, 63 Merchants' Bank Building, Winnipeg.

Successful Advertising—How to Accomplish It

By J. ANGUS MACDONALD—a volume of 400 pages packed full of good stuff for advertisers. Price **$2 00.**

Sent postpaid upon receipt of price.

TECHNICAL BOOK DEPARTMENT, MACLEAN PUBLISHING CO., LIMITED, TORONTO.

Window and Interior Displays

Timely Hints and Suggestions

Window Dressing for Provisioners.

FOR a window display in a provision or butcher store, an ice effect is one that may be utilized to excellent advantage at this season of the year. The ice must, of course, be the foundation. There are three ways of producing an ice effect. One is by simply laying sheets of ground glass, rough side up, being careful to have them match as evenly as possible. If there should be any cracks or corners these should be filled in with salt, darkened sufficiently to match the color of the glass. Another way of making window ice is to take thin cakes of paraffine, lay them together, filling in the cracks and corners with some of the same substance, melted. The third possibility is to stitch a clean, smooth sheet of parchment paper tightly over boards. Having the ice, we must consider what to put on it. A flag with a red ball in the centre, is an excellent idea. The flag should be fairly high up, say put above the level of the eye, and should be kept fluttering by means of an electric fan in the side of the window, but hidden from view. This same electric fan, by the way, is a good thing to keep frost off the windows.

Having the ice and the flag, a simple scheme would be to have a number of people skating for a prize, which would, of course, be a handsome turkey or chicken. The window should also contain a show card, which should be bright, snappy and appropriate, and neither too large nor too small.

The border of the ice pond should be made sloping, like the banks of a real lake. On these banks may be placed upright a number of those canvas-covered dummy hams, painting on the smooth side the eyes, nose and mouth of a man, to make them look like people watching the race. Further, a couple of small colored flags with the words "Smith's Hams," or "Smith's Market" may be stuck in the ground. The background of the window may be arranged as a wood scene, with pigeons looking down from the trees and rabbits watching the race from the ground, which could be made to look like snow or not, as desired. The effect would be considerably enhanced if the scene were to be lit by moonlight. Take a small round box, about the size of a five pound butter box would do. Knock out the bottom and leave off the cover. Over one end of this cylinder paste two or three thicknesses of white tissue paper, put your light inside the box, and you have a good enough moon for anybody.

This Week's Illustrations.

The window shown in this week's illustration was arranged by E. Dore for S. E. Cornell, of Sarnia. It is especially to be commended as a first-class meat and provision window. The display consists of spiced roll bacon, select English breakfast bacon, mild cured ham, boiled ham, tenderloin, spare ribs, fresh pork sausages, weiner wursts, bologna, headcheese, jellied hocks, jellied tongue, besides canned roast beef and other canned goods, fresh eggs, fruit, olives, etc. The whole is garnished with sprigs of parsley and celery, tasty bits of the printers' and lithographers' art being also used to good effect.



Meat window of S. E. Cornell, Sarnia, dressed by E. Dore.

NEW MOLASSES REGULATION.

The Department of Customs has issued new regulation respecting the direct importation of molasses from other than British countries. The invoice of shipment is required to bear a certificate stating that the molasses therein described has been produced in the process of manufacture of cane sugar from the juice of the cane, without any admixture with any other ingredient, and is in the original packages in which it was placed at the point of production and not afterwards subjected to any process of mixing or treating. Molasses produced in Louisiana shall be consigned direct by vessel or railway from a port or place in Louisiana to a port in Canada. Molasses produced at Porto Rico shall be consigned direct from a port in Porto Rico to a port in Canada (without transhipment). Molasses produced in Cuba shall be consigned direct from a port in Cuba to a port in Canada, but may be transhipped in any intermediate country, under customs supervision, without change of original destination in Canada.

The Eby, Blain Co., Toronto, have a snap in a carload of "Simcoe" jams, 5s, 7s, and 30-lb. pails, which they offer at prices below to-day's market quotations.

INTERVIEWED PROVINCIAL TREASURER.

The committee appointed by the Retail Grocers' Association of Montreal to act with members of the wholesale grocery trade on the proposed amendment to the Provincial License Law, met the Hon. J. C. McCorkill, provincial treasurer, at 12 o'clock noon, Friday, Feb. 3, in the Provincial Government Buildings, Montreal. The committee, which was introduced to the Honorable Minister by Ald. C. B. Carter, M.L.A., consisted of His Worship Mayor Laporte, Prest. P. Daoust, Ald. N. Lapointe, Ricard, Lariviere, John Robertson, Geo. Graham, L. E. Geoffrion (of L. Chaput, Fils & Cie.), L. J. Demers, of Demers, Fletcher & Cie.; John Scanlon, A. de Repentigny, J. Cochran, M.L.A., J. B. Deschamps, P. Brunneau (treasurer M. R. Grocers' Assoc.), J. P. Dixon, D. C. Brosseau, J. A. Menard, and others.

After the deputation was introduced, Mr. McCorkill explained to them the proposal to reduce the number of shop licenses to 400, and asked the Grocers' Association to support him in that position.

Mr. John Robertson said he spoke for himself alone, but he was strongly opposed to limitation. He believed it would mean a vast amount of trafficking in licenses. In the old country and in parts of the United States limitation of licenses had led to the most deplorable state of affairs. There nearly all the saloons were in the hands of capitalists and brewers. If the liquor-selling business was legitimate at all, let everyman go into it who paid the license fee and satisfied the commissioners, and leave the task of keeping the business decent to the law and those who had to enforce it. It was said that restriction of licenses would put out of business a lot of low class dives and "shebeens," but if the law were enforced and the revenue officers did their duty such of these places that were improper would be put out of business anyhow. The fault is any lay in the administration of the law.

Mayor Laporte complained that in view of the proximity of the surrounding suburbs the price of liquor licenses in Montreal was altogether too high. He thought that the object sought by limitation of the number of licenses could be secured more effectually by a more careful examination into the qualifications of license applicants, not only on the moral side, but on the pecuniary, to require that they should have sufficient financial strength to carry on a legitimate and bona fide grocery business, and the suggestion appeared to please the treasurer. Other grocers supported this contention, and claimed that in Griffintown and other similar districts there were scores of "grocers" who did not carry $25 worth of groceries, and made their living by selling liquor for consumption on the premises in violation of their license. The business was strictly local and it was very hard for the revenue officers to secure convictions.

Mr. Brittain of A. H. Brittain & Co., Montreal, selling agents for Black Bros. & Co., Halifax and La Have, was a visitor to the Toronto offices of The Canadian Grocer this week. Mr. Brittain reports satisfactory sales of "Acadia" and "Halifax" brands of cod fish in this market, and says his firm have only one complaint to make, namely, a shortage of supplies.

A Good Name

The success we have enjoyed has been due to the quality of our products — Jams, Preserves, Marmalade and Confectionery—to which is given the name

McGREGOR

Always Order McGregor Goods.

McGregor - Harris Co.
Limited
33 Pearl St., - TORONTO.

Orlan Clyde Cullen, C.E.L.L.M.

Counseller at Law U.S. Supreme Court.
Registered Attorney U.S. Patent Office.

U S. and Foreign Patents, Caveats, Copy rights and Trade Marks. Military and Naval Inventions a specialty. Address,

Box 264, Station G., Washington, D. C.

GUN SHOP and MODEL SHOP,

Warren White Sulphur Springs,
Totten P. O. Virginia

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., 28 MARTIN'S LANE, CANNON STREET, LONDON, ENG.

JOHN LATHAM & SONS,
LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

JAMES MARSHALL,
ABERDEEN, - SCOTLAND.
Cables, Halcyon. Codes, A. B. C., 5th ed., Scattergood. Consignee for all kinds of Canadian produce. Personal attention and prompt returns guaranteed.

DAVID SCOTT & CO.,
Est. 1878. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of
CANNED GOODS.
T. A.—Scottish, Liverpool.

GRIFFIN & CULVERWELL,
Brokers, invite consignments of general produce, especially BUTTER, CHEESE, AND ALL FOOD PRODUCTS. Correspondence invited. References given. WRITE US.
139 REDOLIFFE ST., BRISTOL, ENG.

This space $15.00 per year.

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, APPLES, POULTRY.

E. BIERMANN & CO.,
FRUIT AND PRODUCE BROKERS,
5th Ed. A.B.C. Code,
CARDIFF, WALES.
APPLES AND ALL KINDS OF FRUIT AND PRODUCE.

This space $15.00 per year.

STOKES BROTHERS,
GENERAL MERCHANTS,
EXETER, ENGLAND,
Dealers in Eggs, Apples, Bananas, Potatoes and Fruits of all Kinds.
Correspondence solicited.

HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

I want to secure **Sole Agency** for **Britain** for Canadian manufacturers of **Wooden Ware** or similar lines. References **A1**. Splendid connections.
A. S. DUFFUS, JR.,
9-10 St. Mary-at-Hill, LONDON, E. C.

THOS. BOYD & CO.,
28 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

This space $15.00 per year.

WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England
We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER.
We sell cost, freight and insurance. Western Union Code.
LONDON, LIVERPOOL, GLASGOW.

"DEFIANCE" MAPLE SYRUP

If you specify "Defiance" brand when ordering maple syrup, you get a syrup that you can truthfully recommend. Our guarantee goes with every package.

TORONTO JOHN SLOAN & CO. BELLEVILLE

COFFEE

TO SUIT YOUR CUSTOMERS' TASTE.

Excelsior = Mocha and Java = Our Own Blends.

TODHUNTER, MITCHELL & CO.'S

ESTABLISHED BLENDS.

The thoughtful grocer will not waste time in selling inferior and unknown goods. They kill trade and lose customers.

CHASE & SANBORN'S coffees have a reputation back of them and the public know it.

CHASE & SANBORN

The Importers, Montreal

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

MOTT'S

"Diamond" Brand
and
"Elite"
Chocolates

have done more than any other brands on the market to build up the chocolate consumption in Canada.

REASON—**They are Pure and the Best.**

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO JOS. E. HUXLEY WINNIPEG.

STEWART'S FINE CHOCOLATES



A. J. Stewart, Limited
MAKERS
TORONTO

$10,000 $10,000

Ten Thousand Dollars in Gold will be spent by us during the year 1905 for advertising our different lines. We intend first to offer it to the Grocers of Canada.

Ask our Travellers how you can get your share.

LUMSDEN BROS.,

Wholesale Grocers and Manufacturers, - - Hamilton, Ont.

Business Changes

ONTARIO.

H. E. Teasdale, general merchant, Temperanceville, has assigned to N. L. Martin; meeting of creditors held on Feb. 9.

William Mooney, grocer, Ottawa, assets have been sold.

Dodd Bros., grocers, Toronto, have assigned to N. L. Martin.

John Calvert, confectioner, Windsor, has sustained loss by fire.

G. W. King, grocer, Ottawa, has been succeeded by R. Goldberg.

The assets of W. Mooney, grocer, Ottawa, are advertised for sale.

Hugh Ferguson, general merchant, Dundalk, is offering 50c. on the dollar.

Jas. McCue, grain merchant, Melanchton, has sold out to G. T. Somers & Co.

The J. M. Lavoie Co., Ottawa, cigar merchants, have been succeeded by J. M. Lavoie.

Ault & Co., general merchants, Finch, are holding a meeting of creditors on Feb. 11.

McKichen & Clothier, grocers, Ailsa Craig, have been succeeded by McKichen & McKichen.

D. Gillanders, general merchant, Wellington, has advertised his stock for sale by auction on Feb. 8.

QUEBEC.

P. Therrien & Co., general merchants, St. Remi, have assigned.

The assets of Frederic Gaudreau, grocer, Montreal, are to be sold.

The assets of Joseph Paiement, grocer, Montreal, are to be sold.

The assets of J. A. Blais, general merchant, St. Tite, have been sold.

The assets of Joseph Simard, general merchant, Causapscal, have been sold.

The movable assets of Moise Cote, general merchant, St. Agathe, are to be sold.

The assets of G. G. DeVarennes, grocer, Quebec, were advertised to be sold Feb. 3.

Kent & Turcotte have been appointed curators to Frederick Gaudreau, grocer, Montreal.

C. Dignard & Co., biscuit manufacturers, Montreal, have applied for winding-up order.

E. E. Legendre, general merchant, St. Martine De Courcelles, is offering to compromise.

J. B. Desautels, general merchant, St. Cesaire, is to hold a meeting of creditors Feb. 11.

C. E. Sanborn, of Chase & Sanborn, wholesale tea and coffee merchants, Montreal, is dead.

Albert Desparois, general merchant, Pointe Claire, has assigned; meeting of creditors to be held Feb. 6.

Napoleon Martel and Onesime Champagne have registered under style of Martel & Champagne, grocers, Montreal.

Zola Pellerin and Magloire Pellerin have registered under style of Pellerin & Frere, general merchants, Bromptonville.

Joseph Dumont and Sylvia Dumont have registered under style of Dumont & Frere, grocers and liquor merchants, Montreal.

BRITISH COLUMBIA.

Chas. E. Magnuson, grocer, St. John, is opening up in the clothing line.

S. S. DeForest, wholesale grocer, St. John, is selling off his stock by auction.

Chas. W. Newcomb, grocer, Hopewell Cape, has admitted his son to partnership. The style of the firm will now be C. W. Newcomb & Son.

MANITOBA AND N.W.T.

R. J. Lund, miller, Selkirk W., has been burnt out.

H. T. Irwin & Son, general merchants, have sold to J. Down.

W. T. Howard, grocer, Winnipeg, has sold to Calhoun & Calhoun.

W. J. Foster, confectioner, Strathclair, has sold to David Bryce.

Geo. J. Jupp, general merchant, Fleming, is asking for an extension.

J. J. Smith, general merchant, Yorkton, is asking for an extension.

Anderson Bros., general merchants, Milestone, have dissolved partnership.

The premises of C. Weichman, miller, Treherne, have been destroyed by fire.

Chisholm & Smith, grocers, Airdrie, have been succeeded by Chisholm & Son.

Rosner & Trester, general merchants, Plum Coulee, have dissolved partnership.

Postill & Co., general merchants, Red Deer, have admitted H. Wallace to partnership.

Goldstein & Schatzky, general merchants, Rosenfeld, have dissolved partnership.

Andrew Barber, general merchant, Winnipeg, has been burned out; partial insurance.

Edwin Catford, tea merchant, Winnipeg, has sold out to the City Tea and Coffee Co.

McIntyre Bros., general merchants, Duck Lake, have been succeeded by J. A. McIntyre.

J. B. Krivel & Son, general merchants, Dominion City, have assigned to C. H. Newton.

Greenaway & Blackeston, general merchants, Oak River, have sold to Lundy & Shannon.

Robert Fleming, confectioner, Winnipeg, has been burned out; loss partially covered by insurance.

Smith & Gaetz, general merchants, Red Deer, will be succeeded by R. C. Brumpton on March 1.

The stock of J. H. Saunders, general merchant, Wawanesa, was advertised for sale by auction Feb. 3.

Ouimette & Wallace, general merchants, Red Deer, have been succeeded by Ouimette, Wright & Co.

The estate of C. Dozois, general merchant, St. Jean Baptiste, advertised stock for sale by auction Feb. 7.

Van Meter & Blades, general merchants, Millet, have assigned to J. H. Byers, Wetaskiwin; meeting of creditors called for the 2nd prox.

BRITISH COLUMBIA.

G. Melhuish, fruit commission agent, Vancouver, is dead.

B. Shearing, tobacco dealer, Nanaimo, has been succeeded by W. W. Gray.

Kurtz & Co., cigar manufacturers, Vancouver, have sustained loss by fire.

H. A. Lacey & Co., grocers, Vancouver, have been succeeded by D. B. Gold & Co.

Chattel mortgagee is in possession of the stock of F. H. Young, tobacco dealer, Vancouver.

Dissolution of the partnership of Wm. Tufts & Son, commission merchants, Vancouver, has been registered.

J. B. Timmins, of Timmins & Godfrey, grocers, Dawson, has retired; S. L. Godfrey will continue in business.

Chattel mortgagee has taken possession of the stock of C. Lund, tobacco dealer, Vancouver; sold to A. Fletcher.

NEW COMMISSION MERCHANT.

MR. A. J. HUGHES, who has for some years been representing the Ozo Co., Montreal, has severed his connection with that company the first of the year, opening up on his own account a commission, import and brokerage business at 1483 Notre Dame street, Montreal. Mr. Hughes, who is well known to the wholesale and retail trade from Ottawa to Sydney, and has enjoyed the confidence of the trade to a large extent, has secured a number of good agencies, among which may be mentioned, The Ocean Mills (Chinese Starch), and the Crown Vinegar & Pickle Co. As an energetic and hustling salesman, Mr. Hughes has established a reputation, and The Canadian Grocer wishes him every success in his new venture. It might be stated, that Mr. Hughes is open for a few more agencies, both foreign and domestic, of goods sold to the grocery trade.

And Candy

—Chocolates, Bon-Bons, Buttercups, Taffies—and everything.

We do our work in every direction RIGHT. This is why

Perfection Cream Sodas

have taken such a hold on the public taste.

Avon Chocolates

are STAMPED—a pledge of quality and value.

We want your Candy business as well as your biscuit trade.

Write if it doesn't suit you to wait for our travelers.

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

EASTER NOVELTIES.

AMONG the novelties in confectionery offered to the trade for Easter this year is a design in the form of a cross with elaborate floral decoration. Another seasonable line in chocolate is the wish-bone shown in assorted sizes. There is no end to elaborate fancy packages ranging from the comparatively cheap 25c box to the most extravagant creation in hand-painted silk. One very pretty box particularly suggestive of Easter is in gold with decoration of sweet peas. The usual lines of Easter eggs, chocolate roosters, figures, rabbits and chicks are to be seen in great variety. The tendency seems to be more and more in the direction of high-class, fancy confectionery, and it is particularly gratifying to be able to state that no confectioner need now go outside of Canada for even the choicest lines. In the larger centres Canadian confectionery is slowly but surely taking the place of imported goods; at the present time many of the largest hotels feature nothing but candy made in Canada.

The grocer and confectioner ought never to be behind hand at holiday seasons with something seasonable to tempt customers. Regular trade needs rejuvenating from time to time in confectionery perhaps more than in any other department of the grocery business. For instance the up-to-date retailer will put in a few extra lines of confectionery for Easter week. For St. Patrick's Day he will stock some boxes of confectionery with shamrock decoration. One of the most striking candy packages for March 17 is in the form of a top hat with pipes crossed and a bit of old Ireland thrown in. Such lines sell easily and well, if only a little care is taken to educate the consuming public.



E. D. S.

Jams, Jellies and Sealed Fruits

(IN GLASS)

mark a new era in domestic-made goods.

They are made equal to British high-grades, but are sold cheaper because made cheaper.

Our 630-acre fruit farm, with its complete equipment, gives us unique advantages.

E. D. SMITH'S
FRUIT FARMS
WINONA, - - ONT.

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

COWAN'S CHOCOLATE, CAKE ICINGS, CREAM BARS, and COWAN'S famous MILK CHOCOLATE

are absolutely pure goods.

THE COWAN CO., LIMITED, TORONTO

THE GROCER WHO DOES NOT SELL

VAN HOUTEN'S COCOA

DOES NOT SELL THE BEST COCOA

THE CONSUMER WANTS THE BEST COCOA

The grocer who recommends always Van Houten's will not impair his reputation for good judgment.

Van Houten's is the highest priced Cocoa on the market, but the ***cheapest in use.***

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

"Irresistibly Delicious!"

PETER'S
THE ORIGINAL
MILK-CHOCOLATE

One taste will make a Peter eater!

MADE IN VEVEY, SWITZERLAND—FOR EATING ONLY.

A Quick, Steady and Profitable account for any dealer.

Send for a Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

old reputation

Attention!

old reputation

The BEST
of
Swiss Milk Chocolates

KLAUS'S
CHOCOLATES

are now introduced in the Canadian Market.

(Klaus's Chocolates were awarded the **Gold Medal** at the Glasgow Exhibition.)

Wholesale Depot for Canada:

Canadian Swiss Trading Co.

17 ST. JOHN ST.,
MONTREAL.

There Must be Certainly Great Merit in



Borden's



"Eagle" brand Condensed Milk and
"Peerless" brand Evaporated Cream

when the Highest Awards are obtained at ALL Exhibitions and Test Shows.

Borden's brands are the Very Best in respect to ***richness, purity, quality and flavor.***

Handle them for your best trade.

WILLIAM H. DUNN, - MONTREAL

JOS. IRVING, 92 Wellesley St., TORONTO.
ERB & RANKIN, Halifax, N.S.
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SHALLCROSS, MACAULAY & CO., Victoria and Vancouver, B.C.

RIGHT GOODS at RIGHT PRICES

California Washington Navels,
Florida Oranges,
Marmalade Oranges,
Lemons, Grapes,
California Celery,
Pine Apples, Etc.

McWILLIAM
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TORONTO, - - ONTARIO

Send in your orders.
You will get good satisfaction.

The
DAWSON Commission Co., Limited
FRUIT, PRODUCE AND COMMISSION MERCHANTS.
Cor. Market and Colborne Streets. TORONTO

DRIED APPLES
We pay highest market prices for bright dry quarters and make prompt remittance.

The W. A. GIBB CO.
Packers and Exporters
5 and 7 Market St., HAMILTON

Marmalade Oranges
Our first shipment of Marmalade Oranges will arrive this week.
Sizes—160s, 200s and 240s.
Get your order in early.
Send for Samples of our Navels.
HUSBAND Bros. & Co.
Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO.

GREEN FRUITS

Standard Apple Barrels.

THE adoption of a standard apple barrel for all Canada and the better enforcement of the Fruit Marks Act are matters which are occupying the attention of the department of agriculture just now, and in the near future some definite action will be taken in both directions to the certain benefit of the Canadian fruit trade.

Under present conditions two distinct sizes of barrel are used. One, the Ontario, or, as it is called in England, the Canadian barrel, being the maximum size prescribed by law and containing 112 quarts, and the other, used in the Maritime Provinces, containing 96 quarts, the minimum. The result is confusing and, as A. McNeill, chief of the fruit division of the department of agriculture, points out, on the whole, prejudicial to the interests of those exporters who persist in using the smaller barrel. In getting apples to the English market some half dozen charges are encountered — railway and steamship freights, dockage, drayage, etc.—all of which are per package, so that the Ontario shipper gets his 112 quarts of apples in the English market for the same money paid by the Nova Scotian for his 96 quarts. The prices received on the other side are about proportionate to the size of the barrel, the Ontario man getting an everage of about two shillings more.

Mr. McNeill says those two shillings are paid for 16 quarts of fruits upon which—compared with his Nova Scotian competitor—the Ontario exporter pays no freight. As the average cost of a barrel of apples to the grower is about $1, this means that, for every barrel the Ontario exporter sends across the water, he ships free of freight charges—compared with his competitor—16 quarts of apples, which cost him about 16 cents, for which he receives about 40 cents, or a clear profit of 24 cents a barrel more than is received by the Nova Scotian exporter. The advantage is so obvious that it is a mystery why the lower provinces adhere to the smaller and less profitable size.

Suggestions to Apple Shippers.

GEO. R. MEEKER & CO., receivers of Canadian and American fruits, Covent Gardens, London, Eng., write concerning the British apple market that the great thing is to get apples over there packed as tightly as possible and protected absolutely from frost. At the present time the market is in a state of collapse owing to the dullness of trade generally and the fact that large quantities of apples have been placed in cold storage at Southampton.

Hon. Sydney Fisher has given notice of a resolution to amend the act respecting the packing and sale of certain commodities so as to provide as follows:—"When apples are packed in Canada for export for sale by the box they shall be packed in good and strong boxes of seasoned wood, the inside dimensions of which shall not be less than ten inches in depth, eleven inches in width and twenty inches in length, representing as far as possible 2,200 cubic inches. Every person who offers or exposes for sale, or who packs for export, apples by the box otherwise than in accordance with the foregoing provisions of this section shall be liable, on summary conviction, to a penalty of 25 cents for each box of apples so offered or exposed for sale or packed."

STRUCK BY PARALYSIS.

MR. W. H. FERGUSON, vice-president of the Consolidated Canners Limited, was stricken by paralysis on Thursday, Feb. 2, at the Windsor Hotel, Montreal. Mr. Ferguson, who was attending a meeting of Price Committee of the Dominion Guild, had retired to his room Wednesday evening in perfect health and spirits. As he did not put in an appearance next day, at the meeting, his absence was commented upon, but the other members of the committee presumed he had been detained by some special business at the hotel. The housemaid endeavored several times to enter the room, but it appears that Mr. Ferguson had bolted the door. Becoming alarmed at last, the maid advised the office, and the door was broken in. Mr. Ferguson was found lying near the door in his night dress, with a gash on the back of the head, received no doubt in falling as he was trying to press the call button. Medical attendance was at once called in, when it was found that he had received a paralytic stroke, and was unable to speak. After careful attention had been given him, Mr. Ferguson was removed to the Homoepathic Hospital, where he now lies in a critical condition. Messrs.

Innes, Eby and Beckett, who were staying at the hotel arranged for his comfort and telegraphed for members of his family.

The shock is a serious one, and is the second one that has befallen Mr. Ferguson, he having had a slight stroke some eighteen months ago. It will be some weeks before he can be removed to his home at Delhi, Ont., and the permament results of the shock cannot now be ascertained. Mr. Ferguson is well and favorably known to the grocery trade of Canada, and is one of the leading spirits in the Consolidated Canners' Limited.

TRADE NEWS FROM TRINIDAD.

In their commercial review of Jan. 12, 1905, Gordon, Grant & Co., Port of Spain, Trinidad, state that all grades of flour are in light supply, with demand fair, especially for superfines, and the position gradually improving. Pork heads, ribs, loins, and other sundries command a ready sale at full rates. Canadian split peas are in request. Newfoundland cure codfish should shortly command higher rates.

Sugar grinding will be general in February, the phenomenal advance having created a demand for export. All old crop mallases has been cleared out, and no more will be available for some time to come. The cocoa crop proper will not start until about March, and quite moderate supplies are expected until then. The light showers being experienced are of great benefit to the young fruit, but with the dry season at hand, planters are still somewhat concerned about the crop. Prices have advanced, and are expected to go higher. Most plantations have contracted for this year's output of cocoanuts at the equivalent of $20.00 per 1,000 f.o.b. for large selected peeled, in bags. Crop reports from Venezuela are still very discouraging, the cocoa trees there having suffered from unseasonable weather.

ST. JOHN GROCERS' ASSOCIATION.

At the annual meeting of the St. John, N.B., Retail Grocers' Association Feb. 1, the following officers were elected: R. R. Patchell, president; F. E. Williams, 1st vice; G. L. P. Swetka, 2nd vice; T. W. Morrison, secretary; A. S. Sprague, treasurer; John McMulkin and Benjamin Robertson, audit committee; D. J. Purdy, M.P.P., W. Day, R. McAfee, C. McConnell and B. Folkins, executive; B. Robertson, T. W. Morrison and Wellington Green, room committee; G. L. P. Swetka, John McMulkin and B. Folkins, arbitration committee; R. McAfee, T. J. McPherson and D. J. Purdy, petitions and appeals; F. E. Williams, A. S. Sprague and William Day, to solicit new members.

The report showed the association in excellent condition. A committee was appointed to make arrangements for a supper in the near future.

FISHING BOTH PLEASURE AND PROFIT COMBINED...

Just cast your line at us and you are sure to **hook** just what you want. It is a very convenient pond we keep—**well stocked—no hard luck days here.** Our Price List describes more fully. Send for one.

Manitoba White Fish, pan and single frozen
Georgian Bay Trout
British Columbia Salmon and Halibut
Smelts, Extras, No. 1s and No. 2s
Bloaters and Ciscoes

FROZEN SEA HERRINGS FROZEN LAKE HERRINGS
BARRELED SALTED AND SMOKED FISH IN ENDLESS VARIETY

WHITE & CO., Toronto
ROWE'S LONG ISLAND NATIVE OYSTERS LEAD THEM ALL

W. B. Stringer **HOW ABOUT** J. J. McCabe

FRESH CUT LEMONS ?—"St. Nicholas"—"Kicking"

Only 3 weeks until "Prinz Oscar" sails. Kindly let us have your order promptly. You have our prices.

Fruit Brokers **W. B. STRINGER & CO.** 61 Front St E TORONTO

IT Saves Time and Worry By Ordering From us What you need in

FANCY ORANGES, LEMONS, ETC. Knowing You will get Quick Service and

HUGH WALKER & SON, GUELPH, ONT. **QUALITY AND PRICES RIGHT.**

DIAMOND BRAND MAPLE SYRUP
Not the lowest price, but the highest quality.
SUGARS LIMITED
MONTERAL.

TRADE MARK
This design a guarantee of quality.

Heavy Red-Brown Wrapping
FOR EXPRESS PARCELS. STRONG, TOUGH AND STIFF
SAMPLES AND PRICES GLADLY SENT.
CANADA PAPER CO.
Toronto LIMITED Montreal

DRIED APPLES
BRIGHT, DRY STOCK WANTED.
O. E. ROBINSON & CO.
INGERSOLL
Established - - 1886

There Is a Difference
BATH BRICKS
made by us are the best in the world. Specify them in your order
D. McDOUGALL & CO., Glasgow, Scot.

J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
Tel. Main 778. Bond 28.

OGILVIE'S ROYAL HOUSEHOLD
BY ROYAL WARRANT FLOUR MILLERS TO
ICH DIEN
H.R.H. THE PRINCE OF WALES.

Try the New Flour.

Sturgeon Falls,
January 19th, 1905.

MESSRS. THE OGILVIE FLOUR MILLS CO.
Winnipeg, Man.

DEAR SIRS :

Just a word about your Royal Household flour. My customers are highly pleased with it, say, as long as the flour keeps as good as it is at present, they will use no other. I have sent out several small lots for a trial and it always brings me a sale of more.

Yours truly,

(Signed) S. G. W. HOLDITCH.

THE OGILVIE FLOUR MILLS COMPANY, Limited
MONTREAL, WINNIPEG



IT CROWNS THEM ALL

The King's Food
An Ideal Breakfast Dish

AWARDED THE GOLD MEDAL
AT ST. LOUIS

Contains all the life-giving elements of the finest Canadian wheat, offered in the flakiest and most tempting form.

A handsome glass dish in every package.

THIS IS A GREAT SELLER

2 DOZ. PACKAGES IN A CASE

THE ROBERT GREIG COMPANY LIMITED
White Swan Mills - TORONTO

FLOUR AND CEREAL FOODS

Export Duty on Wheat.

THE speeeh of Robert Meighen, president of the Lake of the Woods Milling Co., at the annual meeting of the Montreal Board of Trade, last week, seems to have ereated a vast amount of interest among wheat dealers and millers. and some very foreible and argumentative language has been used by the daily press during the past few days. Mr. Meighen's foreible and logieal statements seem to have provoked wheat exporters to an extent bordering on frenzy. It is natural to assume that wheat exporters would oppose any sueh eontemplated move as the plaeing of an export duty on wheat, but it would seem logical enough, and a wise move to eneourage domestic milling industries to the fullest extent, and as pointed out by Mr. Meighen, new mills will spring up throughout the eountry, partieularly in the Northwest. Mr. Jas. Carruthers and Mr. Alexander MeFee fear that the imposition of an export duty on wheat by Canada would have a disastrous effeet upon our trade with England, where Canada enters into eompetition with Russia, Australia, the United States, and other eountries, and that if Canada should impose the duty, the English miller would buy of other countries. The question of eheap mill by-produets on extensive farming is one of great moment, and, as Mr. Meighen states, the effeet on the dairy industry of Canada would be supremely benefieial with by-produets attainable at reasonable prices. Such by-produets are easier to get when the milling is done in Canada. This view is strongly eoncurred in by R. M. Ballantyne, of the Lovell & Christmas Co., and seeond viee-president of the Montreal Board of Trade. As a eonelusive argument of the wisdom of imposing such a duty. Then Mr. Ballantyne refers to the approval of the export duty on logs and pulp-wood. "If any export duty is good for the eountry in the case of logs and pulp-wood, how mueh greater would be the benefit of the milling of Canadian wheat, were all done in Canada, giving employment to an inereased number of mills, keeping the transportation in Canadian channels, giving labor to manufaeturers of barrels and leaving the most valuable stock food obtainable for the Canadian farmer to convert into live stoek and dairy produee." We publish the views of Messrs. Meighen, Ballantyne, Carruthers and MsFee, as set forth in interviews during the past few days. Mr. Meighen advoeates an export duty on the ground that sueh a duty would eause the milling industries of the West to inerease and the farmer to reap a direet benefit.

"My proposition is that by putting an export duty on wheat bought by the Ameriean miller, to be ground in bond and exported to Great Britain, will be diverted from Minneapolis, Duluth and Ameriean eities, and the Ameriean miller be eompelled to establish his mills in Manitoba and our Northwest Territories, at our farmers' door, and greatly to the advantage of the wheat produeer, but, greatly against the interests of the wheat exporter, as the latter will have to eompete in the market purehasing his wheat with the largely inereased number of mills in Manitoba and our Northwest Territories."

Jas. Carruthers expresses himself strongly against the proposed tax.

"Just talk that to the farmers of the Northwest and you'll have a revolution. It is to the interests of the farming eommunity to have as wide a market for their grain as is possible, and any eurtailing of it would be a direet blow at them. I think the proposal of Mr. Meighen, to benefit some few people, would mean to tax the whole farming community.

"Wheat and grain is not like other raw produets. We compete in England with Russia, Australia, the United States and numerous other eountries. Just as soon as we raise the priee of our wheat there, the English miller is going to buy the other countries' products. Where will we be?"

Mr. McFee says an export duty on Canadian wheat is absurd.

"It is nothing more than an admission by Mr. Meighen that the Canadian millers cannot export their flour as eheaply as those of the United States ean. We have been doing all we ean for them in the way of eheapening railway and other forwarding facilities, but when they ask that we shall tax ourselves to put money in their pocket they are asking too mueh.

"The wider the market Canada has the better it will be for her. The Canadian market has been little better than a close preserve for the English miller. The new trade with the United States gives the farmer another string to his bow and should not be restrieted. No Government dare put an export tax on wheat."

Mr. Meighen, replying to Messrs. Carruthers and MeFee, speaks "not as a miller, but as a Canadian on this question.

"I make bold to say that the farmer would not have reeeived the priee for his wheat that he has for the last fourteen years if it had not been for the competition given the wheat exporter by the millers.

"If the Amerieans will give us a new market, open up their market for Canadian wheat, and allow the produet ground from Canadian wheat, to be distributed and sold for home eonsumption in their own market, I believe it would be suicidal poliey to put an export duty on wheat. However, as they deeline to do this, and will only purehase our wheat to be ground in bond, to be exported to Great Britain—a market whieh we already have as free as free air,—where does the new market eome in?

"Speaking of the absurdity of the proposal to put an export duty on wheat to be ground in the United States by Ameriean mills, my proposition is to bring the Minneapolis mills to the Canadian farmer's door, and inerease the competition against the wheat exporter. In faet, do away with the middle-man, and have the miller purchase his wheat direct from the farmer, thus saving the middle-man's profit. I again mave the assertion that by putting an export duty on Canadian wheat, bought by American millers from wheat exporters in our Northwest, to be ground in bond in Am-



A CAKE-WALK

The man with bad digestion isn't likely to enjoy the active pleasures of life. Bad digestion disappears if a man diets himself on

Orange Meat

Fact. Orange Meat is a pre-digested ready-for-serving breakfast food of highest quality and pleasing flavor. With cream, it is a food for the gods. With milk, it is all that most men want. Surely you all sell it, grocery men ?

The Frontenac Cereal Co.
Limited.
KINGSTON, ONTARIO.

erican mills at Minneapolis and Duluth, the product to be shipped to Great Britain, this will be decidedly in the interest of the Canadian farmer from the Atlantic to the Pacific. It will increase the competition in wheat buying to the Manitoba and Territorial farmer; it will establish the mills practically at his door; it will give him the benefit of the by-product to enable him to increase his mixed farming. The West will not develop as it ought to, until large and small milling industries are carried on in its midst.

"Few people properly appreciate the influence of cheap mill by-products on extensive farming, as one is scarcely possible without the other. Dairying only becomes a leading industry, and in a prosperous state when the milling of by-products at reasonable prices becomes available. Bran and shorts enter largely into successful poultry raising, swine husbandry, cattle and sheep feeding and dairying. I do not think I am putting the case too strongly when I assert that Canada's greatest need to-day is cheap feed. I include Canada from the Atlantic to the Pacific.

"The more mills established in Canada, the keener the competition the present miller will have in the domestic market for the sale of the product of his mill. The home market will also have much keener competition from the new large milling industries that will be started, in the purchasing of his wheat, than it is possible for him to have from the exporter."

R. M. Ballantyne's views, as expressed in an interview, bear directly on the effect of such a duty on the dairy industry of Canada. As one thoroughly conversant with and closely identified with Canada's great industry, his opinion is worthy of close consideration:

"To such an extent has the wheat-growing of the West been brought to the attention of the public generally, by the expenditure of large sums of money for transportation systems, elevators, etc., that the other branches of agriculture seem to have been forgotten, whereas live stock and the products of the dairy are so overwhelmingly greater that it is difficult to understand how they could be overlooked.

"The annual value of dairy products exported is upwards of $25,000,000,—to which must be added the Canadian consumption of milk, butter and cheese, amounting probably to another $25,000,000,—or $50,000,000 in all. The value of bacon exported is in the neighborhood of $15,000,000 per annum, and the value of hog products consumed in Canada must be equal to the value of the exports, making a total of $30,000,000 for hog products.

"Then there is the value of cattle and sheep exported and consumed in Canada annually, which, added to the value of the foregoing, makes a grand total far exceeding the value of wheat. For the production of all this wealth, feed must be obtained. But if the milling of the Canadian wheat is not done in Canada, the most valuable feed that the farmer can procure is lost to the farmers of this country; for not one pound of the shorts and bran obtained when grinding the wheat is ever returned to the country, whereas, if the milling were done in Canada, every pound of it would be fed to stock in this country, and Canada would be richer to the extent of the value of the stock and their products produced thereby. It should be remembered in this connection that about one-quarter of the wheat consists of the by-products, bran and shorts."

The Grain Drawback.

Winnipeg grain men were reticent when asked their opinion as to the probable effect on the price of Canadian wheat of the final decision with regard to the grain drawback. It had been predicted that, in case the final decision were in favor of the legality of the drawback, there would be an immediate sensational advance on the Winnipeg Grain Exchange and a morning paper on the day the announcement was made predicted an immediate advance of perhaps 10 cents. These predictions did not come true and there was in point of fact very little excitement on the Exchange. Grain men evidently were waiting in something like bewilderment to see what would be the result. There were so many things to be considered that very few had any definite opinions as to the probable result.

There can be no doubt, though, that there will be a much increased demand from Dakota, Minnesota, and Wisconsin mills for Canadian wheat. Formerly only the larger concerns which could afford to put in bond an entire mill for the purpose could import the Canadian wheat, but under the new state of affairs created by the drawback decision, the smaller mills can also import.

Electric Treatment of Flour Successful.

In an article on "The Bleaching of Flour," M. Fleurent, one of the leading chemists of France, expresses himself as being favorable to the process for accomplishing by electrical means the same chemical change that is otherwise done by the slow process of time.

This process is being extensively adopted in Britain, the United States, and other countries, and Canadian practice has proven that the method is not only beneficial to the flour, but adds to its selling value, and the purifying and sterilizing of flour by electricity is now regarded as one of the greatest revolutions in the history of milling as a result of experiments which have been extensively carried on for over a year.

The Great Western Cereal Co., discontinued the use of part-cash coupons on Feb. 1, 1905.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

IN RICE THE BEST THING IS

Pocket Rice

In 100-lb. Bales—(100, 1s; 33, 3s.)



In 1-lb. and 2½-lb. pockets

ORME & SUTTON RICE CO.,
MILLS: NEW ORLEANS.

104 WALL STREET NEW YORK

BRANCH OFFICES: Philadelphia, Bourse Bldg. Toronto, J. S. Donaldson & Co., 50 Front St. E.

Order a bale from any of the following Distributers:

TORONTO
Eby Blain Co., Limited
Davidson & Hay, Limited
Warren Bros. & Co.
James Lumbers

HAMILTON
Balfour & Co.
W. H. Gillard & Co.
Lucas, Steele & Bristol.

LONDON
A. M. Smith & Co.
Elliott, Marr & Co.
E. Adams & Co.
Lind, Kerrigan & Co.



In 1-lb. and 3-lb. pockets

We beg to call the attention of the trade to the fact that we have the most modern machinery for manufacturing the following goods:

Rolled Oats
Gran. Wheat
Gold Dust
Family Oatmeal
Ground Wheat
Sd. and Gr. Oatmeal



Pot and Pearl Barley
Ground Oats
Flaked Wheat
Split Peas
Pea Meal
Ground Corn
All kinds of Feed

Consequently the goods are the best in the market.

PHONE, WIRE OR WRITE US FOR QUOTATIONS. PROMPT DELIVERY IN MIXED CAR LOTS OR OTHERWISE. LETTER ORDERS A SPECIALTY.

WM. McCANN MILLING CO., OFFICE and MILLS FOOT JARVIS STREET Toronto

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Tobacco Crop of Cuba.

THE Cuban tobacco crop in the past year was good in both quality and quantity, and may be safely valued at over $30,000,000. The exports during 1903 were valued at $26,046,431, against $25,400,000 in the previous year. The exports of leaf tobacco in 1904 excceded those of the previous year by $600,000. The total exports of leaf tobacco amounted to 40,977,946 pounds, valued at $13,245,187, 24,128,430 pounds of which, valued at $9,931,802, went to the United States, and 10,306,574 pounds, valued at $1,921,079, to Germany, the next largest purchaser.

Tobacco stems, which are used in the manufacture of snuff, etc., were exported to the amount of 598,178 pounds, valued at $9,959, prineipally to the United States, Argentina, and Germany.

Cigars exported numbered 205,244,298, valued at $12,302,969, of which 45,769,422, valued at $2,888,111, went to the United States; 28,388,074, valued at $1,968,395, to Germany, and 92,559,817, valued at $5,197,785, to England. Of eigarettes, 14,662,209 package s (each package containing about 14), valued at $404,173, were exported during the year. Of these 287,767 packages, valued at $7,055, went to the United States; 16,693,372 packages, valued at $49,070, to Dutch possessions; 1,323,127 packages, valued at $40,926, to British Islands; 7,259,354 packages, valued at $191,854, to Colombia, and 586,002 packages, valued at $17,632, to Germany. Much of the remainder went to the Canary Islands. The export of cut tobacco amounted to 226,648 pounds, valued at $81,031, of whieh the United States received 75,205 pounds, valued at $23,583, and Colombia 57,283 pounds, valued at $21,201.

Tobacco seed to the value of $3,112 was exported to the United States.

The principal shippers of leaf and manufactured tobacco in Habana are as follows: Habana Tobacco Company, Cuban Land and Leaf Tobacco Company, G. Arostegui, Jose Suarez & Co., Luis Marx, Calixto Lopez & Co., H. Upmann & Co., G. Solomon & Co., Bridat Montros & Co., Federico Bauriedel & Co., Leslie Pantin, S. L. Goldberg & Son, Leob-Creagh Habana Company, B. Baustista & Co., Garcia & Co., Antonio Suarez & Co., Loeb-Nuncz & Co., E. A. Kline & Co., H. J. Bernheim, Cuban-American Company, J. F. Berndes, Mark A. Pollock, Mendelsohn, Bornemann & Co., Sidney Rothschild, J. G. Prendes.

Indian Tobacco Industry.

THE Island of Sumatra exported in 1903 tobacco to the amount of 254,000 bales, valued at £3,118,000, the profits of some of the best concerns ranging between 50 and 100 per cent.—a gratifying showing when it is remembered that the industry is only forty years old. This success has not been wholly due to soil and climate, but is the result of a sympathetic alliance between labor and capital, in which the laborer has had a direct pecuniary interest in the quality of his work, thorough efficieney, and the application of science to every stage of the cultivation and manufacture.

In India, on the other hand, the industry is on the downward grade; the native cultivation is unsupervised by European experts—an absolutely essential factor to ensure success; and the methods employed in nearly all the so-called factories of Southern India have fallen far short of the perfection attained in Sumatra. Moreover, the native cultivator works by rule of thumb, as his ancestors did before him; and Indian-grown tobacco is almost a byword in the trade. There is, a priori, no reason why European capital, employed under European supervision, should not do for India what it has effected in Sumatra. In the case of Indian tobacco, the import duty in the United Kingdom would amount to at least 1,000 per cent., thus effectually preventing any importation of Indian tobacco, or of Indian cigar manufacture in the United Kingdom. Owing to the greater thickness of the leaf, Indian cigars are 25 per cent. heavier than all others. It is proposed, therefore, to allow importers of these goods a proportionate rebate of duty. Unlike the rest of the civilized world, India admits foreign-grown leaf free and imposes on manufactured tobacco a nominal ad valorem duty of 5 uer cent. Thus while in England India tobacco pays a far heavier impost than any other grade, within India itself a struggling native industry competes with foreign products on most unfair conditions. The proper balance would be readjusted by a return to the 20 per cent. ad valorem duties levied on foreign tobacco imported into India between 1860 and 1862, only this should be restricted to manufactured tobacco, while gt the same time the raw leaf should be admitted free as at pres-

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

The Enterprising Grocer

nowadays puts in a small show case for Cigars, stocks it with **Pharaoh** and **Pebble,** and they bring him in a nice little "pot boiler" monthly. He need keep no other lines. If at the end of 3 months the pot doesn't boil, he gets his money back from Payne of Granby. So far all the "pots" are boiling that use the above fuel, and Payne has kept his money.

J. BRUCE PAYNE, LIMITED
MANUFACTURERS
GRANBY - - QUEBEC

Feb. 10, 1905

You cannot dream yourself into a character, you must forge yourself into one.

A TRUE SAYING

T & **B** Smoking Tobacco is MADE right. Its long, long history is proof of that. It is the realization of effort, of purpose. Its character is the outcome of the forging process.

GEO. E. TUCKETT & SON CO., Limited, Hamilton, Ont.

ent, owing to the large admixture of foreign tobacco used as a blend in an Indian cigar.

System for Selling Cigarettes.

Writing of the application of system to large businesses, Atherton Brownell says in the December World's Work ' Systems have been devised, by which, with the aid of a single clerk, a more minute and accurate record can be kept of a great business house than could be kept by a large force of accountants. A good example of a perfect system is the one used by a firm of cigarette makers who have a private trade, for they make their goods to order for individual customers. The characteristic feature of their business is that they mix the tobacco to suit each individual customer's taste. They must have direct communication with their patrons, and these patrons buy as few as 500 cigarettes at a time. To get their trade is easy; to hold it is more difficult. On their files, they carry a memorandum of the tastes of perhaps 2,000 smokers and the formula of the mixture which suits every one best, together with a design of his crest or monogram, which he desires stamped on his wrappers. Every customer's daily consumption is noted and by the automatic operation of their system, his name comes to the front a week before he may be reasonably expected to have exhausted his last order. So nicely has this system been adjusted, that recently, during a spell of extremely humid weather, when orders could not be filled, every customer found his wants supplied, during this period of waiting, from a stock kept on hand for the purpose.

Notes of the Trade.

The Tuckett cigar factory, Montreal, was damaged by fire on Feb. 3, to the extent of $60,000.

The Ontario Cigar and Tobacco Co., of Kingsville, Ont., has been organized with capital stock of $40,000.

A free movement of Canadian leaf tobacco from Leamington, Ont., to Granby, Que., is reported for the month of January.

Royal Egyptian Cigarettes

Rich in Flavor

Copious in Value

Great Sellers

All First-class Grocers should have them

J. M. Fortier, Limited, Manufacturer, Montreal

Do They Satisfy?

Yes. The enormous increase in their consumption has established the fact that McAlpin's Tobaccos Satisfy.

Smoking

TONKA
SOLID COMFORT
PINCHIN'S
HAND-MADE

Are They Known?

No Tobaccos are better known. We have spent big sums in advertising them. McAlpin's Tobaccos are Known.

McALPIN'S TOBACCOS!

Chewing

BRITISH NAVY
KING'S NAVY
BEAVER
APRICOT

What About Profits?

No other Tobaccos in Canada are so profitable as McAlpin's Tobaccos. They are Profitable.

Freights And Charters

A CONTINUED improvement has been noticed in freights during the week under review. Although there is still room for improvement, freight men generally are optimistic and look forward to February and March as months in which they may pull up on the deficiencies of the December and January just passed.

Grain is going forward in immense quantities, and provisions also form a major portion of cargoes from all the keep their advertised sailing dates, have been compelled to leave over some of their booked cargo for the next scheduled steamer.

Charters for early spring are now being reported, and some new boats will be seen in the St. Lawrence trade this coming season. The Allan Line has gone so far as to publish their sailing list between Montreal and Liverpool, and this stroke of enterprise enables shippers to pick their steamers during a season and arrange

SWEET CAPORAL



CIGARETTES

STANDARD OF THE WORLD

Sold by all Leading Wholesale Houses.

BERTH QUOTATIONS--St. John, Halifax and Portland

The under-noted rates from West St. John are subjected to 5 per cent. primage additional.

Description.	Liverpool.	London.	Bristol.	Glasgow.	Manchester.	Dublin and Belfast.	Capetown and Port Elizabeth.	Leith.	Aberdeen.	Cardiff.	Hamburg.	Havre.	
Oil Cake	* 5/	‡ 5c	‡ 9c	‡ 6c	* 5/	*11/6	*12/6	.....	.....	.....	.....	.....	.....
Sack flour	* 5/	‡ 5c	‡ 9c	‡ 7c	* 5/	*12/	*12/6	.....	.....	.....	.....	.....	.....
Canned meats, fish	* 7/6	*12/6	*15/	*12/6	*10/	*15/	*15/	.....	.....	....	.....	.....	.....
Provisions	* 5/	*12/6	*15/	*12/6	* 5/	*17/6	*15/	.....	.. ..	.....	.....	.....	.....
Tierces lard	* 5/	*12/6	*15/	*12/6	* 5/	*17/6	*15/	.....	.....	.....	.....	.....	.....
Pail lard	* 7/6	*17/6	*20/	*17/6	* 7/6	*20/	*20/	.....	.....	....	.....	.....	.....
Butter	*15/	*25/	*25/	*30/	*15/	.....	*80/c.s.	.....	.....	.....	.....	.....	.....
Cheese	*10/	*20/	*20/	*25/	*10/	.....	*80/c.s.	.. ..	.....	.....	.....	.....	.....
Eggs in c. s. (meas't)	*10/	*15/	*15/	*15/	*10/	.....	*40/c.s.mt.	.. ..	.....	.....	.....	.....	.....
Clover seed	*10/	*10/	.....	*15/	*10/	*15/	*15/	.....	.....	.....	.....	.....	.....
Cotton	‡15c	.....	.. ....	.....	‡15c	.....	.....	.....	.....	.....	.....	.....	.....
Apples, per bbl	2/	2/	2/6	:/6	2/	31/	10/c.s.	.....	.....	.....	.....	.....	.....
Meas't goods	†Fine20/ 7/6	....	†Fine20/ 12/6	†Fine2/ 12/6	†Fine2/ 10/	†12/6	†15/	.....	.....	.....	.....	.....	.....
Leather sole	*20/	*25/	*25/	*30/	*20/	*22/6	*25/	.....	.....	.....	.....	.....	.....
Leather finish	*15/	*20/	*20/	*20/	*15/	*17/6	*20/	.....	.....	.....	.....	.....	.....
Lumber, hard	* 8/	‡10½c	*12/6	*14c	* 8/	*15/	*15 m't	.....	.....	.....	.....	.....	.....
Lumber, soft	* 9/	‡12c	*15/	‡16c	* 9/	.....	*17/6 m't.	.....	.....	.....	.....	.....	.....

* Per ton 2,240 lbs. † Per ton of 40 cubic feet. ‡ Cents per 100 lbs. without primage.

The above is for general information only. These rates liable to change without notice and are therefore **Subject to Confirmation.**

When ocean charges are collectable at port of destination, rates exchange on basis of $4.80 to £1 sterling. When ocean charges are prepaid, rates exchanged on basis of $4.86 to £1 sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option prompt advice will be facilitated by informing us of the relative weight and measurement of the mdse. when applying for rate. It is also necessary to know shipping point and on whose account engagement is to be made. All contracts subject to confirmation.

winter terminals. Liverpool and London still seem to attract the heaviest shipments, and it is quite notable to see so many apples going forward at this time of year. Portland and St. John still bear no comparison that is favorable to the Canadian port. The Allan line, in fact all the lines except the C.P.R., are not very jubilant over the cargoes available at St. John, N.B. The weather has been bitterly cold, and ships have been delayed by storms on the Atlantic, while freight trains all over Canada have been irregular. Thus, some boats, which are compelled to suitable cargoes for the most profitable steamers at the best possible period.

The Dominion Line have carried out their promise made in November, when it was stated by Mr. Torrance that if the trade to Portland warranted, extra steamers would be put on. In fact, the Dominion Line boats seem to be getting an excellent share of the outward freight, and the same may be said of the Thomson boats from Portland. The Thomson Line have kept their sailing rigidly so far with reliability.

DO NOT EXPOSE PICKLES.

Pickles (especially the mustard ones) and curry powder in bottles (says The Australasian Grocer) should never be exposed in windows, as the contents are affected by the daylight. Care should be taken in selecting both bags and paper for wrapping purposes. Very often both are highly charged with soda, which affects goods placed in them. This is very noticeable in some kinds of butter paper. The ink used in printing tea bags affects the tea when the latter is packed in them and placed in canisters or bins.

FINANCE AND INSURANCE

CANADIAN failures for 1904, according to R. G. Dun & Co.'s report, totalled 1,246, as compared with 978 in 1903 and 1,101 in 1902. Liabilities amounted to $11,394,117, as compared with $7,552,724 in 1903 and $10,934,777 in 1902. The bulk of the failures were of general stores, numbering 261, with liabilities of $1,893,250. Dry goods houses failed to the number of 83, with liabilities of $1,208,032; groceries, 175, with liabilities of $903,120; clothing stores, 68, with liabilities of $374,624; shoe stores, 40, with liabilities of $197,487; furniture stores, 21, with liabilities of $235,654; stove dealers, 30, with liabilities of $325,974, etc. Out of fourteen manufacturing classes analyzed, only four reported smaller losses in 1904 than in 1903. In trading classes every one with the exeeption of books and stationery, showed greater losses. The largest adverse exhibits appeared in general stores, groceries, dry goods and liquors.

* * *

THE annual meetings of a good many Canadian banks have been held during the past month, and all have shown satisfactory progress. The Canadian Bank of Commerce showed net earnings of $1,124,973, or nearly 13 per cent. Out of the net profits $500,000 have been added to the rest account. Other allotments amounted to $596,247, and $28,726 was carried to the credit of profit and loss for the current year. The Bank of Hamilton presented a report at its annual meeting covering a period of six months. The net earnings for the half year were $182,824, or nearly 8 per cent. for the period. The amount carried to the reserve fund was $100,000, bringing the fund up to $2,100,000. The net profits of the Dominion Bank amounted to $459,670, equal to 15.22 per cent. on the total paid-up capital of $3,000,000. Half a million dollars was carried to reserve fund and $134,572 to profit and loss. The Bank of Nova Scotia showed profits for the past year of $401,560, a fraction over 20 per cent. on its capital. A new issue of stock will be made of $500,000. The Royal Bank of Canada showed net profits for the year of $435,038.36. After paying dividends and reducing liabilities on bank premises, etc., the sum of $302,743.72 was carried forward. The Bank of New Brunswick showed net profits of $92,389.96. Of this, $60,000 had been paid out in dividends, $25,000 had been transferred to rest account, and the balance carried forward. The Bank of Toronto showed net profits of $490,995.91. An addition of $145,570 was made to the rest account, which is more than $300,000 greater than the capital of the bank.

* * *

THE number of depositors in the savings banks of the United States has doubled in the last seventeen years. The total amount of their deposits has increased from $1,235,247,371, in 1887, to $2,935,204,845, during the year 1903. The official statistics, for 1903, show 7,305,228 individual depositors. About one-half of the amount deposited represents the savings of the wage-earning class. The figures here given not only show an increasing prosperity among those of small incomes, but they also indicate an increasing frugality. Of the total deposits of the entire country not less than 38.5 per cent. are in the state of New York. The part of this grand total of deposits which is credited to the wage-earning class does not represent all of the savings of that group. The building and loan associations, with total assets of more than five hundred million dollars, are a favorite form of investment for many. Then personal hoarding, life insurance, and even modest investment in stocks and bonds, are other means of accumulation. Many wage earners in country towns and small cities own their homes.

NOTES.

It is rumored that the Bank of New Brunswick may go into business in Porto Rico.

The Sovereign Bank will shortly establish a branch in London. A branch was recently opened in Tweed.

The Bank of Hamilton will erect a branch at the corner of College street and Ossington avenue, Toronto.

The Bank of Hamilton has added Battleford, N.W.T., to its list of agencies. This brings up the total to sixty-two.

Mr. E. P. Heaton has been appointed manager of the insurance department of the Canadian Manufacturers' Association.

Mr. F. H. Mathewson, manager of the Montreal Branch of the Canadian Bank of Commerce, has been elected vice-president of the Montreal Board of Trade.

It is authoritatively announced that a branch of the Bank of Toronto will be established in Brantford in the premises lately vacated by the Bank of Hamilton.

Another branch of the Canadian Bank of Commerce has been opened at Melfort, Saskatchewan, with Mr. E. R. Jarvis as acting manager. This makes the 107th branch of this bank in Canada.

The announcement is made of the appointment of Mr. W. G. Parker, lately inspector and assistant manager of the Traders' Fire Insurance Company, to the position of general manager of that company.

It is understood that the negotiations for the amalgamation of the Merchants' Bank with the Royal Bank have been suspended until the retirement of Mr. Thomas Fysche, general manager of the Merchants' Bank, in June.

At the organization meeting of the Penny Bank of Toronto, Mr. Hamilton Cassells was elected president, with Messrs. Duncan Coulson, J. W. Flavelle, John B. Kay, Z. A. Lash, E. B. Osler, W. D. Ross and B. E. Walker, vice-presidents.

The Canadian Bank of Commerce has recently purchased property in the city of Toronto with a view of opening three new branches. The locations are: Queen street west, Parkdale; the corner of College street and Dovercourt road, and the corner of Bloor street and Lansdowne avenue. It is expected that building operations will be commenced in the Spring.

JANUARY PRICE CHANGES.

(New York Times.)

During the closing days of January Wall Street began to feel that it was moving in an out-and-out bull market. The rapid advances in Omaha and some other stocks of its class enlivened the list to such an extent that many were found who were ready to compare the market's performances with those of 1901 when the whole list was moving up day by day on tremendous activity. But in 1901 practically every stock in the list was advancing so that no judgment was necessary in picking out stock; all one had to do then was to buy and wait, and not very long, either.

BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, $1,000,000.00.
TOTAL ASSETS, $2,024,096.02.
LOSSES PAID SINCE ORGANIZATION, $23,886,005.32.

HEAD OFFICE, - BRITISH AMERICA BUILDING, Cor. Front and Scott Sts., Toronto.

HON. GEO. A. COX, President. J. J. KENNY, Vice-President and Managing Director
P. H. SIMS, Secretary.

THE CANADIAN BANK OF COMMERCE

Paid-up Capital, - - $8,700,000
Rest, - - - - $3,500,000

HEAD OFFICE: TORONTO, CANADA.

HON. GEO. A. COX, President. B. E. WALKER, General Manager

The offices of this Bank number 113, distributed as follows:

LONDON, ENG., 60 Lombard St., E.C., S. Cameron Alexander, Manager.
NEW YORK, N.Y., 16 Exchange Place, Wm. Gray and H. B. Walker, Agents

107 Branches throughout Canada, including the following:

MONTREAL, F. H. Mathewson, Manager.
HALIFAX, H. N. Wallace, Manager.
WINNIPEG, John Aird, Manager.
ST. JOHN, N.B., J. G. Taylor, Manager.
DAWSON, D. A. Cameron, Manager.
TORONTO, John C. Kemp, Manager.
VANCOUVER, Wm. Murray, Manager.
OTTAWA, Robert Gill, Manager.
VICTORIA, Geo. Gillespie, Manager.
HAMILTON, D. B. Dewar, Manager.

5 Branches in the United States, including the principal cities of the Pacific Coast:

SAN FRANCISCO, CAL., Arch. Kains, Manager.
SKAGWAY, ALASKA, H. M. Lay, Manager.
SEATTLE, WASHINGTON, G. V. Holt, Manager.
PORTLAND, OREGON, E. A. Wyld, Manager.

A General Banking Business Transacted.

Foreign Exchange Bought and Sold.

The distribution of its Canadian branches covering all the principal cities and towns throughout the Dominion, its own offices in England and the United States, and its correspondents in all parts of the world, enable The Canadian Bank of Commerce to offer unexcelled facilities to merchants, manufacturers and exporters for the transaction of their business.

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life ASSOCIATION.

W. H. BEATTY, PRESIDENT.
W. C. MACDONALD, ACTUARY. J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

CAPITAL PAID UP, - - $1,000,000.
RESERVE FUND, - - 1,000,000

THE METROPOLITAN BANK.

DIRECTORS
R. H. WARDEN, D.D., President S. J. MOORE, Esq., Vice-President
D. E. THOMSON, Esq., K.C. His Honor W. MORTIMER CLARK, K.C
THOS. BRADSHAW, Esq. JOHN FIRSTBROOK, Esq.

HEAD OFFICE, - TORONTO.
W. D. ROSS, GENERAL MANAGER.

GENERAL BANKING BUSINESS TRANSACTED

SAVINGS DEPARTMENT at all Branches.
ACCOUNTS SOLICITED
Drafts Bought and Sold.
Letters of Credit Issued.

WESTERN ASSURANCE COMPANY. Incorporated 1851 — FIRE AND MARINE

Head Office Toronto, Ont.

Capital - $2,000,000.00
Assets, over - - 3,546,000.00
Annual Income - 3,678,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.
C. C. FOSTER, Secretary.

WALL PAPER.

QUAINT WALL PAPER.

THE oldest landscape wall paper I ever saw, writes Frank D. Sanborn, was in the parlor of President Wean, of Hampton Falls, a simple hunting scene with three compartments; a deer above, a dog below, and a hunter with his horn below that. It was put on in 1737, when the house was built, and I think is there still. Colonel Whiting's house, built about 1815, had a more elaborate and extensive scene, what the French called "Montagnes Russes," artificial hills in a park, for sliding down toboggan-fashion, and a score of people using them or looking on. The oldest papers were patterned first after old tapestry.

Portsmouth, New Hampshire, can boast of several antique papers. One house has its walls papered with an illustration of "The Lady of the Lake." The papers in the homes of former professors of Dartmouth College are carefully preserved and will probably always be allowed to remain. One depicts the Bay of Naples and Mount Vesuvius; the other the seasons. The Bay of Naples theme seems to have been most admired a hundred years ago. Rev. Wallace Nutting, of Providence, R.I., whose



Wall Paper Design for 1904, Manufactured by Stauntons Limited, Toronto.

fame as an artistic photographer is widespread, sent me a picture of a parlor in St. Johnsbury, Vt., where he found this paper. Three women dressed in old-fashioned style, even to the arrangement of their hair, are seated at table, enjoying a cup of tea. An old tabby is napping cosily in a soft-cushioned chair. And above, on the right, Vesuvius is pouring forth the usual volumes of smoke. A fine old mahogany sideboard, at the foot of the volcano, decorated with decanters and glasses large and small, presents an inviting picture.

ARE YOU READY
FOR THE
WALL PAPER
SEASON?
IF NOT
WRITE US TO SEND (PREPAID)
SAMPLES OF OUR BEST
SELLING LINES FOR
1905.
STAUNTONS
LIMITED
MANUFACTURERS
TORONTO

Brunner Mond & Co.'s
WASHING
SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda
Casks, 560 lbs.

Winn & Holland
Montreal
SOLE AGENTS FOR CANADA.

WM. BRAID & CO.
COFFEE IMPORTERS

How is your Coffee Trade?

BRAID'S BEST COFFEE is increasing in popularity every day because consumers appreciate its merit.

ARE YOU SWIMMING WITH THE TIDE?

If not, now is the time to change.
Don't let your neighbor outstrip you, as he surely will unless you carry a good stock of Braid's Best Coffees.
Bucking the current has carried down many a strong swimmer.

BRAID'S BLENDED COFFEES are the best for grocers to buy—

FIRST—Because they yield him a satisfactory profit.
SECOND—Because the quality never varies.
THIRD—Because they give the public better satisfaction than any other coffee sold.

These Coffees are a triumph of the expert coffee man's art. An order will make you a permanent customer of ours, and every sale a steady patron for you.

Write us for Samples

WM. BRAID & CO.,
Importers of Teas, Coffees, Spices, etc., VANCOUVER, B.C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

February 9, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—

"Bee" brand, 48 5c. pkgs., per case	$1 75
" " 27 10c. pkgs, "	2 00
" " 10 25c. pkgs, "	1 75

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

JERSEY CREAM BAKING POWDER.

½ Size, 5 doz. in case	$0 40
½ " 4 " "	0 75
½ " 3 " "	1 25
1 " 2 " "	2 25

OCEAN MILLS.	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ¼-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case.	78

Freight paid, 5 p.c. 30 days.

MAGIC BAKING POWDER.



Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 90
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz	$2 25

HOME BAKING POWDER, CO., MONTREAL.

Sizes.	Per doz.
2 doz. case ½ lb.	$2 40
1 " 1 lb.	4 75

1 to 5 cases, 5 per cent.
5 to 10 cases, 10 per cent.



EAGLE BAKING POWDER

Cases of	Per doz.
48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

"BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	$3 50
" " 36 10 "	4 00
" " 24 16 "	4 50
"Beaver" brand, 24-16 pkgs	4 80

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ½ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10



J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each per lb.	16½c
"Sapphire"—14-lb. boxes, ½-lb. pkgs. per lb	12½
"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb.	10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size: ½ gross, 2 oz., or ¼ gross, 4 oz.



JAMES' DOME BLACK LEAD.

	Per gross
6a size	$6 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 60 pkgs	2 25
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 45
" 5-doz. 10c. "	0 90

Boeckh's Brooms.

Bamboo Handles, A, 4 strings	$4 50
" " B, 4 "	4 20
" " C, 4 strings	3 95
" " D, 4 "	3 70
" " F, 4 "	3 40
" " G, 3 "	3 10
" " I, 3 "	2 70

Cereals.

Wheat Oil, 2-lb. pkgs., per pkg	0 [illegible]
" " 7-lb. cotton bags, per bag	0 16½

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 55

IN YE OLDEN DAYS OF KING GEORGE II.

BATGER AND CO.

MADE JAMS FOR THE PEOPLE OF ENGLAND

IN 1905

THEY ARE STILL MAKING THEM — BUT FOR THE "BRITISH EMPIRE."

SEND IN A TRIAL ORDER FOR NEW STYLE JAR— STRAWBERRY JAM.

ROSE & LAFLAMME, MONTREAL.



"A Coffee Essence with an idea—the right idea—back of it."

GOOD VALUE

is the idea that has been carried out in the making of

PATERSON'S CAMP COFFEE ESSENCE.

ROSE & LAFLAMME, Agents, Montreal,

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs.	3.75
" ½-lbs	2.25
" wafers, ¼-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caracas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

½ lb tins,	4½ doz.	to case	per doz.,	$ .90
¼ " "	4 "	" "	"	2.40
½ " "	2 "	" "	"	4.75
1 " "	1 "	" "	"	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.



	Per lb.
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ¼s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO. LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44
Sweet chocolate powder—	
6-lb. boxes, 12 boxes in case, ½-lb. tins.	32c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	34c.
Premium chocolate—	
6-lb bxs., 12 bxs. in case, ½-lb. pkgs.	33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	35c.
Medallion sweet chocolate—	
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs.	44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	44o.
Milk chocolate—	
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs.	35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	35c.
Vanilla sweet chocolate—	
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs.	32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	32c.
Tid-Bit chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	30c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	30c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs	23c.

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, op. 4d. "	4 65





Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20





TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream, per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	$ 00
" " 2 lb. tins, cases, 15 tins	8 70
"Beaver" coffee, 24-1 lb. pkgs.	4 80
"Sun" brand, 25 and 50 lb. tins—	
Gem, roasted or ground	0 30
Extra, " "	0 26
Fine " "	0 22
Fancy " "	0 18
"Beaver" (ground only compound)	0 15

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 17

JAMES TURNER & CO.

	Per lb.
Mocca	$0 32
Damascus	0 26
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 30-lb. boxes	37½c.
" IV, 30-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	10 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

RECKITT'S BLUE and ZEBRA PASTE {Always give your Customers Satisfaction.

If you have paid any attention to the growth of the demand for Table Syrup on the part of your customers, it must have struck you that the principal factor was the quality of

"Crown" brand Table Syrup

Put up in Tins—

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ⅓-Brls., **Kegs and Pails.**

Freight paid on 5 cases and over to all railway stations East of North Bay.

—Your competitor sells it, all
—up-to-date grocers sell it—
—every jobber sells it,—because they
—all WANT THE BEST.

"ASK FOR CROWN BRAND"

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT.
Works: CARDINAL, ONT.
164 St. James St., MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co.' Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
doz. packages (12 to a case)	0 75
doz. packages (12 to a case)	0 95

Cleaner.



	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agen

The Davidson & Hay, Limited, Toronto

Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

	Per doz.
" " 5 doz., at.	$ 1 40
" " 1 doz., at.	1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	1 80
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 06½
7 and 14-lb. wood pails, per lb.	0 06½
30-lb. wood pails "	0 06½
Pure Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	0 95
2-lb. tins, 2 doz. in case "	1 60
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate, per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$ 3 60
3 cases "	3 50
5 cases or more	3 40

Matches.

UNITED FACTORIES, LIMITED.	Per case.
Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

	1 case.	5 cases.
Parlor—		
Imperial	$5 75	$5 50
Best	3 75	3 50
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., -lb. tins per doz.	$ 1 40
" ½-lb. tins "	2 50
" 1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ¼-lb. tins, per doz.	0 85
" ½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
¼-lb. tins, per lb.	$ 0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
¼-lb. tins, per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25



Orange Meat.

Cases, 36 15c. packages...$4.50
5 case lots.... 4.40 (Freight paid.)
Cases, 20 25c. packages.... 4.00
5 case lots.... 4.00 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart resm jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints) per doz.	$ 2 30
Corked " "	1 90

Soda.

COW BRAND.



Case of 1-lb. contains 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " 30 1-lb. " / 60 ½-lb. "	2 75

No. 5 Magic soda.—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

"BEE" BRAND.

"Bee" brand, 8 oz., cases, 120 pkgs.	Per case
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	$2 75

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

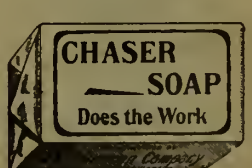
Maypole soap, colors, per gross	$10 20
" black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

BABBITT'S.



Babbitt's "1776" 6-oz. pkgs $3.50 per box. 5 boxes freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, bxs each doz., $2 per box.

WM. M. DUNN AGENT.



QUALITY AND MERIT

are the features of

S. H. & A. S. EWING'S

DELICIOUS **HIGH-GRADE**

COFFEES and SPICES

ON THE MARKET SINCE 1845, THE PERFECTED PRODUCTS OF THE OLD RELIABLE FIRM.

CHAGER SOAP.

1 case $2 40
Special quotations for quantities.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 04½
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
Bee brand starch—	
" laundry, 64-12 oz. pkg. per case	$5 00
" " 32-12 " per ½ "	2 50
" corn starch 40-16 oz. pkg. " "	3 00
"Sun" borated starch, 40-16 oz. pk. per case	3 00
" borated starch, 50 box. 100 lb. keg	0 06½
" laundry " 50 " " " "	0 05½
"Gem" " " 100 & 200 lb. kegs	0 05½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb	0 06½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 06½
" 100-lb. kegs	0 06½
Canada Laundry, 40 to 46 lb.	0 05½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 36 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½



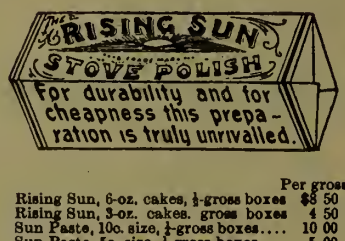
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

SAN TOY STARCH.

10c. pkges, cases 5 doz., per case.... 4 75

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes. gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



DUNN, AGENT.



	pr. dz
Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 80
Blackene, 5-lb. cans, per lb.	0 10
Enameline stove dressing, per doz.	0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10
(10 and 20 lb. tins have wire handles.)	

"BEAVER" BRAND. Per case.

1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 60

SMALL'S BRAND—Standard. Per case.

1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 30



Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s and ¼'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	0 35
" " 120 ½-lb.	0 36



LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCHAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 40
" III 80-lb. boxes	0 34½
EMD AAA Japan, 40 lb " at	0 32½
" AA " 40 "	0 30
Blue Jay, basket fired Japan, 70 lbs.	0 27½
"Condor" IV 80-lb. "	0 32½
" V 80-lb. "	0 27½
" XXXX 80-lb. boxes	0 23½
" XXXX 30-lb. "	0 24½
" XXX 80-lb. "	0 21
" XXX 30-lb. "	0 22
" XX 80-lb. "	0 19
" XX 30-lb. "	0 20
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

Black Teas—"Nectar" in lead packets

Green Label.....retails	0 25 at 0 30
Chocolate Label.... "	0 35 at 0 35
Blue Label..... "	0 50 at 0 50
Maroon Label..... "	0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb	0 42½
" " —Maroon, 1-lb	0 50
" " —Maroon, 1-lb	1 50

"Condor" Ceylon black tea in lead packets

Green Label, ¼s, ½s and 1s, 60-lb. cases.....retail	0 25 at 0 30
Grey Label, ¼s, ½s and 1s, 60-lb. cases.....retail	0 30 at 0 35
Yellow Label, ½s and 1s, 60-lb. cases.....retail	0 25 at 0 30
Blue Label, ¼s, ½s and 1s, 50-lb. cases.....retail	0 40 at 0 50
Red Label, ¼s, ½s and 1s, 60-lb. cases.....retail	0 50 at 0 54
White Label, ¼s, ½s and 1s, 60-lb. cases.....retail	0 at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.

	per lb.
No. 1	0 35
No. 2	0 30
No. 3	0 25
No. 4	0 20
No. 5	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 30
" Amber, 8s. and 2s.	0 60
Chewing—Stag, bars, 10½oz.	0 45
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s.	0 44
" Currency, 12 oz bars, 12s.	0 47
" " 6½s. and 12's.	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½oz b'rs, sp'o'd 6½	0 51
" Pay Roll, 7s and 6½s.	0 [illegible]
" Fair Play, 8s. and 13s.	0 [illegible]

Vinegars.

E. D. MARCHAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals	$5 45	$10 25	
" casks, 60 "	10 25	22 50	
Bottles, cases, 3 doz.	3 25	4 50	

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 00
100 5c. "	3 00

1 case 50 5c. packages free with 5-case lots
Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz.
Washboards, Victor	$1 20
" Crown	1 35
" Improved Globe	1 50
" Standard Globe	1 60
" Original Solid Globe	1 80
" Superior Sld. Bk. Globe	1 95
" Jubilee	1 20
" Pony	0 90
Diamond King (glass)	2 20
Tubs, No. 0	11 25
" " 1	9 00
" " 2	8 00
" " 3	7 00
Pails, No. 1, 2 hoops	1 85
" No. 3, "	2 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz.	1 05
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " 3 doz. 5c.	1 00
" " 3 doz. 1[illegible]	1 80

Try a barrel of

WILSON'S
PURE REFINED CIDER

if you want the best.

Ask for it. Take no other.

THE
W. H. WILSON CO.,
LIMITED
TILLSONBURG, CANADA

Dutch Chemical Works
AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS
Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY per doz. tins.....	2/3	4/-	7/-
PURE DUTCH COCOA per doz. tins.	4/3	8/-	15/-

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

All About Tea
From A to Z

Tea Hints for Retailers

BY JOHN H. BLAKE, TEA EXPERT

If you aspire to a greater knowledge on the subject of Tea, a knowledge that will make you an authority—Buy this book The chapter on Tea-Blending is alone worth the price of the book.

Money refunded if you conclude, after a week's examination, you don't want it.

Postpaid, $2.00

TECHNICAL BOOK DEPT.

MacLean Publishing Co., Limited
10 Front St. E., Toronto

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.
Oakville, Ont.

You are Interested in Something.

Why not get the best items that are printed on the subject.

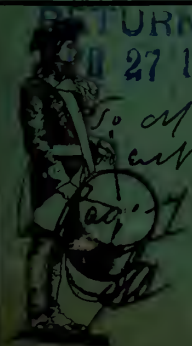
We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings,	$ 5.00
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Send for our Booklet which fully explains the scope of the clipping industry.

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CANACIAN PRESS CLIPPING BUREAU,
232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto Telephone Main 2701.



A generation ago some things were done even better than they are now. There was less deception, less skimping, less grasping after profit.

"COOK'S FRIEND" BAKING POWDER

belongs to the old school of absolute honesty in making and selling. A success for over 40 years and a bigger success to-day than ever before.

W. D. McLAREN, Manufacturers, - 583 ST. PAUL ST., MONTREAL



Write for list and illustrations of

"North Star" Assortment

We have made up just a small assortment to show you exactly what a good line our **"Pres-Cut"** is. Many of the qualities of rich cut glass at one-tenth the cost.

Purity of Color, Good Weight, Artistic Design, Brilliant effect.

SEND A POST CARD
YOU CAN'T HAVE TOO MANY DOLLARS

GOWANS, KENT & CO.
TORONTO



"Perfectly clean from our kitchen to your customer's."

Food goodness is a mighty important thing to every housekeeper. Purity, freshness and wholesomeness are the virtues they require in everything that goes on their dining tables. Most housekeepers know that

Wethey's Mince Meat

is pure, clean, wholesome and appetizing. More housekeepers are learning this every day. That means business for you in Wethey's Mince Meat. Are you well stocked?

J. H. Wethey, Limited
ST. CATHARINES, ONT.

C. & B.

Pickles, Jams, Marmalade
and the finest
Preserved Provisions

CROSSE & BLACKWELL, Limited
LONDON, ENG.

C. E. COLSON & SON, MONTREAL, Agents.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Provision and Food Stuffs Trades of Canada.

VOL. XIX. MONTREAL AND TORONTO, FEBRUARY 17, 1905. NO 7.

Robinson's Patent Barley

Sales are increasing all over Canada.
New Buyers are cropping up everywhere.
You cannot afford to be without

ROBINSON'S PATENT BARLEY



Raised on It.

WAFER ROLLS

A DAINTY BISCUIT FOR

DESSERT AND AFTERNOON TEAS.

Wafer Rolls are filled with Cream and put up in ½ lb. tins and in bulk.

Christie, Brown & Co., Limited
Toronto and Montreal

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29.

Do You Know

that you might materially increase your sales by handling

Mathieu's Syrup

of Tar and Cod Liver Oil

This wonderful Cough Remedy and Tonic is a family necessity, and each year finds it more popular than the year before.

J. L. MATHIEU CO., LIMITED
PROPRIETORS, SHERBROOKE, P.Q.

Mathieu's Nervine Powders for headaches, feverish cold, etc., retail 18 for 25c, and give you a good profit.

Their Popularity Increases Daily.

National Licorice Co.



Y. & S., SCUDDER and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.
Illustrated Catalogue on request.

C. & B.

Pickles, Jams, Marmalade

and the finest

Preserved Provisions

CROSSE & BLACKWELL, Limited
LONDON, ENG.

C. E. COLSON & SON, MONTREAL, Agents.



"Busy as Bees"



Good-bye to dull days in the store when goods of standard quality come over the threshold. Good-bye to that shame over the fly-specked packages of uncertain worth on the shelves. A hearty welcome to known values and reliable quality. "Busy as Bees" is the watchword now.

Griffin & Skelley's Dried Fruits

Apricots, Peaches, Pears, Nectarines, Dried Plums, Prunes and Raisins. The pick of the pack — clean, highest quality and full weight always. Right from the vineyards and orchards on the Pacific Coast.

"The GRIFFIN" Brand

Felix & Co. Italian Macaroni

High-grade macaroni from makers of long experience. Tastefully packed and labelled. Tender, delicate, Macaroni. Satisfactory and pleasing—always. Profitable to you and the user too.

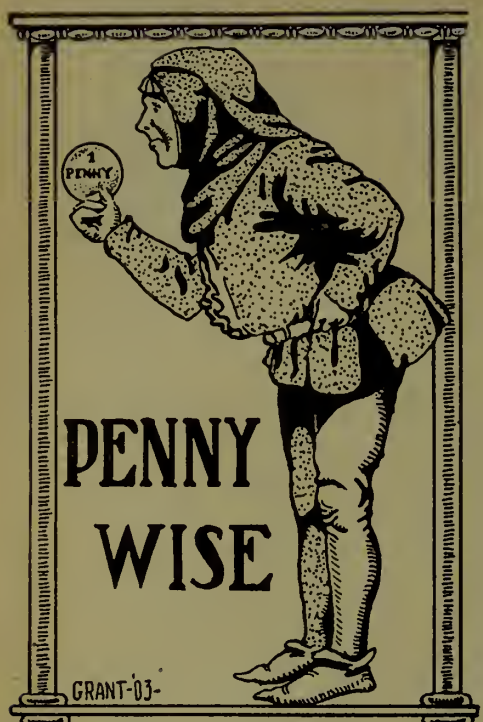
Castile Soap "Shell Brand"

contains 67 per cent. of pure oil, instead of 60 per cent. as in the ordinary Castile Soap of trade. In Bars and Pressed Cakes. The leading brand of highest quality in the Dominion.

SOLD BY LEADING WHOLESALERS.

Arthur P. Tippet & Co., Agents,

8 Place Royale, Montreal **20½ Front St. E., Toronto**



The only real value of money lies in making use of it.

The money that lies there in your safe from day to day doesn't do you any good until you commence to use it.

Then its value to you depends on how you use it.

Now, if you would only invest some of it in advertising space in THE GROCER, and then use the space right, you'd have a valuable assistant, working to increase your trade with grocers and to make yourself and your goods better known among them.

Some folks would sooner save (?) the money—but they are "penny wise and pound foolish."

But you're not.

Are you?



MACLEAN PUBLISHING CO-DEPT OF ADVERTISING SERVICE

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

W. G. A. LAMBE & CO.
TORONTO.
Grocery Brokers and Agents.
Established 1885

W. H. Millman & Sons
Grocery Brokers
27 Front St. E.,
TORONTO, CANADA.
You are getting low on Canadian Tomatoes.
Let us quote you Americans

MONTREAL

J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
Tel. Main 778. Bond 28.

VANCOUVER

THE GROCERY
Write or Wire CHAS. MILNE BROKER
VANCOUVER, B.C.

CALGARY.

Start the New Year Right

Increase your business by appointing us your Western Representatives. If you have anything to sell write us.

NICHOLSON, BAIN & JOHNSTON,
Wholesale Commission Merchants and Brokers
CALGARY, ALTA.
Head Office: NICHOLSON & BAIN, WINNIPEG.

WINNIPEG.

Dingle & Stewart
WINNIPEG, - - CANADA.
COMMISSION BROKERS.
Excellent Storage Accommodation.
Consign Your Cars to Us.

REGINALD LAWSON
MANUFACTURERS' AGENT and WHOLESALE COMMISSION BROKER
UNION BANK BUILDING
Correspondence Solicited WINNIPEG, MAN.

EASTERN MANUFACTURERS
—AND—
SHIPPERS.
All EYES are turned on
MANITOBA AND THE WEST.
WE
Represent some of the leading houses in
CANADA and the U.S.
INCREASE YOUR TRADE. WRITE US.
NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.

BRANDON.

WE ARE HERE
To store, to ship, and if you wish, to sell, WE CAN DO IT. Consign your cars to us.
WILSON COMMISSION CO., Limited
Wholesale Commission Brokers,
BRANDON, MAN.

The GRAY, YOUNG & SPARLING CO., Limited
Salt Manufacturers
Granted the highest awards in competition with other makes.
WINGHAM
Established 1871

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

BY ROYAL APPOINTMENT

CEREBOS TABLE SALT.

Used like Common Salt, but contains the Vital Phosphates of Whole Wheat.

USED IN ALL THE ROYAL HOUSEHOLDS AND ALL THE BEST HOTELS AND FAMILIES IN EUROPE.

Sold wholesale by the following firms:

Montreal:	Toronto:	Winnipeg:	Victoria:	Vancouver:
D. H. Rennoldson.	W. G. Patrick & Co.	Kenneth Mackenzie & Co.	R. P. Rithet & Co., Limited.	Kelly, Douglas & Co.

CAPSTAN BRAND MINCE MEAT

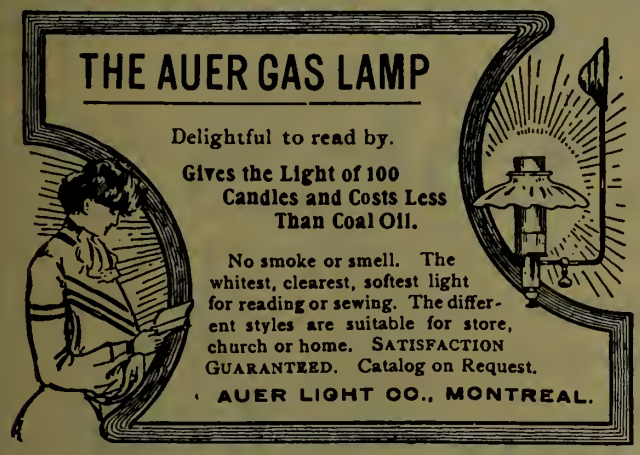
Package Mince Meat

Put up in ¼ gross cases

2-lb. Pails, 2 doz. in Crate.
¼ " ½ " " "
25-lb. Pails. 75-lb. Tubs.
½-Barrels and Barrels.

The Capstan Mfg. Company, Toronto, Ont., Can.

THE AUER GAS LAMP



Delightful to read by.

Gives the Light of 100 Candles and Costs Less Than Coal Oil.

No smoke or smell. The whitest, clearest, softest light for reading or sewing. The different styles are suitable for store, church or home. SATISFACTION GUARANTEED. Catalog on Request.

AUER LIGHT CO., MONTREAL.

The brand "Sterling" printed in red ink across the bottle of pickles or relish is a guarantee to the grocer and his customer.

The grocer who is ambitious to command the best custom of his town will carry a complete line of "Sterling" goods.

THE T. A. LYTLE CO., LIMITED

Manufacturers of "Sterling" Brand Pickles,

124-128 Richmond St. West,

TORONTO, CAN.

Two Lines That Lead.

A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng.), produce **the** one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.

Just a few words:

the tastes of your customers are varied, they are particular in respect to their tea-drinking. If you find they like the *Pure, Clean, Healthful* and *Invigorating* Teas of **JAPAN,** it is unwise to experiment with any other lines. Keep them satisfied.

Sell **JAPAN TEAS**

(they always please)

MOLASSES

We have a very choice line of Molasses.

Made in our Refinery from

West India Cane Sugar

and

Coarse, Medium and Fine Grain

"Crystal" Brand

Granulated Sugar

Made in Wallaceburg by WALLACEBURG SUGAR CO., LIMITED

Be a Quality Grocer

Once a grocer has established himself as a quality man he has an asset which will pay him rich and lasting returns.

Customers who want cheap things regardless of quality are swept away from him by every bargain-sale wind that blows.

You don't want that kind of trade. You can't bank on it. It will never make you independent.

A HEINZ DEPARTMENT

is a Gibraltar.
Build one up.
Build upon it.

H.J. HEINZ Company — HEINZ — Pittsburgh U. S. A

57 VARIETIES.

CANE SUGAR SYRUP

We have a very fine lot of Choice Pure Cane Sugar Syrup, bright, sweet and heavy.

In Barrels, Half-Barrels, 2-lb., 3-lb., 5-lb., 10-lb. Tins.

For prices and samples write to

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

Agents

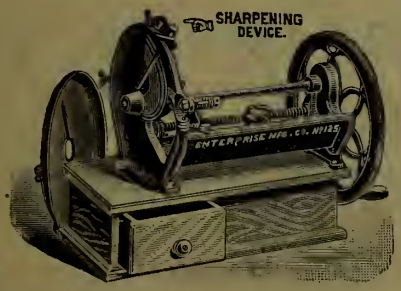
GEO. MUSSON & CO.,	TORONTO
JOHN W. BICKLE & GREENING,	HAMILTON
GEO. H. GILLESPIE,	LONDON
JOSEPH CARMAN,	WINNIPEG

"ENTERPRISE"

Rotary Smoked Beef Shaver

With Patented

Self-Sharpening Device



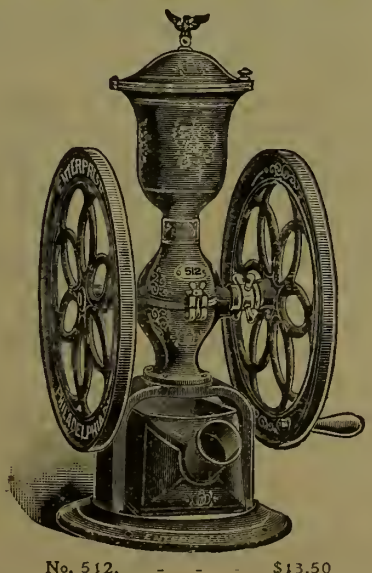
LIFTING A LATCH DROPS SHARPENER INTO PLACE

A FEW TURNS OF THE WHEEL GIVES BLADES A KEEN EDGE

No. 125, 1 Blade, - $22.50
No. 129, 2 Blades, - 22.50

Rapid Grinding and Pulverizing Mills

40 Sizes and Styles for Hand, Steam and Electric Power



No. 512, - - - $13.50

We also make
Self-Priming and Measuring Pumps, Self-Measuring Faucets, Bung Hole Borers, Self-Gauging Cheese Knife, Meat and Food Choppers, Etc., Etc.

Illustrated Catalogue Mailed Free
Order from your Jobber

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.

We admit it

The grocer knows quite well how that the Ceylon Tea growers have for many years appropriated a goodly sum for the advertising of

Ceylon Teas

This Campaign of Education has had a heavy return in the essential matter of Ceylon Tea sales. At the same time it is as clear as can be, that if the people didn't like Ceylon Teas, no amount of advertising would have increased the consumption of Ceylon Teas to hundreds of millions of pounds annually.

Provisions that are most subject to getting rancid are generally those that are most impure. Fairbank's

BOAR'S HEAD

brand of REFINED LARD COMPOUND



Orders can be filled by any of the jobbers in Canada or direct.

will keep under the same conditions fully twice as long as hog lard. The oxygen of the atmosphere attacks where there is the least resistance. The more pure an article is the less subject it is to this atmospheric influence, which very plainly argues why **Fairbank's Boar's Head Brand of Refined Lard Compound** is purer and more wholesome than hog fat. Then, too, it costs less.

Tierces -	400 lbs.	Pails, tin -	10 lbs.
Tubs - -	60 lbs.	" " -	5 lbs.
Pails, wood	20 lbs.	" " -	3 lbs.
" tin -	20 lbs.		

THE N. K. FAIRBANK COMPANY,

Wellington and Ann Sts., MONTREAL, QUE.

DWIGHT'S BAKING SODA

This fact deserves emphasis—that

"Cow Brand Baking Soda"

has been on the market for fifty years, and is now used in millions of homes, all over America.

Never any risk and never any guesswork.

SOLD ONLY IN PACKAGES.

JOHN DWIGHT & CO., Manufacturers

IVORINE

COLD WATER

STARCH

makes attractive shelf goods. Better still, it is the **Best** Starch for the customer to buy. And last, but not least, it pays the grocer handsomely —60%.

Retails at 10c.; 40 Packages to Case, $2.50

ORDER FROM YOUR WHOLESALER.

St. Lawrence Starch Co., Ltd.

Port Credit, Ont.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for Ceylon Black and Green Teas on commission. Apply,

"COMMISSIONER,"
CANADIAN GROCER,
88 Fleet Street E.C. London, Eng.



They Cost Less Than Nothing

Literally, ALLISON COUPON BOOKS cost less than nothing. By using them a mistake is impossible, thus saving many times what we charge for them. Hence, by absolutely saving a great deal more than you pay for them, they not only cost less than nothing, but you receive a great, big premium with every book you buy.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices throughout the Civilized World

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying, and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

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HALIFAX, N.S.	HAMILTON, ONT.	LONDON, ONT.	MONTREAL, QUE.
OTTAWA, ONT.	QUEBEC, QUE.	ST. JOHN, N.B.	TORONTO, ONT.
VANOOUVER, B.C.		WINNIPEG, MAN.	

THOS. C. IRVING, Gen. Man. Western Canada Toronto.

3 Lines to Sell

Sutton's Ammonia Essences

(Worcester)

Sauce

Write for list and particulars to

G. F. SUTTON SONS & CO.

KING'S CROSS
London, Eng.

QUALITY OF OIL

Store your kerosene oil in a common tank or keep it in a porous wooden barrel and the gas which is the illuminating part of the oil, in fact, its very life, passes off and the oil becomes lifeless. It clogs and chars the wick, which smokes and emits a most disagreeable odor. Your customers complain or go to some other merchant. It isn't the fault of the oil—it's your fault. Store your oil in a

BOWSER
SELF-MEASURING
OIL TANK

and keep your trade by keeping up the quality of your oil.

BOWSER TANKS
ARE
TIGHT TANKS

Besides this it will in less than one year repay its cost thro' its saving in oil, time and labor. Isn't it worth a cent to investigate the truth of this?

ASK FOR CATALOGUE "B."
IT GIVES FULL PARTICULARS.



CELLAR OUTFIT

S. F. Bowser & Co., 530 Front St. West TORONTO

ORDERS —more orders, bigger orders—that's the way they're coming already this year

FOR

JAMES' DOME BLACK LEAD

Sales ever on the increase; is not this proof of the best Black Lead made?

W G. A. LAMBE & CO., Canadian Agents. **SORT UP YOUR STOCK.**

THE EXPORT MERCHANT SHIPPERS'

of British America,
Great Britain and Ireland

FORTIETH YEAR
OF PUBLICATION.



1. Alphabetical List of Exporters, giving Places of Shipment and class of goods shipped.
2. Index to Export Section, giving alphabetical list of goods with names of shippers.
3. List of Trade Marks.
4. Alphabetical list of Manufacturers, according to their trades and towns.

Price:
15s. 6d. Nett.

LONDON: DEAN AND SON, Ltd., 160a, FLEET STREET, E.C.

ANOTHER CAMPAIGN

By this time you are well on in another year's business. We hope it will be successful, and that you have got off with a good start. If you want to win out and finish at the front you've got to handle goods that can be relied on.

The Truro Condensed Milk Company's

goods are absolutely reliable, and all winners.

REINDEER MILK, JERSEY EVAPORATED CREAM, COFFEES, ETC.

W. G. A. LAMBE & CO., Agents.

QUALITY IN FISH.

There's GOOD and BAD in Fish—JUST THE SAME AS OTHER GOODS. We offer only the **BEST** quality in each line.

Labrador Salmon Trout, 100 lb. Kegs and 20 lb. Pails.
Labrador Herrings, Bbls. and Half Bbls.
Fresh Water Herring, in Kegs.
Fresh Water Trout, in Kegs Quintals Codfish.
Boned and Skinned Cod, in 100 lb. Cases.
Fish and Cod in Boxes, Loose, and Bricks.

In fact everything in Fish, and at the Right Price to enable you to make money.

W. H. GILLARD & CO., HAMILTON,

Wholesale Grocers, Tea and Coffee Importers.

WOOD'S BOSTON COFFEES
THOMAS WOOD & CO.
IMPORTERS AND ROASTERS
BOSTON, MASS.
PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

"Spring Prospects Bright."

So say the best national business authorities.
Such news encourages and stimulates enterprise.
It gives the Grocer courage to expand and to improve his facilities for trade.
Your own prospects can be brightened by selecting the best leading lines of goods.
Sure, uniform, high grade products are the ones that create and keep business brightly polished up.
Such are **WOOD'S COFFEES.**

CANADIAN FACTORY AND SALESROOM,

No. 428 St. Paul St., - - MONTREAL.

1/2



ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, - Montreal

"HUNTER" BRAND

OREGON PRUNES

2 POINTS

THE STATE OF OREGON PRODUCES THE HIGHEST GRADE OF PRUNE THAT IS GROWN.

HUNTER BRAND OREGON PRUNES, POSSESS A DELICATE, MILD, TART FLAVOR, WHICH IS AT ONCE PLEASANT AND APPETIZING.

IF YOU ARE NOT ALREADY SELLING THIS SEASONABLE ARTICLE—

—GET SOME IN—

ROSE & LAFLAMME MONTREAL —**THEY'LL GO**—

DEPARTMENT OF ADVERTISING SUGGETIONS AND CRITICISM

Edited by John C. Kirkwood, TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Kirkwood specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

THE PACKAGE TEA QUESTION

THERE are hundreds upon hundreds of merchants throughout the Dominion who are lending themselves to business problems with tireless energy, well-guided intelligence and gratifying rewards. These men are not content with the ordinary drift of business. The unforced current of trade is too slow for their purposes. They have a goal to reach, a work to perform that requires stimulated activities, and so they build dams and dykes and force the stream of business their way.

Advertising is but a part of the ways and means they employ to accomplish their ends. They buy right, they stock judiciously, they infuse life and light into their stores and into their salesmen. The contagion of their enthusiasm is communicated to their customers. Their strength compels a general movement towards themselves, and since the service they give is complete, they hold the trade they attract, none having power to take it from them.

There are such merchants, I say, and I would that their number were greater. It would mean something better for all concerned.

I am in receipt of several examples of the advertisements of W. L. Martin,

STRAIGHT TALK ABOUT TEA.

By W. L. Martin

Take my advice and don't buy package tea — not when you can buy it in bulk from somebody who understands tea.

I'll tell you why. Package tea firms, as you know by their advertising, are hot after your tea trade. These firms spend thousands upon thousands every year in advertising, and more thousands upon those sands in travellers' expenses to push their tea. And on top of all this it costs from one and a half to two cents a pound to put the tea in the package and label it.

All this comes out of the tea, mind you. And the package tea men are making fortunes.

And all out of what? Simply out of the one line of goods—just out of tea.

Did it ever occur to you who pays for all this? Why, the users of package teas, of course.

I hate to say it — bashful perhaps — but I was especially trained to the tea business the same as the fellows who put up the package teas.

I buy my teas right and blend them myself. And I leave the public to decide by the acid test of comparison whether the teas I sell are not better value than any package tea in the country.

At 25c. a pound I make a specialty of a tea — black or green — that you cannot equal in any package at less than 25c.

Just put these statements to the test.

W. L. MARTIN

MYRTLE STATION.

How W. L. Martin says things.

Myrtle Station, Ont., and they are so good, so tingling with life, purpose, conviction that I cannot refrain from passing their message on to others. Space forbids my giving them all display as sent. One or two I endeavor to give in condensed size, to show Mr. Martin's ideas of advertisement construction. They are good examples, and worthy of attentive study by other merchants, some of whom, I know, find the problem of "copy" and "display" a difficult one.

At the same time, I am giving my readers Mr. Martin's letter to me. It rings with no muffled note, and should strike a responsive chord in many a brother merchant's heart. Regarding package teas, my correspondent has no divided views. His attitude is clear cut, and because of his knowledge of teas, Mr. Martin is able to grapple with what he esteems a foe, with overmastering strength. There are, however, always two sides to a question, and packers of package teas would doubtless have something to say concerning their business which would establish to the satisfaction of many, the substantial claims of package teas. Personally I think package tea is the proper thing,—that is, from an advertising-man's point of view The trend in all directions is towards the package article. Without the package it is practically impossible to establish a demand for one maker's or packer's goods in preference to another's. It requires a package to secure distinctiveness. Bulk goods, whatever be their merit, have nothing about them to indicate difference, nothing upon which preference can be built. A manufacturer or producer is compelled to brand and package his goods for self-protection and for the assurance of consumers of his wares. Mr. Martin, himself, I venture to say, might very properly give to his lines and grades of teas distinctive names, and thus in effect make them package teas. The point I suspect Mr. Martin is making is that through his adequate knowledge of teas he is able to provide always uniformity of quality and flavor in the teas he sells, and if this be the case, his situation and that of the package tea firm are practically identical. Mr. Martin has the advantage that comes from knowledge—he is able to make full profits on his teas, not being called upon to share them with the package tea houses; or he may be able to provide his customers

1905
Greetings to All.

As the season for kindly feelings, greetings and thankfulness is here, and men's thoughts naturally tend toward their fellowmen, it is but human on our part to express them.

And, in so doing, we are sure that your reciprocation bubbles out also. So here's to you :—

A Happy, Prosperous New Year to you and yours!

W. L. MARTIN
MYRTLE STATION.

Light and Air in this Example.

MY THANKS.

On the fifteenth of September I completed my first year in business at Myrtle Station.

To the many patrons who have accorded me such liberal support I wish to convey my thanks.

Ladies and gentlemen, I thank you!

Looking back over my first year I have every reason to feel gratified.

I came to Myrtle Station a perfect stranger. But you gave me your patronage and I have tried to merit your confidence. That I have succeeded in doing so I think I may conclude from the way in which my business is increasing.

It is my constant aim to build up a reputation for "Quality" and "Reliability." "Quality of goods—Reasonableness of Prices—and General Satisfaction," is my motto.

It is my business to sell very nearly everything likely to be wanted on a farm or in a home. I make it a point to discriminate against all kinds of goods that are not worthy or that cannot be recommended; to buy only such goods as are of practical value.

I offer no "baits" or "leaders" to attract business or deceive buyers. Every line in the many hundreds must be a leader in itself. Every tub must stand on its own bottom.

Extending my appreciation to those who have favored me with their patronage, be it large or small, and soliciting orders and enquiries from those with whom I have not as yet had the pleasure of dealing, I remain

Yours faithfully,

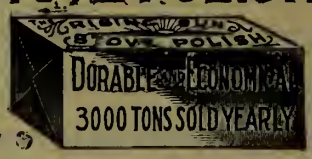
W. L. MARTIN

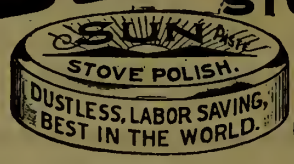
MYRTLE STATION.

An Anniversary Statement.

RISING SUN STOVE POLISH and SUN PASTE STOVE POLISH

IN CAKES
WELL KNOWN AND RELIABLE





IN TINS
GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

with teas as good as those put up by the package tea firms at a lower price.

There is no escape from this conclusion, namely, that if a merchant can sell unbranded goods as successfully as he can branded goods, he can in so doing make a much larger profit. One of the great struggles going on to-day is that between the dealer and the manufacturer or producer. The manufacturer is seeking to create a preference for his particular line, largely through advertising, the cost of which has of necessity to be added to the price of his product.

TIME FOR A CHANGE

A dinner of Fresh Fish forms a delightful change—is nourishing and delicious, and not expensive either. We carry a large stock of fresh Fish that you can always depend upon.

British Columbia Salmon Trout
EXTRA CHOICE
Manitoba White Fish
Fresh Sea Herring
Fresh Sea Cod

WE PROVE OUR ADS.

NOTED TEA STORE AND CHINA PALACE
J. A. McCrea.
Wyndham Street.
Phone .....48.

BRANCH STORE. ELORA ROAD.
R. J. McCrea.
Manager.
Phone.....255.

This desire and practice of the manufacturer touches the profits of the distributer promptly and heavily, and an antagonism is straightway engendered. Both the producer and the distributer are contending for exactly the same end—their individual gains. The battle is waged on the distributer's territory and it is his property that is at stake. Success in this struggle seems to rest with the producer, but this success is accomplished only at big cost—the price of advertising. At the same time, there are wheels within wheels, struggles and warfare among the producers, spectators and distributers. In this strife between producers, the victory is to him who brings to his aid the best strategy, the best stamina, and the most gold.

Real Good Coffee.

JUST at this season you appreciate a good hot cup of coffee in the morning—but it must be good—McCrea's Favorite Blend Coffee

40c. per lb.

is always the same—fragrant and delicious. Try it and be convinced : : :

WE PROVE OUR ADS.
NOTED TEA STORE, No. 2
R. J. McCrea, Manager.
Cor. Elora Road and Norwich St.
(Robt. Millar's Old Stand).
Phone No. 255, Guelph, Ont.

Woe to him who enters the lists poorly prepared.

Advertising Specialist of Canadian Grocer,—In response to your invitations in The Grocer from time to time, I am sending you a few of my ads., and would like to hear your opinion of them. The three tea ads. are most to my liking, and, in my opinion, the strongest of the bunch. These ads. appeared in successive issues of the papers. I advertise weekly in three of the best local papers, and generally change my ad. each issue.

I might tell you something about my tea business. I don't suppose I am wide of the mark when I say that it isn't likely that you'd find another grocery or general store in Ontario that doesn't handle some brand of package tea. But none of them for me. When I took over this business about 18 months ago nothing but package tea was sold here. But I cut 'em all out, lock, stock and barrel, and I put up my own special blends, "in bulk." There was some little kicking for awhile, but by considerable persuasive eloquence and by not being afraid to give away samples, I more than held my ground. A few extra refractory ones "hung off" for awhile, but by "hanging on," like the proverbial pup to the proverbial root, I managed to bring them into the fold, until I do not believe I have a customer who doesn't buy tea here. What is more, I am safe in saying that we don't get an average of

Special Tea Set Sale.

50 German China Tea Sets, 44 pieces, 3 patterns. These Sets are retailed in the regular way at $3.90 per set. While they last we will sell them at

$2.98 Per Set.

WE PROVE OUR ADS.
The Noted Tea Store & China Palace.
J. A. McCREA.
Phone No. 48 No. 2 Day's Block . . Guelph.

LENTEN SEASON. SOME SPECIALTIES.

Marshall's Preserved Bloaters
" Kippered Herrings
" Herrings in Tomato
" Red Herrings
Scollops, Shrimps,

Norwegian Herrings, in Oil
Norwegian Herrings, in Tomato
Boston Codfish Balls
Boston Mackerel, Soused
Boston Mackerel, in Tomato.

EMPIRE COD STRIPS
HALIFAX FISH CAKES
ACADIA COD TABLETS

KIPPERINES
SEA TROUT, IN KEGS
NO. 1 LABRADORS, IN BBLS. AND HALF BBLS.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

SALMON

Before buying Salmon, get our prices: we have a large stock of "Sockeye," also "Cohoes."

LOBSTERS

Our stock is complete, both in halves and pounds at exceptionally low figures.

JAMES TURNER & CO., - Hamilton.

OUR travellers are with you once more with their annual bargains in all grades of

TEAS

See their samples before purchasing.

BALFOUR & CO., Wholesale Grocers ***HAMILTON***

FRENCH PEAS

We have just received a shipment of **Imported** French Peas, to retail at 15c. tin or 2 for a quarter. Write us or see our travellers.

T. Kinnear & Co.

Wholesale Grocers, = = Toronto, Canada



STOCK THESE GOODS—THEY ARE QUICK AND STEADY SELLERS

one inquiry a month for any brand of package tea, not even from "casuals." Still the business is coming my way, my tea sales for December being nearly three times that of the same month of the previous year.

I should add, however, that I was trained into the tea business and know how to buy as well as blend teas. This enables me to write an ad. with force and conviction behind it. When a man knows certain things to be true—beyond dispute—he needn't be afraid to throw it out from the shoulder in his ads. The trouble with most of us merchants is that we don't put enough spice and ginger into our ads., even when we advertise. I seldom give much study to an ad.; generally wait until an "idea" strikes me and then sit down and dash it off in the plainest and simplest language in just a few minutes. My ad. space will be otherwise occupied for a few weeks, but I have a few more ginger talks about tea already on paper and you shall see them when they get into printer's ink.

I am having my ads. all set up in the same style and same type as the "Greetings" ad.

I might say that your ad. talks and advice in The Grocer are O.K., and very much to the point. Keep it up. Try and poke some enthusiasm into the merchants before the big department stores get it all their own way. The only way to hold the trade our way is to be bold about it,—as bold as the departmental fellows are, only without telling as many bold lies; $1.50 goods for 10c., etc. and advertise.

I have at present a vision of getting out a periodical circular by and by and sending it by mail for a radius of ten miles or so. Call it "Martin's Ginger Talk for January," or some such thing. Local papers don't reach half the people.

Apologies for long-winded letter, and hearty sympathy with you in "speeding up the ad. dept."

(Signed) W. L. Martin.

Myrtle Station, Jan. 20, 1905.

Aylmer Chicken Soup

The pack of this preferred brand was considerably short of requirements this season, being only about 45 % of orders booked by the packers. Our orders have all been **filled in full,** and we have a few cases to offer. These goods will be wanted very badly. This is a chance for **prompt buyers.**

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

Business is the Salt of Life.

There is a young man in Guelph, not yet old enough to vote, yet with six feet of stature, who finds his chief delight in the world of trade—R. J. McCrea. Mr. McCrea served so good an apprenticeship in his father's grocery and crockery business that he was made manager of a new branch store, and later on admitted to partnership.

Mr. McCrea, Jr., is a diligent student of advertising in its many phases, and has used newspaper space effectively in the extension of the business done at both branches. His announcements are fresh every day, specific, and displayed with good judgment. He seems to have achieved in large measure the cherished goal of every advertiser—namely-the time when readers will seek out the advertisement of their own accord.

I am in possession of a great many examples of Mr. McCrea's work, only one or two of which can be reproduced because of the limitations of space. This is not the first time that we have noted this young man's advertising. An interesting circumstance in connection with the last time any of his work appeared in this department is worth recording. The advertisement reproduced was one in which teas and toilet sets were "featured." Judge of the surprise of this Guelph retail house to receive an order from a Western Ontario merchant, an order for both the tea and toiletware "as per your advertisement in The Canadian Grocer."

CALGARY BOARD OF TRADE.

At the recent annual meeting of the Calgary Board of Trade one of the principal topics discussed was "Insurance Rates in the West." The retiring president, W. I. Cushing, referred to the enormous increase in insurance rates in the west which made it appear as if the insurance companies were forcing the west to pay for fire losses in the east. The following officers were elected for the ensuing year: President, R. J. Hutchings; vice-president, A. E. Cross; standing committees: civil improvement, W. G. Hunt; finance, M. Morris; immigration, A. Allan; new industries, W. Pearce; freight rates, W. H. Cushing; arbitration, Hon. J. S. Hall; manufacturers, Wm. Carson; wholesalers, F. G. Dawson; retailers, J. Emerson; professional, R. B. Bennett; agriculture and live stock, P. Burns; civic franchises, Dr. Lafferty. The following were elected general councillors: C. W. Rowley, D. J. Young, J. S. Dennis, F. MacBeth, R. R. Jamieson, Col. Porter, Mr. Watson, J. R. Janes, F. F. Higgs, Dan Cashman, C. F. Comer, C. W. Bowles, J. R. Miquelon, Dr. Stewart, Mr. Hanna, M. S. McCarthy, M.P.; J. J. Young, W. M. Davidson, H. Neilson, Mr. Morris.

THE TRAVELER'S SOLILOQUY.

The breakfast foods we have to sell
Would make a "Saxon" "quail!"
And make us like a "Beaver" work
To close a "Banner" sale;
Persuasion oft may do the trick,
Though "Force" is now the rule,
And that is what is not upheld
By those of the "Quaker" school!
'Tis well to have a stock of "Vim,"
For that is hard to beat;
But there are some who say "Ho, ho,
Give me the 'Cream of Wheat.'"
The far-famed "Orange Meat," we know,
Contains no orange pips,
Whilst shavings never can be found
When indulging in "Life Chips."
And now the Winter season's here,
With men all wearing heavy coats,
It might be well, when selling foods
To make a push on "Coupon Oats."
Some folks still swear by "Tillson's Oats,"
But others will not risk it,
So, boys, you all should do your best
To "Postum" to try "Triscuit."

The "Crank."



The demand for

Upton's

Jams, Jellies

and

Orange Marmalade

is greater than for any other brand.

Why ?

Quality is right.
Price is right.

Of interest to

TORONTO GROCERS

and Others

An important By-law is now being discussed in the City of Toronto, to enforce the law with reference to more cleanliness in Perishable Foods, such as Fish, Fruits, etc. We wish particularly to refer to the Codfish. We are endeavoring to offer through the Grocery Trade of Canada **Selected Pure Nova Scotia Boneless Codfish,** and have spared no expense in our endeavor to offer Prepared Codfish **Absolutely Pure** and **Strictly Free From Bones,** packed in CLEAN NON-porous Wooden Boxes and Cardboard Cartons, which will ensure the Trade and General Public they are receiving specially selected stock.

The salty flavor of this Cod makes it very palatable, and if you have not already seen samples **ask your Wholesaler** to show them to you, or apply to us direct for full particulars. The following lines are extra fine stock and are already good sellers :

Halifax Fish Cakes

—Packed in 1 lb. Cardboard Cartons. 2 doz. to case.

Halifax Codfish

—In 3 lb. Non-Porous Wooden Boxes.

Halifax Shredded Codfish

—Made from Selected Atlantic Codfish.

Our **"ACADIA" Brands** are also pure Atlantic Codfish and strictly free from bones. Packed in "Acadia" 2 lb. non-porous wooden boxes : 1 lb. Tablets and other styles

Are you getting your share of this trade?

If you wish to double your sales on Prepared Atlantic Codfish, write us.

PACKED AND PREPARED ONLY BY

BLACK BROS. & CO., LIMITED

MONTREAL OFFICE,
Board of Trade Building.

HEAD OFFICES,
HALIFAX, N.S., CAN.

WORKS.
LaHave, N.S.

SELLING AGENTS,
A. H. BRITTAIN & CO., MONTREAL, P.Q.
REGINALD LAWSON, WINNIPEG, Man.
CHARLES MILNE, VANCOUVER, B.C.

FISHING STATIONS,
LA HAVE, N.S.
MUTTON BAY, LABRADOR.
MEKATTINA, LABRADOR.

Business Changes

ONTARIO.

A MEETING of creditors of Dodds Bros., grocers, Toronto, was held on February 9; stock sold to E. Gray.

Henry A. Miller, grocer, Alexandria, has given up business.

John Calvert, confectioner, Windsor, has suffered loss by fire.

Mills & McDonald have opened a grocery business in Port Arthur.

R. A. McLennan, general merchant, Fournier, is giving up business.

E. Armitage, general merchant, Deseronto, has sold to Walker & Hill.

S. A. Kearsey, grocer and fruit dealer, Toronto, is giving up business.

Ferdinand Meier, grocer, New Hamburg, has assigned to Chas. Doer.

Hugh Ferguson, general merchant, Dundalk, has assigned to N. L. Martin.

W. Dupuis, general merchant, Glen Robertson, has assigned to H. Lamarre.

H. W. Foster, general merchant, Villanova, has sold to Cunningham & Sons.

The business of Louis Schwartz, tobacco merchant, Hamilton, is advertised for sale.

E. A. Therien, dealer in fruit and confectionery, of Almonte, is removing to Ottawa.

The C. Stephen Co., grocers and general merchants, Collingwood, have suffered loss by fire.

The assets of D. P. Gormlay, general merchant, Finch, were advertised for sale on February 11.

Taylor & Green, crockery merchants, etc., Gananoque, have advertised their stock for sale by tender.

QUEBEC.

Adrien Bergeron, grocer, of Montreal, has registered.

J. A. Sauve, crockery dealer, Montreal, has compromised.

L. H. Paquin & Co., grocers, Sorel, are offering to compromise.

Telesphore Rivard, general merchant, Grondines, is dead.

G. G. DuVarennes & Cie., grocers, Quebec, have registered.

F. Galarneau, confectioner, Montreal, has sold to H. Dufresne.

The assets of G. G. DeVarennes, grocer, Quebec, have been sold.

The assets of Phillipe Cloutier, Lac Aux Sables, have been sold.

The assets of Jos. Cote, general merchant, Ste. Flavie, have been sold.

The firm of W. & D. Bell, pottery dealers, Quebec, has been registered.

The assets of J. N. Verette, general merchant, St. Maurice, have been sold.

J. H. Laing, grocer and liquor merchant, Montreal, has sold to Wm. Hurtubise.

The assets of J. L. Bernard, general merchant, Namur, were sold on February 11.

M. Lemire & Co., general merchants, St. Guillaume D'Upton, are offering to compromise.

Z. A. Lamber & Co., grocers and liquor merchants, Montreal, have dissolved partnership.

Boisvert & Co., general merchant, St. Gertrude, have been burned out. Partial insurance.

The assignment of P. S. Hardy, general merchant, Chambly Canton, has been demanded.

C. Vezina has registered under the style of H. Gingras & Cie., tobacco merchants, Quebec.

The real estate of August Bolduc, general merchant, St. Evariste De Forsyth, has been sold.

Jos. Dumont, general merchant, Lake Etchemin, has assigned. V. E. Paradis is provisional guardian.

C. Forcade, has been registered as proprietor of the grocery business of M. J. Boivin, Levis, deceased.

P. S. Hardy, general merchant, Chambly Canton, has assigned. A meeting of creditors will be held on February 18.

Alf. Oliver Falardeau and Constant Nap. Falardeau, general merchants, Sillery Cove, have registered under the style of Falardeau & Cie.

Jos. Emilien Thibaudeau and Jos. Edouard Francoeur, have registered under the style of Thibaudeau & Francoeur, general merchants, Victoriaville.

NEW BRUNSWICK.

W. J. Kent & Co., general merchants, Bathurst, are applying for a charter.

Wm. Dunlop & Sons, grocers and feed dealers, St. John, are closing up business.

Watson H. Steeves, general merchant, Hillsborough, has been succeeded by Steeves & Steeves.

A meeting of creditors of John J. Melansin, general merchant, Bathurst, was held on February 4.

PRINCE EDWARD ISLAND.

Carvell Bros., grocers and produce dealers, Charlottetown, have dissolved partnership.

A new firm of Carvell, Rattenbury & Messervey, grocers and produce merchants, Charlottetown, has been formed.

W. H. Aitken, who bought out Varvell Bros., will take his two sons into partnership and start in the grocery and produce business in Charlottetown.

MANITOBA AND N.W.T.

Geo. Kerndle, grocer, Winnipeg, has sold to I. Braunstein.

E. R. Sage, confectioner, Ponoka, has sold to H. E. Manning.

Wilson & Waugh, grocers, Winnipeg, have dissolved partnership.

McKenzie Bros., confectioners, Lariviere, have sold to J. W. Rundle.

A. F. Ludka, grocer, Pincher Creek, has been succeeded by Ludka Bros.

Geo. Freemann, confectioner, Moosomin, has suffered small loss by fire.

R. J. Lund, miller, Selkirk W., has been burned out. Small insurance.

The English Tea, Meat and Provision Co. have started business in Winnipeg.

T. G. Denney, general merchant, Dubuc, has advertised his business for sale.

Wm. Bradley, baker and confectioner, Manitou, has sold to Lawson & Buck.

Coppleman & Chase, general merchants, Moosomin, have been burned out.

W. M. Craig, general merchant, Olds, has been succeeded by W. M. Craig & Co.

David Cassels, baker and confectioner, Portage la Prairie, has suffered loss by fire.

Campbell Bros., flour and feed merchants, Caron, are retiring from business.

W. J. Mackinley, general merchant, Whitemouth, has been succeeded by Day Bros.

A. R. Leitch & Co., millers, Weyburn, have sold to Weyburn Lumber and Elevator Co.

E. G. Wiswell, crockery dealer, Brandon, has been succeeded by Ball, Guilder & Cloyne.

The Anglo-Italian Trading Co., confectioners, Winnipeg, have sold to B. Persichini.

T. T. Bailey, baker and confectioner, Portage la Prairie, has suffered slight loss by fire.

The Anglo Italian Trading Co., confectioners, Wipnipeg, are compromising at 25c on the dollar.

The stock of the estate of J. H. Saunders, general merchant, Wawanesa, has been sold to Frank Harris.

The stock of the estate of A. Wagner, general merchant, Neudorf, has been sold to M. Ortenbirg at 60c on the dollar.

Fresh and Cured Fish

To Protect B. C. Herring.

LARGE quantities of herring have been destroyed by Japanese fishermen operating in the Straits of Georgia for the purpose of manufacturing guano and oil. Last year this business was stopped by the Government authorities, and word now comes from Ottawa that a regulation has been passed providing that fishing for herring can only be carried on by license, with a view of preserving the fish for commercial food purposes.

The herring fisheries are believed to be one of the valuable resources of the Province of British Columbia, but up to the present time their exploitation has been limited, the business being practically in an experimental stage.

At Nanaimo, however, there is quite an establishment which handles the herring, as part of its curing business, and on Burrard Inlet there are two curing houses, one established and one in course of preparation, which are seeking to develop a trade in these fish.

It is thought by those competent to speak concerning the fishing industry, that a large trade will eventually be built up out of the herring fisheries of British Columbia and with a view of giving establishments here the benefit of his experience in the curing process, Mr. Cowie, the Scotch expert, will visit the coast again next season.

As an indication of what this industry may attain to on the Pacific coast, there is the herring trade of the Atlantic coast, which in 1901 amounted to $1,865,391, aggregate value of fish marketed.

Leased an Island.

Black Bros. & Co., Halifax, N. S., have leased from the Quebec Government the island of Great Mekattina on the Quebec-Labrador coast, and will conduct there a fishing and general store business during the Summer season. This island was formerly leased by the late Capt. A. L. Howard, inventor of the famous Gatling gun, who had established fishing houses on the island and did a thriving business. The island in the hands of such a firm as Black Bros. & Co. will be a source of revenue to them and assist materially in securing supplies for their increasing fish trade.

Fish Gossip.

A successful fish cannery has been established in England on the River Tyne.

The citizens of Owen Sound are petitioning for the establishment at that point of the proposed fish hatchery.

FISH and OYSTERS
WHOLESALE.
The F. T. JAMES CO., Limited
76 Colborne Street, TORONTO.

POULTRY, FISH
WINNIPEG FISH CO. PHONE 1480.
GAME AND OYSTERS.
259 PORTAGE AVE.
Any quantity of fish shipped.
ADDRESS—Mail P. O. Box 791, WINNIPEG, Man

FINNAN HADDIES
Fresh Cured Stock
In 15 lb. and 30 lb. Boxes.
AND ALL OTHER KINDS
SMOKED, PICKLED, DRIED AND FRESH FROZEN
FISH.
MAIL ORDERS A SPECIALTY.
WRITE FOR PRICE LISTS.
LEONARD BROS.
MONTREAL, P Q.
ST JOHN, N.B.
WESTPORT, N.S.
GRAND RIVER, P Q.
GASPE, P Q.
Montreal
P.O. Box 639.
LONG DISTANCE TELEPHONES.

SOCKEYE SALMON







"Sovereign" and "Lynx"
Brands
ARE THE CHOICEST IN THE MARKET.
EVERY TIN GUARANTEED.
TO BE HAD OF ALL GROCERS.

MEATS AND SOUPS

NOW IN STORE——— **One Carload**

1905 PACK

100	Cases	KENT Boneless Chicken
25	"	KENT " Turkey
12	"	KENT " Duck
80	"	KENT Chicken Soup
100	"	AYLMER Boneless Chicken
25	"	AYLMER " Turkey
15	"	AYLMER " Duck
25	"	AYLMER Pigs' Feet
20	"	AYLMER Chicken Soup

FRESH GOODS *FRESH PACK*

SPECIAL DISCOUNT TO BUYERS

Prompt Shipment

L. CHAPUT, FILS & CIE.

WHOLESALE GROCERS AND IMPORTERS OF TEAS, COFFEES, WINES AND LIQUORS

MONTREAL

KING OSCAR SARDINES



They Appeal to the

GROCER

because of the attractive package, splendid quality, handsome profit.

They Appeal to the

CONSUMER

because of the choice small fish, pure olive oil, freedom from bones or scales, moderate price.

ASK YOUR WHOLESALER

JOHN W. BICKLE & GREENING, Hamilton, Ont.

Canadian Selling Agents

The Foundation

of a good Sausage trade must be, your customer's confidence, and an appetizing display.

Matthews' Sausages

are known for their wholesomeness of preparation and bright tasty appearance. The name and appearance will sell the goods.

Write for special price on weekly orders.

The George Matthews Co., Limited

ESTABLISHED 1868.

PETERBORO HULL BRANTFORD

OUR

SAUSAGES

Are made from fresh killed pork of choicest quality.

Always the same uniform good quality and delicious flavor.

Our sausage room is fitted with all the latest appliances, we use the best of spices and enforce the greatest cleanliness in making the sausage. They will please you, they will give satisfaction to your customers.

Now is the time to sell them. Let us have your orders.

F. W. FEARMAN COMPANY, Limited.

Pork Packers,

HAMILTON, ONT.

PURE LARD

We manufacture that very Desirable Quality that pleases your Customers,

ABSOLUTELY PURE

OUR TEN-POUND WOODEN PAILS ARE GOOD SELLERS AND TRADE-WINNERS.

The Park, Blackwell Co., LIMITED

PORK AND BEEF PACKERS,

TORONTO, ONT.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Cheese and Butter Situation.

THE cheese market is absolutely lifeless, in absence of any orders from the United Kingdom. Merchants abroad have evidently made up their minds that stocks on this side are larger than reported to them, and are going slow, filling their requirements in a hand-to-mouth fashion. With a good deal of the cheese held by United Kingdom owners on this side and the other, costing much below present prices, they are in a position to take matters easy. It looks very much as if there may be a scarcity of cheese by the end of March, and should this prove to be the case, prices will open up high on new cheese in April. It would be healthier if prices should advance a little now, and have all cheese cleared off, and then when the demand came on it could be met at reasonable figures.

The butter market is wild, and prices are very high. Several cars of creamery butter were sold to New York houses during the past week at about 23c. f.o.b., Montreal. It looks also as if the usual Winter stocks have not been put away by local dealers and, therefore, even higher prices are expected to rule.

Advancement in Canadian Butter.

THE following interesting outline of the Canadian butter trade during 1904 was given by W. A. Woodward, official arbitrator at Montreal, at the recent Dairymen's Convention at St. John's, Que.:

"Canadian butter has made wonderful advancement during the last few years, but there is a good deal to be done, and until we are in a position to make more butter and in large central factories, we cannot hope to attract much more attention than we have already. We have the cheese trade practically in our hands, but our output of butter is so limited that customers on the other side are not steady buyers of Canadian butter. Still we have some and are advancing.

"Increased facilities for storing and transporting our butter at a low temperature has been the agent through which we have improved. The Government has seen fit to establish a complete chain of cold storage from manufacturer to consumer, thus making it possible to land butter in England in as fresh a condition as when first made. Large sums of money have been expended in bonus for the purpose of encouraging factorymen to establish cold storage rooms in their creameries, in which the temperature would be maintained under 40 deg. These requirements were lived up to during the first three years, covering the time which the bonus would be paid, but after that, I am sorry to say, a very large majority have not been keeping anywhere near the temperature specified.

"The quality of Quebec butter is generally very good, but lately there have crept in poor flavors that are not wholly accounted for, they are 'fishy and old cream' flavors. The latter was found more common last season, and close enquiry revealed the fact that this flavor was more commonly found in creameries where some of the patrons' milk was separated at the farm, and the cream delivered to the factory. This brings me to the gathered cream system. We are told that this system is coming, and is coming to stay, and I strongly believe it; but, it is coming to the detriment of the quality of Canadian butter, for a time at least. Wherever introduced, it means a right about face, and instead of the maker assuming all the responsibilities in the care of the cream, the patrons must accept their share, and, until such time as we have the patrons instructed how to take proper care of the cream until it is delivered to the central factory every day, properly wash their dairy utensils, we will be troubled with this poor flavor.

"The production of a desirable and uniform flavor in Canadian butter is the one thing that we must strive for. It is the one thing that gives butter its commercial value, and yet we find the public generally neglectful in this particular. From what I have seen and observed, I believe that much of our butter is injured through the ripening of the cream. It is of the utmost importance to get the milk made into butter as soon as possible after it is drawn from the cow. Just as soon as the cream is separated and the necessary preliminaries gone through, such as cooling and ripening, the cream should be churned. I believe this is necessary even under the system of pasteurizing. It is well known that the longer milk is kept the larger will be the number of bacteria present, and while bacteria are developing in this wholesome fluid, many of them are forming spore, and in this stage are able to resist the pasteurizing process.

"Boxes of 56 lbs. weight are most commonly used, although there is yet a limited demand for 70 lb. tubs. The Danish keil of keg shape holding about 112 lbs. is becoming popular as a package for shipping Canadian butter in. I believe a good demand could be worked up for this style package, but it must be sold as Canadian butter and not as Danish. All packages should be covered with a sack to keep as clean as possible. Lumber used should be not less than ¾ inch thick, with sides, bottom and cover in not more than two pieces, one is better. Every part of the box should be properly parafined."

Bacon and Fresh Meats.

DELIVERIES of hogs have been light during the week on account of the bad roads prevailing in the country, and, in consequence, packers are not so busy as ordinarily at this season of the year. Prices are a trifle easier than at last advices, quotations to-day being from $5.40 to $5.50, delivered in Toronto, whereas last week they were $5.50. The English market is not quite so strong as last week, and a decline on bacon generally of 4 to 5 shillings is recorded, prices now ranging from 43 to 47 shillings. Cables from England advise that Danish and Irish receipts are up to the average. During the last two weeks the number of hogs killed weekly in Denmark was brought down to from 20,000 to 22,000. Last week there was an increase to 30,000.

The cured meat trade at this time of the year seldom possesses as much interest as a little later on in the Spring, or during the late Autumn, at which seasons the export trade looms up big. The tendency, however, to export evenly during the year is growing, and as recently predicted in The Canadian Grocer, is already showing favorable results as far as the producer is concerned. For the past twelve months the export trade in bacon shows a little falling off. This trade is very sensitive to fluctuation; for instance, the report two weeks ago that a peculiar disease had become prevalent among Danish hogs, had the effect of bulling the market beyond what the normal conditions of the market warranted. The result was a hurried unloading on the part of packers after prices had gone up, and a subsequent drop.

In fresh meats, the market pursues the same even course that has been characteristic of it for the last two or three weeks. Spring lamb is scarce, and trade in this article has practically switched off into mutton.

At a recent meeting of the provision dealers who are members of the Toronto Board of Trade it was decided to form a produce section.

CHICORY

FINE IMPORTED ENGLISH, GERMAN AND BELGIUM CHICORY IN CASKS . . . .

We offer these goods at prices that will interest you. Write—

S. H. EWING & SONS, Toronto Branch, 29 Church Street.

96-104 KING ST., MONTREAL TELEPHONE MAIN 3171

Telephone Bell Main 65.
" Merchants 522.

Telephone orders receive prompt attention.

TEAS and COFFEES

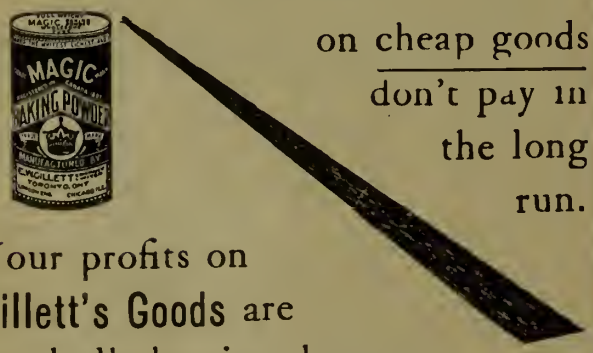
We have special values in all grades of Ceylon, from **11c.** up—write for samples. Also full range of Teas of all other kinds. Mention the price you want—we have it.

GREEN COFFEES.—Special quotations on fine Javas, Maracaibos, Santos and Mochas.

JAMES RUTHERFORD & CO.

27 ST. SACRAMENT STREET MONTREAL

Large Profits



on cheap goods don't pay in the long run.

Your profits on Gillett's Goods are good all the time because the goods are PURE, well advertised and steady sellers.

Try MAGIC BAKING POWDER as a sample test.

Ask your jobber for it.

E. W. GILLETT COMPANY LIMITED

London, Eng. Toronto, Ont. Chicago, Ill.

Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—The provision trade is quiet as usual at this time of year. On account of recent additional firmness in the English market long clear bacon is 1-2c firmer than last week, as well as smoked breakfast bacon. Owing to temporary increase in demand and shortage of supplies heavy mess, short cut and shoulder mess pork are all up this week. Lard is, if anything, a little firmer. Fresh meats continue unchanged. Hogs show a slightly easier tendency and trade in Spring lamb has practically gone to mutton during the last week or two. Our quotations are as follows:

Long clear bacon, per lb	$0 08½	$0 08¾
Smoked breakfast bacon, per lb	0 00	0 13
Roll bacon, per lb	0 09½	0 10
Small hams per lb	0 12½	0 13
Medium hams, per lb	0 12	0 12½
Large hams, per lb	0 11	0 11½
Shoulder hams, per lb	....	0 09
Backs, per lb	0 14	0 15
Heavy mess pork, per bbl	15 50	16 00
Short cut, per bbl	18 00	18 50
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb	0 07½	0 08
" tubs "	0 08¼	0 08½
" pails "	0 08½	0 08¾
" compounds, per lb	0 06½	0 07
Plate beef, per 200-lb. bbl	11 00	11 50
Beef, hind quarters	6 00	9 00
" front quarters	4 50	6 00
" choice carcases	7 00	7 25
" medium	5 50	6 50
" common	5 00	6 00
Mutton	6 00	8 00
Lamb, spring	9 00	11 00
Veal	8 00	9 00
Hogs, light, carlots	7 00	7 50
" " streetlots	7 50	7 75

Butter—All grades of butter are very scarce owing to the cold weather and bad roads, making it difficult for the farmers to market available supplies, in fact the shortage of supplies is so marked as to necessitate a slight all round advance this week. Creamery prints and creamery solids each being 1c higher and dairy rolls from 1c to 2c higher. We quote the following prices:

	Per lb.	
Creamery prints	0 24	0 25
" solids, fresh	0 22	0 23
Dairy prints	0 19	0 21
" in tubs	0 16	0 18
" large rolls	0 18	0 19

Cheese—The cheese trade is quiet but strong, it being the common opinion that available stocks of cheese are held by a few of the big interests. Export trade is quiet, quotations ranging a little lower than last week, viz., 52 to 53 shillings. Our quotations are as follows:

	Per lb.	
Cheese, large	....	0 11
" twins	....	0 11½

Poultry—The poultry trade is dead with very little stuff arriving and prices nominal. Our quotations are as follows:

Chickens, spring, dry plucked	0 10	0 11
Hens	0 07	0 08
Turkeys	0 15	0 16
Ducks	0 12	0 13

Montreal.

Provisions—Business is good in all lines of provisions. A steady demand both locally and from country buyers has tended to make the market active. The undertone is steady and the firmness likely to prevail. Canada short cut pork in round lots in jobbing round lots fetched $16.50, smaller quantities $17 to $17.50. Compound lard moving well. The tone of the dressed hog market has remained steady and good demand for small lots. Fresh abattoir killed sold at $8.25 and country dressed $7 to $7.50.

Canadian short cut mess pork	$16 50	$17 50
American short cut clear	17 00	17 50
American fat back	17 00	17 50
Bacon, per lb	0 07½	0 13
Hams	0 11½	0 13
Extra plate beef, per bbl	11 50	12 00
"Boar's Head" brand, tierces, per lb	....	0 06¾
" " ½-tierces, per lb	....	0 06¾
" " 60-lb. fancy tubs	....	0 06¾
Cases, 20 3-lb. tins, per lb	....	0 07¾
" 12 5-lb. tins "	....	0 07½
" 6 10-lb. tins "	....	0 07¾
20-lb. wood pails, each	....	1 43
20-lb. tin pails, each	....	1 33

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	1 57	1 70
" tubs	0 07½	0 08¾
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08½	0 09½
" cases (24 3-lb. tins)	0 08½	0 09½

Butter—Market firm. Best creamery 24 1-2 to 25c. It is believed that the market will advance further—very hard to obtain good choice goods. Country points seem to be short of stocks and the blocked roads are hindering what deliveries could be made. Supplies are short locally.

Finest creamery	0 24½	0 25
Fine	0 22	0 23
Medium	0 21	0 21½
Fine western dairy	0 18	0 18½
Fair to good western	0 17	0 17½
Undergrades	0 15	0 15½

Cheese—Local market unchanged. Cable advices from Liverpool to-day report lower market at 51s to 52s. The condition of the butter market is appreciated by cheese exporters as with the high prices ruling in butter very little early fodder cheese will be put out.

Eggs—Firm market and prices looking up. Fresh laid are bringing 32 to 35c and the legend is not an uncommon one in the retail stores "Fresh laid eggs 45c doz." Cold storage to-day jobbing easy 19 to 20c. Montreal limed, 19 to 19 1-2c; Fall gathered, 23 to 24c. Undertone of the market is firm and undoubtedly higher prices will prevail, stocks decreasing rapidly and supplies not coming in freely.

Winnipeg.

Butter—Prices are steady. We again quote:

Dairy, assorted pkgs., selected	....	0 21
" " round lots	....	0 17
" (separator), 1-lb. bricks	....	0 26
Finest fresh creamery, in 56-lb. boxes	....	0 25
" " in 28-lb. boxes	....	0 26
" " in 14-lb. boxes	....	0 27
" " in 1-lb. bricks	....	0 27

Cheese—We quote:

Finest Manitoba, large	....	0 11
" Ontario, "	....	0 11½
" twins	....	0 12
Square cheese	....	0 12½

Lard—Since the advance noted in last issue there have been no changes. We quote again:

Lard, 50-lb. pails, per pail	....	4 90
" 20-lb. " "	....	2 00
" 3-lb. tins, per case 60 lbs	....	6 30
" 5-lb. " " "	....	6 15
" 10-lb. " " "	....	6 00
Pure lard in bbls, per lb	....	0 09

Cured Meats—Since the advance in sugar-cured hams and in dry salt bacon, noted in last issue, there have been no changes. We quote:

SMOKED MEATS.

Hams, sugar cured, assorted sizes	....	0 13
" " heavy 20 to 30	....	0 12½
Picnic, " assorted sizes	....	0 08½
Shoulders, "	....	0 08½

You can unhesitatingly recommend
BROCK'S BIRD SEED
You can't others.
NICHOLSON & BROCK, TORONTO

YOU ARE ALWAYS SURE OF GIVING YOUR CUSTOMERS SATISFACTION WHEN YOU SELL THEM
EAGLE BAKING POWDER
We guarantee it to give satisfaction or refund your money.
J. H. MAIDEN
MONTREAL.


We Guarantee It.
This makes it absolutely safe to handle.
PEACOCK BRAND CREAM CHEESE
Tin foil packages, or porcelain jars.
Order from your wholesaler.
THE BATES PEACOCK CO., Hamilton. Ontario

Butter Tubs
BEST WHITE SPRUCE
50—30—20 lb.
ORDER NOW
WALTER WOODS & CO.
Hamilton and Winnipeg.

There may be **Beans** on the market which can be bought for less money, but there are none which can give the satisfaction to a customer that

CLARK'S
Pork and Beans in Chili Sauce

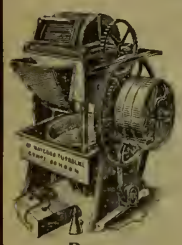
always has and always will.

No saving by buying cheap goods will repay you for a dissatisfied customer.

Patent Fruit-Washing Machines.



Hand



Power

Machinery for the preparation of

TEA, COFFEE, COCOA, CHICORY, PATENT FOODS, FRUIT, ETC.

PATENT **GAS-HEATED ROASTERS,** INTERNAL OR EXTERNAL FLAME. IMPROVED ROASTER. FOR USE WHERE GAS IS NOT AVAILABLE, FOR COKE, WOOD, STRAW, ETC., FUEL. COOLERS. FANS.

PATENT AUTOMATIC TEA MILLING, BLENDING, SIFTING AND PACKING MACHINERY.

QUICK MIXERS FOR BAKING POWDER, COFFEE AND CHICORY, SPICES, ETC. STEEL AND STONE MILLS. **FRUIT CLEANING AND DRESSING MACHINERY.**

THE GROCERS' ENGINEERING CO.

(Late WAYGOOD-TUPHOLME LTD.)

Cole Street, Swan Street
LONDON, S.E., ENGLAND

Illustrated Catalogue Mailed (Post) Free.

EGGS

We will buy your eggs F.O.B. all year.

CORRESPONDENCE SOLICITED.

The WM. RYAN CO., Limited
70 and 72 Front St. E., Toronto,

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from **ONTARIO, MANITOBA and LOWER PROVINCES.**

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

ACME TABLE SALT.

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, - Toronto, Ont.

COMMON SENSE

KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W
TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

JOHN LETHAM & SONS,
LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

JAMES MARSHALL,
ABERDEEN, - SCOTLAND.
Cables, Halcyon. Codes, A. B. C., 5th ed., Scattergood. Consignee for all kinds of Canadian produce. Personal attention and prompt returns guaranteed.

DAVID SCOTT & CO.,
Est. 1873. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of
CANNED GOODS.
T. A.—Scottish, Liverpool.

GRIFFIN & CULVERWELL,
Brokers, invite consignments of general produce, especially BUTTER, CHEESE, AND ALL FOOD PRODUCTS. Correspondence invited. References given. WRITE US.
139 REDCLIFFE ST., BRISTOL, ENG.

STOKES BROTHERS,
GENERAL MERCHANTS,
EXETER, ENGLAND,
Dealers in Eggs, Apples, Bananas, Potatoes and Fruits of all Kinds.
Correspondence solicited.

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

E. BIERMANN & CO.,
FRUIT AND PRODUCE BROKERS,
5th Ed. A.B.C. Code,
CARDIFF, WALES.
APPLES AND ALL KINDS OF FRUIT AND PRODUCE.

ALEXANDER CRICHTON,
15 Stanley St., LIVERPOOL, England, CANNED GOODS AND DRIED FRUIT BROKER. And at St. Magnus House, London, E.C. T. A., "Acriton, Liverpool." Code, A. B. C., 4th Ed.

HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

Agencies Wanted for Britain.—European and Canadian references and an extensive connection are points upon which I rely. CANNED GOODS, DRIED FRUITS, HONEY, PEAS.
A. S. DUFFUS, JR.,
9-10 St. Mary-at-Hill, LONDON, E. C.

THOS. BOYD & CO.,
28 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England
We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER.
We sell cost, freight and insurance. Western Union Code.
LONDON, LIVERPOOL, GLASGOW.

Salter & Stokes, 19-20 King St. W. Smithfield, 226-7 Central Market, E.C., **London, Eng.**
IMPORTERS OF CANADIAN
CHEESE, BUTTER, EGGS AND POULTRY.
Reference, London City and Midland Bank, West Smithfield. We buy outright.

See the point— THE "MONEY-BACK" KIND

build your trade—and increase your profits

by making your leader

"EBY-BLAIN'S" "ANCHOR" BRAND CIGAR

OUR GUARANTEE WITH EVERY BOX.

The BEST 5 cent straight on the market———

Include some with your next order for proof of this statement.

THE EBY, BLAIN CO., LIMITED

Wholesale Grocers, Etc., TORONTO.

RETURNED FEB 17 190

Bacon, "	breakfast bellies	0 12½
" "	breakfast backs	0 10½
" "	Wiltshire sides	0 15
" "	spiced rolls, long	0 09½
Manitoba butts		0 09½
" "	skinned	0 10
" "	boneless and rolled	0 11
"	rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear		0 08½
" " "	smoked	0 09½
" " "	boneless backs	0 09½
Shoulders " "		0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl	18 00
" " " per ½ bbl	10 50
Standard mess pork, per bbl	16 00
" " " per ½ bbl	9 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00

Sweet pickled spare ribs, not cooked, per lb. 0 04
" hocks, " " 0 04

St. John.

Provisions—There has been a somewhat improved business reported in beef and pork. Prices are rather firmer Smoked meats are held firm and lard tends higher. There is fair business. In fresh beef, price keeps quite low. There is considerable domestic offered. Veal is more freely offered but it is still early. Lamb is scarce, and people do not want mutton. Pork is rather firmer.

Mess pork, per bbl	$15 00	$17 00
Clear pork "	17 00	20 00
Plate beef "	13 00	14 00
Mess beef "	10 50	12 00
Domestic beef, per lb	0 04	0 06½
Western beef "	0 07	0 08
Mutton "	0 04	0 05
Veal "	0 06	0 08
Lamb, "	0 06	0 07
Pork "	0 07	0 07½
Hams "	0 12	0 13½
Rolls "	0 10	0 13
Lard, pure, tubs "	0 08¾	0 08¾
" " pails "	0 08¾	0 09
Refined lard, tubs	0 08	0 08¼
" " pails	0 08¼	0 09

Butter—Market is not as firm here as in the west and some medium grades



The Late Mr. F. B. Greening.

are being shipped there. Really good butter is scarce.

Creamery butter	0 23	0 25
Best dairy butter	0 18	0 20
Good dairy tubs	0 16	0 17
Fair "	0 14	0 15

Eggs—Market is unchanged. Strictly fresh are hard to get.

Eggs, hennery	0 26	0 30
" case stock	0 23	0 25

Cheese—The market is but fairly supplied.

Cheese, per lb	0 10½ 0 11¼

AN APPRECIATION.

THE Canadian grocery trade has suffered a distinct loss in the death of F. B. Greening, of the firm of Bickle & Greening, grocery brokers, Hamilton, which occurred at Mentone, France, on Jan. 29, and which was referred to in a recent issue of this paper. Mr. Greening was the second son of Mr. E. Owen Greening, of Oak Lawn, Belmount Grove, Lee, Kent, England. He was born in Manchester, whence he moved to London when a mere boy. Here he received his education, and was later placed in the seeds department of the Agrieulture and Horticulture Assoeiation, of which his father was managing director.

Fifteen years ago Mr. Greening paid his first visit to relatives in Hamilton, Ontario, and was so favorably impressed by the opportunities offering in Canada to a young business man that he decided to make it his home. Soon after coming out he became assoeiated with the late John W. Bickle, in the grocery commission business. Mr. Greening's specialty was coffee, and he was looked upon by the trade as being particularly well posted on this branch of the grocery business.

Blue Ribbon *Ceylon* Tea

Blue Ribbon Ceylon Tea had to fight for its life in its early days.

Ten years or so ago there were **any number** of package teas clamoring for **existence** —and for the **golden reward.**

It was like the rush to the Klondike in **those days** in the tea trade.

Many **were called,** but **few were chosen.** It was a case of the **survival of the fittest. Blue Ribbon survived and survives.**

THE JOHN L. **CASSIDY** CO. LIMITED

MONTREAL.

TO HAVE AND TO HOLD
HOTEL TRADE
SUPPLY ALWAYS
BOOTE'S ROLLED RIM WARE

IT IS
BOOTE'S
HAS THE
ROLLED RIM
IS THE
BEST

EVERYTHING IN
CROCKERY

CHINA
GLASS
LAMPS
EARTHENWARE
SILVERWARE
CUTLERY

LOTS OF SNOW,

B. H. M.

'TIS TRUE, YET IT IS A FACT THAT
SPRING IS FAST APPROACHING
AND YOU WILL NEED

WATER SETS

OUR **No. 99** ASSORTMENTS
ATTRACTIVE, LOW PRICED, DECORATED BOHEMIAN—ARE ADVISED AND WILL BE READY FOR DELIVERY EARLY IN MARCH.

ORDER NOW!

BARNARD & HOLLAND CO.
MONTREAL

CROCKERY DEPARTMENT

Clearance China Sale.

IT is not too late for the grocer or general merchant to be thinking of ways and means of disposing of surplus china, crockery and glassware, in which connection the example of a wide-awake Western dealer is worthy of emulation.

This man decided to have a clearance sale. Among the goods to be disposed of were a number of "stayers" old enough to vote; these were brightened up by the addition of a fair share of brand new goods.

Ordinarily he kept closed evenings, but during his china sale he advertised that he would open Mondays, Thursdays and Saturdays to accommodate the trade. He also made a specialty of advertising in the local papers, both in display ads. and reading notices. A man with a megaphone was employed to talk china and crockery during the noon hours and early evening.

Another excellent idea was the marking of every article with a price tag. Not only was an attractive window display arranged, but a scheme of decoration followed out in the interior, so as to invite and then hold visitors. There were no signs of "touch not," or "visitors handle these goods at their own risk," which the average woman and man resents as much as the "keep off the grass" placards that once mistakenly decked public parks. Particular care was given to a proper arrangement of the goods, the most conspicuous feature being the absence of high shelves with globes to be seen and not touched; all goods were arranged on low tables and shelves, so that they could be inspected with the utmost ease. It goes without saying that the dealer in question disposed of all his goods, and that at a fair all-round profit in a dull season.

Don't Side-track Glassware.

Although china and glassware offer great inducements in high profits and quick returns, in the majority of stores, it is often side-tracked in some obscure corner or back room. This is a serious mistake. Why a dealer should stock up on staples which, from their nature just admit of a narrow margin of profit, and should neglect and starve a department which admits of quick sales and frequent turning over of his capital, is unintelligible. Why not let the jobber carry the surplus stock of staples? You can always draw on his stock at short notice. Glassware and china provide all the requisites for a quick, active sale. They are gotten up in attractive designs, look big for the money, and can be bought by the retailer exceedingly cheap. Display your china fairly. Keep it clean and attractive. It will pay you as handsomely as any department in your store.

VETERAN GROCER DEAD.

The grocery trade of Hamilton, and Canada generally, will regret to learn of the death of Mr. John Duff, of Hamilton, which occurred on Feb. 8, after an illness of only a few weeks. Mr. Duff was 75 years of age and was born in Papplewick, Nottingham, England, coming to Canada in 1851, settling in Walpole, Haldimand County. Thirty-seven years ago he came to Hamilton and founded the grocery business of John Duff & Son, which has since grown to such large proportions. The funeral took place on Saturday, Feb. 11.

VITRIFIED

JOHN MADDOCK & SONS, LTD., ENGLAND.

JOHN MADDOCK & SONS LTD. ENGLAND. ROYAL VITREOUS

Import Orders

Now is the time for placing import orders for German and Austrian Fancy China and Glass.

The sample range is large.
Prices are right.
Goods are attractive.
Come, see, compare, and judge for yourself.

N.B.—The above Trade Marks are to remind you of the best make of English Staples.

E. W. KLOTZ, Toronto
24 Wellington St. West.

A TEMPTING OFFER



Walker Bins offer an irresistable temptation to buy. They enable you to display your entire stock most attractively, while they keep it clean, prevent picking and facilitate quicker handling.

"Walker Bins" MADE IN CANADA

With Walker Bins You'll Sell Two Pounds Where One Was Sold Before.

May We Send You Booklet?

The Walker Pivoted Bin and Store Fixture Co.
Factory, BRAMPTON. Head Office, TORONTO.

— MO = JA —

COFFEE

The old reliable, for fine family trade.

Selected from the finest Mocha and Java, roasted, ground and packed on our own premises.

In ½-lb., 1-lb. and 2-lb. tins.
COUPONS IN EVERY PACKAGE.

The Robert Greig Company, Limited
White Swan Mills, Toronto.

Forest City Mustard

Put up in ¼ and ½ lb. tins and 1 and 4 lb. jars; also in bulk.

Doubtless you have often wondered why your mustard turned black after it was mixed, and perhaps concluded that it was caused by the vinegar, the place it was kept in, or some such reason.

More likely the cause was in the mustard.

Some grades of mustard are not suitable for table use because they turn black after mixing, while others have a bitter, unpalatable flavor.

Table-mustard should be scientifically compounded to insure that excellent flavor which always gives the appetite a keen edge and makes meats tasty.

Our mustard is blended from the choicest California and English mustard seeds by expert blenders.

We would like you to place a small order for this brand and test it well.

Gorman, Eckert & Co., Limited,

London, Ont,
Winnipeg, Man.,
108 Princess Street.

P.S.—Our French Mustard is put up in new and attractive packages. Sold wet and in glass.

Ammonia.
Gorman, Eckert & Co., London, Ont.

Baking Powder.
Maideo, J. H., Mootreal.
Gillett, E. W., Co., Toronto.
Gorman, Eekert & Co., London, Ont.
Greig, Robt., Co., Toronto.
Lumsden Bros., Hamilton.
McLaren's, W. D , Montreal.
Pure Gold Mfg. Co., Toronto.
Royal Baking Powder Co., New York.

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Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

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Christie, Brown & Co., Toronto.
Cowan Co., Toronto.
Imperial Biscuit Co., Guelph, Ont.
Lamont, Corliss & Co., Montreal.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Natural Food Co., Toronto.

Blue and Black Lead.
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Oakey, John, & Sons, London, Eng.

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The Locators, Winnipeg, Man.

Canned Goods
Canadian Canners', Hamilton.

Cash Registers.
National Cash Register Co., Daytou, O.

Cigars, Tobaccos, Etc
American Tobacco Co., Montreal.
Canadian Cigar Co., London, Ont.
Empire Tobacco Co., Montreal.
Fortier, J. M., Montreal.
McAlpin Consumers Tobacco Co., Toronto
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo E., & Son Co., Hamilton.

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Hamilton Cotton Co., Hamilton.

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Baker, Walter & Co., Dorchester, Mass.
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Cowan Co., Toronto.
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Epps, James, Co., London, Eng.
Lamont, Corliss & Co., Montreal.
Lowney, Walter M., Co., oston, Mass
MacLaren, A. F., Imperial Cheese Co., Toronto.
Mott, John P., & Co., Halifax, N.S.
VanHouten & Zoon, Watt & Scott, Toronto

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Concentrated Lye.
Gillett, E. W., Co., Toronto.

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Borden's—Wm. H. Dunn, Montreal.
Colson, C. E., & Son, Montreal
Truro Condensed Milk and Canning Co., Truro, N.S.

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Ewing, S. H., & Sons, Montreal.

Crockery, Glassware and Pottery.
Barnard & Holland, Montreal.
Cassidy, John L., Co., Montreal.
Gowans, Kent & Co., Toronto.
Klotz, E. W., Toronto.

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Clark, Wm., Montreal.
Fairbank, N. K. Co., Montreal.
Fearman, F. W., Co., Hamilton.
Matthews, Geo. Co., Brantford, Hull, Peterboro'.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Torouto.
Park, Blackwell Co., Toronto.
Ryan, Wm., & Co., Torouto.
Rutherford, Marshall & Co., Toronto.

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Bradstreet Co.

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Black Bros. & Co., Halifax
Gillard, W. H., & Co., Hamilton.
James, F. T., Co., Toronto.
Leonard Bros., Montreal.
Lu as, Steele & Bristol, Hamilton.
Sovereign & Lynx Brands.
Turner, James, & Co., Hamilton.
Winnipeg Fish Co , Winnipeg, Man.

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Boyd, Thos., & Co., Liverpool, Eng.
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Duffus, Alex. S., London, Eng.
Griffin & Culverwell Bristol, Eng.
Hall, R. C., & Co., London, Eng.
Lethem, John, & Sons, Leith, Scotland.
Marshall, James, Aberdeen, Scotland.
Little, G o., Manchester, Eng.
Salter & Stokes, Loodon Eng.
Scott, David, & Co., Liverpool, Eug.
Stokes Bros., Exeter, Eng.
Whiteley, Muir & Co., Liverpool, Eng.
Wickes, Hamilton, & Co., London, Eng.

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Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton.
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Husband Bros. & Co., Toronto.
McWilliam & Everist, Toronto.
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Rose & Laflamme, Montreal.
Stringer, W. B., & Co., Toronto.
Walker Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
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Frontenac Cereal Co., Kingston.
Greig, Robt., Toronto.
Lake Huron & Manitoba Milling Co., Goderich.
McCann, Wm., & Co., Toronto.
McIntosh, P., & Son, Toronto.
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Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Gorman, Eckert & Co., London, Out.
Hudon, Hebert & Cie., Montreal.
Kinnear, T., & Co. Toronto.
Lucas, Steele & Bristol, Hamilton.
"Ozo" Co., Montreal.
Sloan, John & Co., Toronto.
Turner, James, & Co. Hamilton.
Warren Bros. & Co., Toronto.

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Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Grocers' Engineering Co., London, Eng.

Hides.
Page, C. S., Hyde Park, Vt.

House Insect Destroyer.
Common Sense Mfg. Co., Toronto.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

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Auer Light Co., Montreal.
Walker Pivoted Bin and Store Fixture Co., Toronto.

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Batger's—Rose & Laflamme, Mootreal.
Colson, C. E., & Son, Montreal.
Greig, Jas. R., Montreal.
"Ozo" Co., Montreal.
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Southwell's—Frank Magor & Co., Montreal
Upton, Thos., & Co., Hamilton.

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Weese, G. A., & Son, Toronto.

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Tippet, A. P., & Co., Montreal.

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Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Lambe, W. G. A., & Co., Toronto.
Lawson, Reginald, Wionipeg.
Millman, W. H., & Sons Toronto.
Milne, Chas., Vancouver, B.C.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Rattray, D., & Sons, Montreal.
Ryan, Wm. Co., Toronto.
Tippet, A. P., & Co., Montreal.
Rutherford, Marshall & Co., Toronto.
Watt, J. L., & Scott, Toronto.
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Cerehos Salt.
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St. Lawrence Starch Co., Port Credit.

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Edwardsburg Starch Co., Cardinal, Ont.
Grimm Mfg. Co., Montreal.
Imperial Maple Syrup—Rose & Laflamme Montreal
Montreal Maple Co., Mootreal.
Ontario Sugar Co., Berlin Ont.
"Sugars" Limited. Montreal.
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Eby, Blain Co., Toronto.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Gorman, Eckert & Co., London, Ont.
Greig, Robert, Co., Toronto.
Japan Tea Traders' Ass'n.
Kinnear, T., & Co., Toronto.
Lumsden Bros, Hamilton.
"Ozo" Co., Montreal.
Rutherford, Jas., & Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Sloan, John, & Co., Torooto.
Wood, Thos., & Co., Montreal.

Vinegars.
Hill, Evans & Co., Worcester, Eng.
"Ozo" Co, Montreal.
Wilson, W. H., Co., Tillsonburg.

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Keen's—Frank Magor & Co., Montreal.

Woodenware.
Woods, Walter, & Co., Hamilton.

Wrapping Paper, Paper Bags, Etc.
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Soup

Tomato Soup

"Aylmer" Tomato Soup

There are soups and soups but only **one "Aylmer"** Tomato Soup.

"AYLMER" Tomato Soup only requires to be heated to be ready for the table.

Don't confuse **"Aylmer"** Tomato Soup with other soups that are merely mild tomato catsup.

"AYLMER" Tomato Soup is just as good as your mother used to make; in fact, it is made from mother's own recipe. The ripe tomatoes, the butter, the cream, the beef stock, the seasoning, are all there.

The housewife couldn't improve on **"Aylmer"** Tomato Soup if she would, and it wouldn't pay her to make her own soup if she could—not so long as **"Aylmer"** Tomato Soup is so **good** and so **cheap.**

"AYLMER" Tomato Soup is attractively put up with a fancy embossed wrapper label. It will sell on sight.

Try a can of **"AYLMER" Tomato Soup** on your own table. We did, and that is why we can so strongly recommend it.

Write us **immediately** and we will send you a sample tin and tell you where you can get your supplies.

Canadian Canners,
Limited
HAMILTON, Ont.

15 Minutes

Spent in our warehouse would show you convincingly why it is we have captured the

Paper Bag, Twine, Wrapping Paper,

trade of so many shrewd merchants.

We don't travel in ruts. We are awake every minute of the day.

And we have got hold of lines matchless for quality and value.

Then, too, we are lightning shippers.

Gentlemen, may we not look for your orders?

Douglas & Ratcliff
LIMITED
30 West Market St., - Toronto

You want the **best**

Maple Syrup

for your trade.

You can get it from us absolutely **PURE.**

We are now booking orders for **new** syrup. Get our prices. Write.

The Grimm Mfg. Co.
Manufacturers of Champion Maple Syrup Evaporator and Maple Sugar Makers' Supplies,
MONTREAL

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Northwest Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island, Newfoundland and abroad.

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VANCOUVER - - - Geo. S. B. Perry.
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NEW ADVERTISEMENTS.

Salter & Stokes, London, Eng.
Alexander Crichton, Liverpool, Eng.
P. McIntosh & Son, Toronto.
Force Food Co., Toronto.
National Cash Register Co., Dayton, Ohio.

WESTERN RAILWAY MATTERS.

IN the course of his able address to the Winnipeg Board of Trade last week H. W. Hutchinson, the retiring president, referred at some length to the transportation interests of the Canadian West. He pointed out that the railway companies operating in the Northwest are putting forth every effort to keep abreast with its development, consequent upon the steadv influx of population.

During the year 1904 the Canadian Northern was busv extending its branch lines; 550 miles were graded and 413 miles of track were laid giving this company 1,758 miles under operation west of Lake Superior. These figures should be of interest to Eastern readers of this paper, with many of whom the Canadian Northern is only a name. Its work has been accomplished without the beating of drums and blowing of trumpets which heralded the advent of the Grand Trunk Pacific, but its importance as a transcontinental road will be as great as that of the better known but newer road. So quietly has the construction of the Canadian Northern been accomplished that it was not until the bold action of its management in securing its prior right to the site of the proposed new Union Station in Toronto that people in Eastern Canada really awoke to the fact that so much of a second transcontinental line had already been built. The Canadian Northern had been simply a name in the newspapers.

Retiring President Hutchinson also referred to the extension of the C.P.R. during 1904, pointing out that 197 additional miles have been opened for traffic and 75 miles have been graded ready for rails in the Spring, giving this company 4,100 miles of track under operation between Fort William and British Columbia. Much money was also spent during the year in reducing grades, straightening existing lines and purchasing additional motive power and rolling stock rendered necessary by increased traffic. The progressive spirit displayed by the C.P.R. was ascribed by Mr. Hutchinson to the recommendations made by the second vice-president, William Whyte, who now manages the western system, a man thoroughly conversant with Western requirements, he has given a service to which even the Northwest farmer pays a grudging tribute.

The day following President Hutchinson's address, the Manitoba Grain Growers' Association met in convention at Brandon. Reports were submitted from the various branches of the association and the speakers were requested particularly to mention whether there had been any complaints in their section as to car shortages. To those familiar for years with the constant complaints on this score by the Manitoba farmers it is a pleasant surprise to know that only two delegates had any complaints to make and theirs were of shortage of the most trifling character.

Although not of the highest grade, the 1904 crop was a large one and it is evident that Mr. Whyte has succeeded in solving the problem which has so long been beyond the capabilities of the C.P.R. Because of the efficient service which he is giving, Second Vice-President Whyte is one of the most popular men in Western Canada.

PREMIUMS.

ARE premiums a benefit to grocers? The discussion of this question opens up a wide field and the experience of many grocers might be made to show that the employment of premiums and kindred schemes has been of benefit to their business, while other grocers will be just as emphatic in stating and maintaining that harm has followed in the wake of their use. On what business plea, that is, straightforward, honest business plea, can any merchant base his excuses for the giving of premiums or trading stamps? "No one ever gets something for nothing," is a good business maxim. Nobody ever gives something for nothing in business; there is in every such case some implied quid pro quo, some veiled bribe, and every thinking merchant must know that when buying goods and receiving something in the premium line "thrown in," he has to pay for the gifts.

Manufacturers are not philanthropists, and the millenium is not yet, and all the gew-gaws, cans, watches, chairs, clocks, stoves, etc., that are offered free with goods, are figured in the cost of whatever is sold. If they are figured in the cost of goods, is it not natural to assume that the expense is taken out of the intrinsic value of the goods themselves? In other words, are the goods quite as good as they might be if they had not been loaded? It may be claimed that premiums are just a way of advertising to the consumer, and the manufacturer may use such means instead of advertising through the press. Quite true, but where is the manufacturer today that does not make a margin of profit even on the premiums he hands

out, and who has to pay for it in the end? the consumer, without doubt. Who is deceiving the consumer?

Figure it out and it will be found that all who encourage premiums are more or less guilty of deception. Why cannot goods be sold on their merits? Why not sell baking powder as baking powder without the attachment of a rolling pin or a dishpan? Why not sell a package of rolled oats as rolled oats, charging the proper price for the goods, unaccompanied by a coupon entitling the purchaser to a piano or house and lot in Squedunk? Sell goods for what they are and not for what is attached to them by a string. Your customers, if their attention is drawn to the matter and placed before them in the proper light, will see that, while they are apparently getting something free, they are in reality paying a high price for the gift. No first-class grocer will for a moment entertain a premium or trading stamp scheme, and the number of merchants doing away with the custom is growing day by day.

Build up your business on the quality of your goods, on your attention to the tastes and requirements of your customers; pay close attention to cleanliness, politeness on the part of your help; prompt and accurate delivery, and buy close; take all the discounts going, and you need fear no competition from your neighbor giving premiums or trading stamps.

A DEPARTMENT LIST.

As every importer knows, more or less delay and inconvenience is caused on account of lack of information as to which particular departments at the different ports of entry certain articles should be submitted for valuation. In order to overcome this difficulty the chief inspector of ports is preparing a list of goods showing to which department they should be submitted for appraisement.

The lists are now nearly completed, and will be printed and posted up, not only in the customs house, but at railway stations and other public places.

No doubt this effort on the part of the chief inspector will be appreciated by the importers at the different ports of entry, where there are different department appraisers.

FREE RAW MATERIALS.

THE recent decision of the United States Attorney-General that U. S. millers are entitled to the usual drawback of the duty upon all wheat imported for the manufacture of flour for export, despite the fact that it may have been mixed with home grain, has apparently established the fact that all manufacturing industries are entitled to similar treatment. This means that every U. S. manufacturer is to have the right to import raw or partially manufactured articles, including hides, wool, lumber, metal, and manufactures thereof, cans made from imported tin-plate and filled with American fruit, vegetables and meats, according to requirements, and to have ninety-nine per cent. of the duty paid refunded on the proportion utilized in the manufacture of goods exported. Thus U. S. trade is to have the benefit of what is practically free raw materials so long as the product is alone or in conjunction with home produced materials exported. By thus securing their raw material cheaply, United States manufacturers may become a greater force than ever in the export markets of the world.

Mr. A. Snuggs, grocer, Gerrard and Mutual streets, Toronto, wishes to be numbered amongst the ardent supporters of THE CANADIAN GROCER. Both as a trade newspaper and as an educational medium he considers it as invaluable to the trade, and says it is only a matter of time before THE CANADIAN GROCER will be read by every grocer in Canada as eagerly as his local paper.

Canada is more than a disinterested spectator in so far as she has a vast amount of raw material for export in addition to wheat, for which the United States provides an excellent market, and at the same time Canadian manufacturers are anxious to keep such raw material as nickel, pulpwood, hides, etc., at home, to build up home industries. This latter aspect of the situation has appealed so forcibly to certain Canadian interests that the imposition of a duty on raw materials generally, exported from Canada to the United States, has been before the House of Commons, Ottawa, for discussion during the past week.

ANNUAL MEETING WINNIPEG BOARD OF TRADE.

THE 26th annual meeting of the Winnipeg Board of Trade was held in the Exchange on the afternoon of February 7. The following members were present: H. W. Hutchinson, C. N. Bell, A. R. Hargraft, G. H. Shaw, W. S. Evans, H. M. E. Evans, E. D. Martin, H. M. Belcher, F. W. Drewry, A. Strang, H. H. O'Reilly, N. Bawlf, N. Mackenzie, Jno. Love, R. Muir, D. D. Wood, C. A. Baskerville, I. W. Martin, G. A. Mitchell, E. A. Mott, A. Carruthers, John McKechnie, A. H. Bailey, J. H. Menzies, F. J. C. Cox, F. W. Reimer, S. P. Clark, G. F. Carruthers, J. W. Dafoe, G. F. Bryan, T. A. Anderson, D. Horn, W. H. McWilliams, H. Miller, J. M. Chisholm, Geo. Soames, Jos. Huxley, W. W. McMillan, E. H. Enderton, D. K. Elliott, J. H. Ashdown, G. N. Jackson, T. R. Newman, Jno. Aird, T. R. Deacon, W. A. Machaffie, D. E. Sprague, Wm. Martin, Jas. Tees, A. M. Stewart, W. B. Lannigan, R. D. Richardson, C. C. Castle, A. H. Whitaker, H. Sandison, C. C. Sharpe, E. Boyce, J. H. Brock and G. H. Crowe.

The retiring president, H. Wilbur Hutchinson, delivered an interesting address, in the course of which he touched upon a number of important topics. He referred to the gratifying increase in Canadian foreign trade, to the large amount of money deposited in the savings banks, and to the increased number of branch banks which the management of the Canadian banks had seen reason to establish in the West.

Referring to the development of the Northwest, Mr. Hutchinson quoted figures to show the extent of the immigration.

"For the fiscal year ending June 30, 1904, 130,329 new settlers came into Western Canada, 51,000 of whom were British, and 43,000 Americans. The vigorous and intelligent immigration policy of the Government and the efforts of the Western Immigration association, organized but a year ago, and financially supported by many members of this board, are, I believe, doing more towards the development of the country and its commercial interests, than any other agencies. The distribution of literature pertaining to the wonderful capabilities and possibilities of our soil, and the great field for investment, has created almost worldwide interest, and I venture the opinion that 1905 will witness a still larger influx of settlers.

"Free homestead entries, and land sales at advanced prices by the railway

and land companies to actual settlers, have exceeded very considerably those of any previous year. A very large number of our neighbors in the United States realize that we have lands of better quality than their own, which can be acquired at much less per acre than theirs are valued at,. and have bought very freely.

"The acreage under wheat in 1904 compared with 1903, shows an increase of 5 per cent. in Manitoba, and 22 per cent. in the Territories, with an estimated yield of about 60,000,000 bushels. In the early part of the season, crop conditions were most favorable, and gave promise of an abundant yield, but in some districts, on account of damage by rust, ultimately the yield and grade were considerably reduced. It is, however, the general opinion that the higher prices obtained resulted as profitably as any previous crop, and the railway companies moved the grain much more expeditiously and with less complaint regarding car shortage, than in any previous year, much to the satisfaction of the farmers and business community, so mutually interested. These improved conditions I believe to be due to the more intelligent means adopted by the railway companies in the appointment of traveling inspectors, who are constantly engaged in ascertaining the requirements of each district, resulting in a more equitable distribution of cars."

Mr. Hutchinson also referred to the diversion of Canadian wheat to American markets.

"A somewhat new feature has entered into the grain trade of Western Canada owing to the action of the United States Government in definitely allowing what is commonly called 'milling in bond.' For probably the first time on record, shipments of Manitoba wheat from Fort William have been forwarded to United States ports east of Lake Superior to be milled in bond and the product exported. Last year a considerable quantity of Manitoba wheat was manufactured in this way in Minneapolis mills, and it is understood that somewhat heavy shipments of wheat are again going to that United States milling centre. The results of this new feature of our trade in grain will naturally be closely watched, for should the trade expand to any considerable extent, it will undoubtedly affect our transportation companies directly, and cause to a more or less extent some re-arrangement of the present method of selling and handling the grain. It is safe to say that every bushel of grain in this way diverted to the South will mean a loss to Canada through such grain not being handled at Canadian ports and by Canadian steamboats and railroads. How far our farmers will be benefited seems as yet to be problematical."

Winnipeg Leads as Grain Centre.

Interesting figures were quoted by Mr. Hutchinson showing that Winnipeg leads as a grain centre.

"In a statement of crop movement compiled last year, our secretary pointed out that of the 1902 crop of wheat inspected and registered in the regular elevators, that the Winnipeg figures were 51,833,000 bushels; Duluth and West Superior, combined, 42,406,923 bushels; Chicago, 37,940,953 bushels, and New York, 35,101,950 bushels; which unmistakably demonstrates the importance of Winnipeg as a grain centre; in fact, with the exception of Minneapolis, it shows the largest total of any market on the North American continent.

"Our interior and terminal grain storage and handling elevator system, from the point of excellence, is equal to anything in the world, and it may be noted that a considerable extension of the system took place during the past year, some five and a half millions of bushels capacity having been added. The capacity in the interior is now 28,178,363 bushels, and the terminals at Fort William and Port Arthur 18,432,000 bushels, or a total of 46,640,630. Taking into consideration that about one-half of the present crop is handled through elevators before the close of navigation, it will be seen that the storage available for the Winter season is certainly very great."

Mr. Hutchinson also referred at considerable length to the transportation question, pointing out the great extensions during the year of the C.N. and C.P. Railways. Statistics were quoted showing the extent of building operations in Winnipeg during 1904 and the volume of the city's bank clearings. Mr. Hutchinson concluded his very able address by a statement that in the Transportation Commission the needs of the West would be given due consideration, as J. H. Ashdown, one of the most valued members of the Winnipeg Board of Trade, has been appointed to the place made vacant by the death of Mr. Bertram, of Toronto, and C. N. Bell, the secretary of the Board of Trade, is also secretary of the Commission.

New Officers.

New officers were elected as follows: President, A. L. Johnson; vice-president, G. F. Carruthers; treasurer, Andrew Strang; secretary, C. N. Bell. These officers were all elected by acclamation.

EXPORT DUTY ON WHEAT.

THE CANADIAN GROCER is in receipt of the following letter in reference to Mr. Robt. Meighan's remarks re placing an export duty on Canadian wheat, made at the annual meeting of the Montreal Board of Trade, Feb. 2, 1905, and reproduced in last week's issue:

Editor of Canadian Grocer,—In regard to Mr. Robt. Meighan's remarks as quoted in The Canadian Grocer of last week, advocating an export duty on wheat, in which he claims that it will compel United States millers to remove their mills to Canada or else build here. Such might be the case, provided their wheat crops are a failure year after year for the next ten years, but for an occasional crop failure I do not think his scheme would accomplish the object intended.

Neither should the Canadian Government put anything in the way of our farmers selling their wheat in the best markets in the world. In regard to Mr. Meighan's other point, I must say I am in hearty agreement with him. The placing of a preference upon Canadian flour is a matter between the British and Canadian Governments and people. Several years ago I advocated something along this line through the medium of a trade journal known as The Miller and Manufacturer, published in Toronto by a Mr. Mortimer. At that time I wrote in favor of all wheat entering the British markets from whatever source being admitted free, since it would not do to put a discriminating duty on raw material against English millers (the flour contained in this free wheat would be free also, so that the consumer would have his flour free of any duty). I also wrote advocating that all flour imported into British markets from other countries outside her colonies be subject to a duty of two shillings per sack of 280 lbs. This would give Canadian millers a preference of two shillings over flour ground in the United States. It would not increase the price of a loaf of bread to the British consumer, since all wheat would be admitted free of duty. The competition, moreover, between colonial and English millers would tend to keep down prices to their proper market value.

This scheme would, I think, enable British millers to grind more wheat and have the bran and middlings for the better supplying of dairymen, as English farmers must turn their attention more and more to dairying and other branches of like farming on account of their inability to compete against outside countries in the matter of grain growing.

This preference on flour of two shillings per sack would also enable the Canadian millers to export more flour, leaving the bran and middlings in Canada for our dairymen.

Figuring what the duty of two shillings per 280 lbs. of flour would amount to upon a 2-lb. loaf of bread, supposing the duty were to come out of the consumer, which I very much doubt under these conditions, two shillings equal 48c.; 100 lbs. of flour will make from 65 to 70 2-lb. loaves of bread. Say we get 190 2-lb. loaves of bread from 280 lbs. of flour, this would mean a duty of ¼c. on each 2-lb. loaf, or ½c. upon a 4-lb. loaf. This small item, I claim, would be divided between the miller and the baker so that consumers in England would in reality never be called upon to pay it.

(Signed) John T. Clarke.

Glencoe, Ont., Feb. 7, 1905.

"SALADA"

The increase in sales for the first five weeks of 1905, as against the corresponding 5 weeks of last year amounted to

108,256 lbs.

The enormous increase of five weeks over the corresponding five weeks of 1904 amounts to over 1,200 full chests of tea, or over

54 Tons

This is a public endorsement against which there is no appeal.

AWARDED
GOLD MEDAL
ST. LOUIS EXPOSITION
1904

COLES Electrically Driven Coffee Mills.

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

GRANULATOR. PULVERIZER.



No. 65.

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.,
Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:

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Forbes Bros., Montreal.
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It's very easy to say almost anything is "BEST" if you forget to tell WHY and PROVE IT.

We went after the consumer with logical advertising, and every trial proved that when we said SILVER GLOSS STARCH was the best starch made we told facts.

Silver Gloss Starch is in demand and dealers who observe our aggressive advertising don't hesitate, but put in a stock at once.

THE BRANTFORD STARCH WORKS, LIMITED.
BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, Feb. 16, 1905.

Groceries.

TRADE conditions during the week have not been of the best. The heavy storms and cold weather have played havoc with country roads, and complaints from travelers are numerous. Business in some sections in the country is reported as practically cut off. This has naturally affected the local trade. In some cases this weather has forced prices up notably in such lines as butter, eggs and provisions, the scarcity of stocks bringing prices up. Sugar is easier, the reduction of 10c. per 100 lbs., noted last week, was not a surprise, foreign markets being easier. It is even anticipated by some that a gradual decline might set in. Teas show a decided improvement, especially in higher grades of Ceylon blacks. Orange Pekoes are also in better demand. Some 3,000 pkgs. of Ping Sueys changed hands during the past week. Japans continue steady, with upward tendency in lower grades. Coffees continue steady, with higher prices in light grades. We refer to article on coffees for closer statistical position. Spices are unchanged, with somewhat better business. Canned goods are without special interest. Corn and tomatoes are holding the trade's attention, with better opening demand for canned fruits. Molasses strong in every way, with stocks light and holders hanging on. Barbadoes reports indicate shortage in crop of about 15,000 puncheons compared to last year. Corn syrups are going freely and seem to be growing in popular favor. The fish trade has been affected by the storms prevailing lately. Frozen herring are scarce and in good demand. Green cod are also scarce and high. Foreign dried fruits are uninteresting and news scarce. Reports from Patras show Greek market steady, with no change in position. California dried fruits are in fair demand only. Rice is firm and little doing. Vinegars are up 2c. per gallon. Green fruit trade is quiet. Florida tomatoes are coming in in poor shape. Potatoes are firm and in good demand. Onions are scarce. The flour situation is unchanged, with a fair amount of business doing. Firmness characterizes the position of the market, owing to the strong position of wheat. Rolled oats are in good demand, with an upward tendency. Evaporated apples are high and the syndicate have advanced prices to 6¼c. f.o.b. factory. Dried apples are being looked up again by the trade on account of the very high figure ruling on evaporated stock. Maple sugar is getting interesting, as the sap season approaches. Honey stocks are light and little doing. Provisions are firm, and there is every indication of higher prices, as the demand is good and supplies none too heavy. Butter is in good demand and bringing high prices for choice stock. Everything in butter seems to be soaring; stocks are light, and the condition of country roads is such that little can be brought to shipping points. Cheese market is dull and export orders are few and far between. Prices maintain fairly strong tone. Eggs are eggs, and fresh-laid are bringing 32c. to 35c. in a jobbing way.

SUGAR.

Market conditions are unchanged. The reduction of 10c. per 100 lbs., noted as The Grocer went to press last week, has not caused any surprise, as the foreign beet market had assumed an easier tone. It is even anticipated that this weakness will continue, and that an advance or recovery is unlikely. This, of course, is not the general view of the trade, but the statistical position will warrant close study. Local trade is quiet; country roads are almost impassable, and orders few.

Granulated, bbls.	$5 65
" ½-bbls	5 80
" bags	5 60
Paris lump, boxes and bbls.	6 15
" " ½-boxes and ½-bbls.	6 25
Extra ground, bbls.	6 00
" " 50-lb. boxes	6 20
" " 25-lb. boxes	6 10
Powdered, bbls	5 80
" 50-lb. boxes	6 00
Phoenix	5 60
Bright coffee	5 50
" yellow	5 45
No. 3 yellow	5 40
No. 2 "	5 25
No. 1 " bbls.	5 10
No. 1 " bags	5 10
Raw Trinidad	4 50 4 50
Trinidad crystals	4 85 4 90

TEA.

There is a decided improvement in the higher grades of Ceylon blacks. There has been active buying locally during the past week from London, principally of Orange Pekoes from 8½d. to 10d. Several large sales were made in Ping Suey Chinas, three blocks of tea aggregating some 3,000 packages have changed hands during the past week. No change in China blacks. Japan tea market continues steady, with an upward tendency for lower grades. Some small sales of Formosa Oolongs are also noted. Generally speaking, the trade is better. Wholesalers claim stocks are getting exhausted in the country, and a better trade is looked for shortly from outside as soon as country roads are better.

Japans—Fine	0 26	0 28
Medium	0 20	0 24
Good common		0 18
Common	0 12½	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders	0 12	0 12
Congous—Kaisows		0 12
Pakling boxes	0 12	0 14

SYRUPS AND MOLASSES.

The molasses situation continues strong. The situation in Barbadoes is in a state which leaves local handlers in an uncertain frame of mind. Statistics from the island report a possible shortage of about 15,000 puncheons as compared with last year, and the latest cable advices at hand are firm at 20c., including puncheons, which would mean 32½c. laid down here. Planters are claimed as holding back molasses. Stocks locally are light, and reports from the Maritime Provinces are that all the cheap molasses available there has been bought by Montreal refiners, who are also willing to buy all they can from local holders, though there none too ready to let go. Corn syrups are receiving good attention, and it would seem, according to advices from jobbers and their salesmen, that this line is growing into favor rapidly. As molasses advances, corn syrups will be more asked for by the consumer.

D. Rattray & Sons' Montreal office report recent advices from DaCosta & Co., Barbadoes, confirming their previous estimates as to the crop this season, and they also advise that there has been very little molasses sold by planters as they expect higher prices as the season advances. Recent cables quote the value as "20c. per gallon, puncheons included first cost; planters unwilling to sell." Practically the only deliveries that have so far been made are from the estates where the cane has been burned. The crop is expected to be moving freely in about three weeks.

Barbadoes, in puncheons	0 33
" in barrels	0 35½
" in half-barrels	0 36½
New Orleans	0 22 0 35
Antigua	0 27
Porto Rico	0 45
Corn syrups, bbls.	0 02½
" ½-bbls.	0 02¾
" ¼-bbls.	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

SPICES.

No change in market. Spices, generally, continue firm, and in some lines there has been more buying, particularly peppers and nutmegs.

	Per lb.	
Peppers, black	0 18	0 22
" white	0 25	0 30
Ginger	0 15	0 24
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 30
Allspice	0 16	0 19
Nutmegs	0 30	0 50

COFFEE.

Market continues steady, with higher prices noted in light coffees. Local trade is reported better, and as soon as country roads are in better shape a steadier business is expected. Watt, Scott & Goodacre summarize their last coffee report by Frederick J. West (Inc.), as follows: There has been considerable liquidation on the part of speculators and Europeans. The buying has been done by the best informed factors in the coffee world. Receipts at Brazil are not as small as expected; but deliveries in the United States are below the average for this season of the year. The net situation is, therefore, practically unchanged. Rios and Santos, under light demand for the first part of the week, brought some concessions in price, but closed stronger, in sympathy with the advance in options and increased demand. The better grades particularly showed greater firmness, owing to a scarcity of really desirable goods of this class. Maracaibos are practically unchanged, with desirable grades bringing full prices. Bogotas are attracting much attention, as showing good values in

comparison with other coffees; particularly in the medium and lower grades a good business has been done.

Good Cocutas	0 10	0 10½
Choice "	0 11½	0 12½
Jamaica coffee	0 10½	0 11
Java	0 18	0 22
Mocha	0 16	0 19
Rio	0 08	0 09

CANNED GOODS.

No new features noticeable. Demand for corn and tomatoes is good, and a demand for canned fruits is showing. This is as usual at this season of the year. Canned fish, notably salmon and sardines, are also being inquired for, and, no doubt, with the approach of the Lenten season these lines will receive considerable attention.

Salmon, pink	0 90	1 00
" spring	....	1 55
" Rivers Inlet red sockeye	....	1 65
" Fraser River red sockeye	1 50	1 75
Lobsters, talls	....	3 45
" 1-lb. flats	3 50	4 00
" ½-lb. flats	....	2 25
Canadian Sardines, ¼s	3 65	4 00
California asparagus	4 50	5 00
Asparagus tips	3 50	3 75

VEGETABLES.	Per doz.
Corn, 2-lb. tins	$1 20
" 2-lb. sucotash	1 25
Gallon corn	5 00
Tomatoes, 3-lb. tins	1 30
Gallon tins	3 60
Sugar beets	$0 85 0 95
2's Asparagus Tips	2 50
2's Beans, Golden Wax	0 80
2's " Refugee or Valentine	0 82½
2's " Crystal Wax	0 92½
2's Peas, No. 4 "Standards"	0 82½
2's " No. 3 "Early Junes"	0 85
2's " No. 2 "Sweet Wrinkled"	0 95
2's " No. 1 "Extra Fine Sifted"	1 30
2's Table Spinach	1 40

FRUITS.		
Pears—Flemish Beauty Bartletts and pie in 2, 2½ and 3's	$1 15	$2 20
Peaches—White yellow and pie, 1½'s, 2's, 2½'s 3's	1 25	2 82½
Gallon pears	3 15	3 67½
" peaches	3 55	4 50
Pumpkins, 3-lb. tins	....	0 72½
" Gal	....	2 50
3-lb. squash	....	1 00
2's Cherries, red, pitted	....	2 20
2's " " not pitted	....	1 75
2's " black, pitted	....	2 20
2's " black, not pitted	....	1 75
2's " white, pitted	....	2 40
2's " white, not pitted	....	2 00
2's Ourrants, red, heavy syrup	....	1 57½
2's " red, preserved	....	1 77½
Gals. " red, standard	....	4 75
Gals. " red, solid pack	....	7 00
2's " black, heavy syrup	....	1 75
2's " black, preserved	....	2 05
Gals. " black, standard	....	5 00
Gals. " black, solid pack	....	8 00
2's Gooseberries, heavy syrup	....	1 62½
2's " preserved	....	1 85
Gals. " standard	....	7 25
2's Lawtonberries, heavy syrup	....	1 57½
2's " preserved	....	1 85
Gals. standard	....	4 97½
2's Pineapple, sliced	....	2 25
2's " grated	....	2 35
3's " whole	....	2 50
2's Plums, Damson, light syrup	....	1 00
2's " " heavy syrup	....	1 30
2½'s " " " "	....	1 57½
3's " " " "	....	1 85
Gals. " " standard	....	2 95
2's " Lombard, light syrup	....	1 05
2's " " heavy syrup	....	1 35
2½'s " " " "	....	1 62½
3's " " " "	....	1 90
Gals. " " standard	....	3 15
2's " Green Gage, light syrup	....	1 15
2's " " heavy syrup	....	1 47½
2½'s " " " "	....	1 72½
3's " " " "	....	2 00
Gals. " " standard	....	3 45
2's " Egg, heavy syrup	....	1 52½
2½'s " "	....	1 80
3's " " "	....	2 10
2's Raspberries, red, heavy syrup	....	1 40
2's " " preserved	....	1 60
Gals. " " standard	....	5
Gals. " " solid pack	....	8 00
2's " black, heavy syrup	....	1 35
2's " " preserved	....	1 50
Gals. " " standard	....	4 75
2's Rhuharb, preserved	....	1 15
3's " "	....	1 90
Gals. " standard	....	2 62½
2's Strawberries, heavy syrup, 1903 pack	....	1 47½
2's " " 1904 pack	....	1 60
2's " preserved	....	1 75
Gals " standard	....	5 50
Gals. " solid pack	....	8 50

RICE.

Trade only fair and nothing of interest to note. Business in these goods holds about the same during the Winter months. Firmness is evident though no upward indications are noticeable.

B rice, in 10 bag lots	....	3 05
B rice, less than 10 bags	....	3 15
C rice, in 10 bag lots	....	2 95
C rice, in less than 10 bag lots	....	3 05

Foreign Dried Fruits.

Things are very quiet in all lines. There has been some little buying in shelled walnuts and currants. Advices from Patras report no change in currant market.

VALENCIA RAISINS,

Fine off-stalk, per lb	0 05	0 06
Selected, per lb.	....	0 06½
Layers "	0 07	0 07½

DATES.

Dates, Hallowees, per lb	0 04	0 04½

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per b	....	0 13½
Peaches "	....	0 10½
Pears "	....	0 13

MALAGA RAISINS.

London Layers	....	2 00
"Connoisseur Clusters"	....	2 50
" " Quarter boxes	....	0 80
"Royal Buckingham Clusters," ¼-boxes	....	1 10
" " Boxes	....	3 50
"Excelsior Windsor Clusters	....	4 50
" " ¼s	....	1 35

CALIFORNIAN RAISINS.

Loose muscatels, per lb.	0 07½	0 08
" " seeded, in 1-lb. paokages	0 08	0 09
" " 2 crown	....	0 06
" " 3 "	....	0 06½
" " 4 "	....	0 08

PRUNES.

	Per lb.	Per lb.
30-40s	....	0 08½
40-50s	....	0 08
50-60s	....	0 07
60-70s	....	0 06
70-80s	....	0 06
80-90s	....	0 05
90-100s	....	0 05
Oregon Prunes (Italian style) 40-50s	....	0 08
" " 50-60s	....	0 07
Oregon prunes (French style), 60-70s	....	0 06
" " 90-100s	....	0 04
" " 100-120s	....	0 04

CURRANTS.

Filiatras, uncleaned	....	0 04½
Fine Filiatras, per lb. in cases	0 04½	0 05
" " cleaned	0 04½	0 05½
" " in 1-lb. cartons	00 5½	0 06
Finest Vostizzas "	0 06½	0 07½
Amalias "	....	0 06

SULTANA RAISINS.

Sultana raisins, per lb.	0 06½	0 08
" " 1-lb. carton	....	0 09

ELEME TABLE FIGS.

Six crown, extra fancy, 40-lb. boxes	....	0 13
Five crown, fancy, 10-lb. boxes	....	....
Four crown, fancy, 10-lb. boxes	....	0 09
Three crown	0 07	0 07½
Glove boxes, fine quality, per box	....	0 11
Fancy washed figs, in baskets, per basket	....	0 20
" pulled figs, in boxes, per box	....	0 22
" stuffed figs, " "	....	0 28
12-oz. boxes	0 06½	0 07

NUTS.

There is nothing of interest to note. Peanuts maintain their firm position at the advance noted two weeks ago. Shell-the advance noted two weeks ago. Shell-lb.

Grenoble walnuts	0 12½	0 14
Tarragona almonds	....	0 12
Sicily filberts	....	0 11
Shelled walnuts	....	0 17
Marbot Walnuts	0 10	0 11
New Brazils	0 15	0 16
Jumbo pecans	....	0 16
Large "	....	0 14
Shelled almonds	....	0 24
Peanuts, Spanish shelled	....	0 12
" Virginian brand, shelled	....	0 11
New chestnuts, per lb	....	0 11
Peanuts, Bon Tous	....	0 11
" Sun brand	....	0 9½
" Diamond G brand	....	0 08½
" Coon brand	....	0 07
Italian chestnuts, per lb	....	0 07

Green Fruits.

Trade on the quiet side. Almeria grapes are scarce and selling at $7 to $8. Navels are in better demand, selling from $2.50 to $2.75. Florida tomatoes are arriving in very bad shape on account of the heavy damage by frost in the South. This also applies to pine-apples. Celery is selling well and in good demand.

Cocoanuts, per bag of 100	....	4 00
Pineapples, 24 to case	....	4 50
" 30 to case	....	3 50
Cranberries, finest dark	....	11 00
" dark	....	9 50
" 25 quart boxes	....	2 75
Jamaica oranges, per box	2 50	2 75
" grape fruit, per box	....	4 00
Florida oranges, per box	....	5 00
Florida grape fruit, per box	....	5 50
Mexican oranges, per box	1 65	1 90
California navel oranges, per box	2 75	....
New Messina lemons 300's	....	2 50
" " " 360's	....	2 25
Bananas, large bunches, crated	1 25	1 50
Apples Winter varieties	2 50	4 00
Sweet potatoes, per bbl.	....	5 00
Almeria grapes, per bbl	7 00	8 00
Celery, California golden heart, per case	....	5 00
Tomatoes, Floridas, crate	....	4 50
Lettuce, Boston	0 75	0 85

Vegetables.

Firmer feeling in potato market this week. Choice stock is in good demand, car lots bringing 65c. Common stock is selling easier, in jobbing trade 70c. to 75c. per bag is asked. Turnips are in more active demand on account of cold weather. Quebec Swedes are selling well and in ton lots are bringing $8 to $9, and car lots $7 to $7.50 per ton.

Onions hold their strong position, and demand is good, with reds particularly scarce and inquired for.

Potatoes, carlots	0 65	0 67
" ten carlots	0 75	0 80
Bunch lettuce, per doz. bunches	....	0 75
Radishes, per doz. bunches	....	0 25
Mushrooms, per lb.	....	1 70
Mint, per doz. bunches	....	0 20
Parsley, " "	....	0 20
Sage, per doz	....	1 00
Savory, per doz	....	1 00
Beets, new per doz	....	0 25
Egg plant, per basket	....	0 75
Rhubarb, outdoor, per doz	....	0 35
Green onions per doz	....	0 15
Spanish onions, large cases, per case	....	3 75
" " crates, per case	....	1 50
Red onions, in 75-lb. bags, per bag	....	2 50
Yellow onions, in 80-lb. bags, per bag	....	1 75
Green house water cress, per doz	....	0 45
Green cucumbers, per bush. hamper	....	1 25
" per half bushel hamper	0 60	0 75
" per bbl	....	3 50
" per doz	0 40	0 50
Green cabbage, per doz	....	0 60
" beans, per bush	1 00	1 25
Waxed beans, per bush	....	1 00
Cauliflowers, home grown, per doz	....	1 50
Green peppers, per basket	....	0 45
California celery, per case	....	5 50
Canadian celery, per doz	....	0 75

Fish.

The recent severe snow storms have tended to affect the fish trade. Country dealers are now anticipating their wants for the Lenten season, which will open shortly after March 1. Owing to previous experiences on account of delays occasioned by snow storms, many country dealers are ordering supplies earlier, so as to be sure to be prepared for the demand. Large frozen herrings are scarce, any kind now available being small and medium sizes. In salt fish, there is not much new to note, except the scarcity in green cod is being felt now; the demand is heavy, and prices are firm with tendency to advance. Oysters, on account of the recent freeze-up in the Southern States, are scarce and have firmed up prices. We quote:

Sea herring, small, per 100	....	1 00
Tom cods, per bbl.	....	1 75
Standard bulk oysters, per gal	1 50	1 60
Selects	1 60	1 75
Shell oysters, bbl	3 00	5 00
Fancy Malpecques	8 00	10 00
Dressed bullheads	....	0 09
Haddies	....	0 06
Bloaters in boxes, 100 fish	....	1 00
Smoked herring, per box, new	....	0 11
Frozen haddock, per lb	0 03½	0 04
Pike, " round winter caught	0 05	0 05½
Halibut, per lb	0 08	0 08½
Gaspe salmon, fresh frozen	....	0 15
B. C. Salmon, frozen	0 08½	0 09
Frozen steak cod	....	0 05½
Market cod	0 03½	0 04
Small whitefish	0 06½	0 07
Dore	0 06	0 06
Fresh frozen Smelts	0 06	0 10½
No. 1 Labrador herring in 20-lb pails	....	0 80

No. 1 Herring, Labrador, per bbl		5 00
" " half bbl		2 75
No. 1 Holland herring, per half bbl		6 50
No. 1 Scotch herring, " "		6 50
" " per keg		1 00
Holland herring, per keg	0 65	0 75
No. 1 Salt mackerel, pail of 20 lbs		2 00
Boneless cod, 1 and 2-lb. blocks, per lb		0 06
" fish, " " "		0 05½
" " loose, in 25 lb. boxes		0 04½
Skinless cod, cases 100 lb. (new)		5 00
Green Codfish, (200-lbs.) No. 2	5 50	6 00
" No. 1		7 00
Large "	7 00	7 50
Green pollock		5 00
Labrador Salmon, half bbl		9 00
" " (200 lbs.) bbls		16 00
" Large (300 lbs.)		24 00
B.C. salt salmon, bbl		14 00
" " ½ bbl		7 50
Lake trout, salt, 100 lbs		4 75
Ssa Trout in bbls. 200 lbs		9 50
" half bbls		5 50
Marshall's kippered herring, per doz		140
Oanadian kippered, per doz		1 00
Canadian ¼ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz		1 30
Canned cove oysters, No. 2 size per doz		2 25

Country Produce.

BEANS.

Local market quiet; hand-to-mouth purchases only.

Choice prime	1 50	1 55
Primes	1 40	1 50

EVAPORATED APPLES.

Firm prices and steady market. The syndicate have decided to advance the price to 6¼c. f.o.b. factory. This will stiffen up local prices, and check consumption. Dried apples are quoted at 3½c. to 4c. Evaporated, to 7c., according to quality.

MAPLE PRODUCTS.

Some better demand during the week. offerings are small of Beauce County sugar, which is selling at 8½c. to 9c. Townships sugar more plentiful, and jobbing at 7¼c. We quote:

Maple syrup, in wood, per lb	0 05½	0 05½
Maple syrup, in large tins	0 50	0 60
Pure sugar, per lb	0 07½	0 07½
Pure Beauce county, per lb	0 08½	0 09

HONEY.

Spot stocks are light. Good demand for white clover comb honey, but buyers find difficulty in getting their wants supplied. Extracted honey is plentiful and buyers scarce.

White clover, extracted, tins	0 08	0 08½
" " kegs	0 07½	0 08
" " comb	0 12½	0 13
Buckwheat	0 06½	0 07½

HOPS.

Steady market, with prices unchanged. Choice Canadian bringing 32c. to 35c.

Choice	0 32	0 35
Fair to good	0 28	0 31

Flour and Feed.

FLOUR.

There is nothing new in the situation this week. Some improvement in both local and country demand is noted. Enquiries from foreign sources also have led to some fair transactions. Receipts were lighter than last week, and slightly under same period last year.

Manitoba spring wheat patents	5 80
" strong bakers'	5 50
Winter wheat patents	5 75
Straight rollers	5 35
Extra	4 60
Straight rollers, bags, 90 per cent	2 65

FEED.

No change to note. Demand for all grades of feed holds good. Ontario Winter wheat bran is still scarce and considerable demand for same.

Moullie	25 00	28 00
Ontario bran, in bulk	18 00	19 00
" shorts		20 00
Manitoba bran, in bags	16 50	17 50
" shorts	19 00	20 00

ROLLED OATS.

There is a fair demand this week, with no changes in price to note. Receipts light.

Fine oatmeal, bags		2 60
Standard oatmeal, bags		2 60
Granulated " "		2 50
Rolled oats, "	2 30	2 35
" bbls	5 10	5 20

HAY.

Stronger feeling exists this week and prices are advanced 25c. to 50c. per ton. Demand is good for the season, and the Lower Provinces are enquiring, though freight rates are against free shipments.

No. 1 timothy	9 00	9 50
" 2 " choice	8 00	8 50
" 2 " ordinary	7 00	7 25
Clover	6 50	7 00
Olover mixed	7 00	7 50

ONTARIO MARKETS.

Groceries.

Toronto, Feb. 16, 1905.

THE grocery trade, though healthy in all departments for the week under review, is thought not to be quite up to the level of the corresponding week last year. This may be accounted for on the supposition that the retail trade stocked rather heavily before Christmas and will not be coming on the market to buy until a little later on. A considerable item in this connection is the pickle, sauce and bottled goods trade. Owing to the extremely cold weather, orders are being held back. An improvement, however, will be noted as soon as the zero temperature moderates.

Orders for opening of navigation are beginning to come in for shipment as late as May. These are mostly for goods in car lots and generally such goods have to be carefully classified, care being taken so as to get the very lowest freight rates possible.

Sugar is quiet and less buying is reported this week than last. At the close, the market, which is 10c. easier than a week ago—this change being noted just as we went to press last week—is thought to be a little firmer again, especially in raw sugars.

In canned goods, business is quiet, no improvement being expected until sorting up orders begin to arrive sometime within the next few weeks. Jams are moving particularly well on account of the comparative shortage in domestic canned fruit.

One of the chief items this week is the volume of business in syrup and molasses, particularly new crop New Orleans, old supplies being quite used up. The extra fine Barbadoes molasses sent up by the Barbadoes Government is meeting with a good reception by the trade. Regular supplies of Barbadoes may be expected at any time now.

Japan teas are brightening up, a freer movement being reported during the last few days. Increased demand is also noted for Indian and Ceylon blacks. Supplies of rice on spot are said to be scarce, as well as evaporated peaches, for which article there has been more enquiry. Evaporated apples are also within limited compass and prices are likely to take a further jump.

One of the most interesting items in the grocery markets so far this year is the greatly increased consumption of beans, both locally and in outlying districts. Wholesalers say that they have never sold nearly so many beans as since the beginning of the new year.

The price of starch, marked down last week 1c. per lb. on all grades except Canada Laundry starch, which went down 1¼c., has recovered, and is now readjusted according to the Jan. 18 schedule which, as far as prices are concerned, leaves the starch situation practically unchanged.

CANNED GOODS

Tomatoes and corn continue firm with the demand improving slowly. During the next seven or eight weeks the retail trade will be coming into the market again to buy canned goods on sorting up orders, when the volume of business will be much improved.

Canned fruits are moving fairly well, particularly jams, which is accounted for on the supposition that housekeepers did not can their own fruit in large quantities last year owing to the comparative scarcity of raw material.

In regard to the salmon situation, it can hardly be supposed that during 1906 and 1908—the close season period on the Fraser River, B.C.,—the price of sockeye salmon could be much higher than it is at present, since this year's high prices have had the effect of considerably curtailing sales, and if prices were to soar much higher, the ordinary consumer would simply make up his mind to do without salmon. Our quotations are as follows:

Tomatoes, 3's		1 25
Corn, 2's	1 15	1 20
Peas, 2's	0 82½	1 30
Sliced beets, 2's		0 85
" " 3's		0 95
" " whole		0 95
Pumpkin, 3's		0 75
" gal		2 50
Squash		1 00
Asparagus tips, 2's		2 50
Golden waxed beans, 2's		0 80
Refugee or Valentine beans, 2's		0 85
Crystal waxed beans, 2's		0 92½
Spinach, 2's		1 40
" 3's		1 80
Baked beans, plain, 1's		0 45
" " 2's		0 72
" " 3's		0 90
Tomato sauce, 1's		0 50
" " 2's		0 78
" " 3's		1 00
Chill sauce srme as tomato sauce.		
Catsups, tins, 2's		0 78
" " gal		4 50
" jugs		7 70
Apples, standard, 3's	1 85	2 00
" preserved, 3's		1 47½
" standard, gal	1 85	2 00
Pears, Flemish Beauty, 2's		1 52½
" " 3's		2 00
" Bartlett, 2's		1 87½
" " 3's		2 82½
" whites, 2's		1 72½
" " 3's		2 67½
Peaches, pie, 3's		1 25
Cherries, red, pitted, 2's		2 20
" " not pitted, 2's		1 75
" English black, pitted, 2's		2 20
" " " not pitted, 2's		1 75
" white wax, pitted, 2's		2 42
" " " not pitted, 2's		2 00
Lawtonberries, heavy syrup 2's		1 57½
" preserved, 2's		1 75
" standard gal		4 97½
Plums, Damson, light syrup, 2's		1 00
" " heavy syrup, 2's		1 30
" " " 3's		1 85
" Lombards, light syrup, 2's		1 05
" " heavy syrup, 2's		1 35
" " " 3's		1 90
" green gage, light syrup, 2's		1 15
" " heavy syrup, 2's		1 47½
" " " 3's		2 00
" egg, heavy syrup, 2's		1 52½
" " 3's		2 10
Pineapple, sliced, standard, 2's		2 35
" extra 2's		2 47½
" grated, " 2's		2 62½
Raspberries, red, heavy syrup 2's		1 40
" preserved, 2's		1 60
" black, heavy syrup, 2's		1 35
" " preserved, 2's		1 50
Rhuharb, preserved, 2's		1 15
" " 3's		1 90
" " gal		2 62½
Strawberries heavy, syrup, 2.s		1 60
" preserved, 2's		1 75
Lobster, talls		3 50
" 1-lb. flats		3 75
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Fraser River, "Horseshoe" and "Maple Leaf."		
1-lb. talls, 5 cases and over		1 77½
1-lb talls, less than 5 cases		1 80
1-lb. flats, 5 cases and over		1 90
1-lb. flats less than 5 cases		1 92
½-lb. flats, 5 cases and over		1 17
½-lb. flats, less than 5 cases		1 20

Salmon, "Clover Leaf."		
1-lb. talls, 1 to 4 cases		1 80
1-lb. flats, 1 to 4 cases		1 87½
1-lb. talls, 5 to 9 cases and over		1 77½
Chums	0 95	1 00½
Sardines, Sportsman ¼s		0 14
" ½s		0 23
" Portuguese ¼s	0 08	0 16
" P. & C., ¼s	0 25	0 27
" P. & C., ½s	0 35	0 38
" Domestic, ¼s	0 03½	0 04½
" ½s	0 09	0 11½
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies, per doz		1 00
Haddies, per case		4 00
Kippered herrings, domestic		1 00
" " imported	1 40	1 45
Herrings in tomato sauce, domestic		1 00
" " imported	1 40	1 45
California ripe olives, tins, per doz		4 75
Corned beef, 1s, per doz		1 50
" 2s, "		2 70
" 6s, "	8 00	10 00
" 14s, "		18 00
Lunch tongues, per doz		3 00
Potted meats, ¼s, "		0 50
" ½s, "		1 00

SUGAR.

The sugar trade continues quiet at the decline of 10c. all round, effective a week ago. In certain quarters it is thought that an advance may take place any day, and at the close the raw sugar market is exhibiting additional strength.

Receipts at U. S. Atlantic ports for the week ending Feb. 9 were 49,522 tons, with meltings 31,000 tons, an increase for the week of 1,000 tons, leaving total stock in all hands 106,840 tons. Combined stocks of U. S. and Cuba were 224,340 tons against 224,204 tons for the same time last year, an increase of 136 tons. Total stocks of Europe and America at latest uneven dates were 2,825,340 tons, or 893,864 tons less than for the same date a year ago. Total stocks and afloats together show a visible supply of 2,969,340 tons, against 3,849,204 tons last year. We quote the following prices:

Paris lumps, in 50-lb. boxes	6 38
" in 100-lb. "	6 28
St. Lawrence granulated	5 73
Redpath's granulated	5 73
Acadia granulated	5 73
Berlin granulated	5 68
Phoenix	5 58
Bright coffee	5 58
Bright yellow	5 48
No. 3 yellow	5 48
No. 2 "	5 33
No. 1 "	5 23

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

SYRUPS AND MOLASSES.

A good volume of trade in syrup and molasses is reported during the week especially in New Orleans, which are now arriving freely on this market. The price of Barbadoes molasses available ranges from 42 to 48c. This, however, is extra fancy stock, imported on account from the Barbadoes Government, and is not the style of molasses that is ordinarily sold as Barbadoes molasses. The regular supply has not yet arrived. Corn syrups have been quiet during the week. We quote the following prices:

Syrups—		
Dark	0 30	0 32
Medium	0 35	0 37
Bright		
Corn syrup, bbl., per lb		0 02½
" ½-bbls "		0 02¾
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 25	0 30
" " ½ bbls	0 27	0 32
" open kettle	0 45	0 50
Barbadoes, extra fancy	0 45	0 50
Porto Rico	0 42	0 48
West Indian	0 32	0 35
Maple syrup—		
Imperial qts		0 27½
½-gal. cans	0 95	1 00
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 80
Qts. " "		6 00

COFFEES.

A fair movement in coffees is reported for the week under review, the chief item of interest to the grocery trade being the continued high price of Rios. Quotations are unchanged. We quote the following:

	Per lb.	
Green Rios, No. 7	0 10	0 10½
" " No. 6		0 11
" " No. 5		0 11½
" " No. 4		0 12
" " No. 3		0 12½
" Mocha	0 21	0 23
" Java	0 22	0 35
" Santos	0 11	0 13
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
Green, Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracaibo	0 16	0 23

TEAS.

A better movement in Japan teas is reported. Japans have been moving rather slowly during the last few months on account of buyers having stocked heavily before the beginning of the Russia-Japan war. These supplies are now pretty well used up, and the retail grocer is now appearing on the market as a buyer.

According to advices received from Bernard & Co., Yokohama, early first crop May teas are not likely to be cheaper than last year. Supplies will doubtless be curtailed on account of a large number of experts having been called away by the war; this will result in a scarcity of skilled labor for rolling the leaf and will be especially noticeable in fine-grade teas.

High-grade Ceylons are up in price and scarce. Low-grade Ceylons are also firmer in price, and an improved market is reported in black teas.

On the whole, the Ontario tea trade for January and February to date, is a little behind the level of last year. The London markets are in a healthy condition and an improved feeling is noted generally. We quote the following prices:

Congou—half-chests, Kalsow, Moning	0 12	0 35
caddies, Fakling	0 19	0 40
Indian—Darjeelings, Pekoe souchongs	0 20	0 22
" Pekoes	0 25	0 30
" Orange Pekoes	0 35	0 45
Indian—Darjeelings	0 35	0 45
Assam Pekoes	0 18	0 23
Assam Pekoe Souchongs	0 16	0 18
Ceylon—Broken Orange Pekoes	0 22	0 24
Orange Pekoes	0 22	0 29
Pekoes	0 18	0 24
Pekoe Souchong	0 14	0 16
China Greens—Gunpowder, cases, extra firsts	0 35	0 42½
" half-chests, ordinary firsts	0 22	0 28½
Young Hyson, cases, sifted, extra firsts	0 37½	0 47
" cases, small leaf, firsts	0 30	0 37½
" half-chests, ordinary firsts	0 22½	0 32
" " seconds	0 22	0 24½
" " thirds	0 15	0 17
" " common		0 14
Pingsueys—Young Hyson, ¼-chests, firsts	0 25	0 30
" " seconds	0 16	0 18
" half-boxes, firsts	0 25	0 30
Japan—¼ chests, finests May pickings	0 34	0 38
Choice	0 31	0 36
Finest	0 27	0 29
Fine	0 24	0 27
Good medium	0 19	0 21
Medium	0 17	0 19
Good common	0 18	0 19
Common	0 13	0 14

SPICES.

The spice market is without special feature for the week, quotations being unchanged. We quote the following prices:

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 25	0 35
" white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 14	0 17
Cassia	0 21	0 25	Mace	0 80	0 90
Nutmeg	0 45	0 75			

RICE AND TAPIOCA.

A good movement in rice is reported for the week under review. Tapioca is scarce on spot but otherwise conditions continue unchanged. We quote the following prices:

	Per lb.			Per lb.	
Rice, stand. B	0 03½	0 03¾	Tapioca, staple	0 03½	0 03½
Rangoon	0 03½	0 03¾	" double goat		0 04
Patna	0 05	0 05½	Carolina rice		0 08
Japan	0 06	0 07			
Sago	0 03½	0 04			

Foreign Dried Fruits.

Although no longer one of the interesting items in the season's grocery trade, Valencia raisins are still moving well for this season of the year. The price of Valencias will shortly decline on account of the lateness of the season. Prunes are moving well, market conditions being stronger and prices are thought to be on the upward trend.

Evaporated California fruit is scarce and high in price, the market being practically bare of evaporated peaches. Our quotations are as follows:

PRUNES.

	Per lb.			Per lb.	
100-110s		0 04	60-70s	0 06	0 06½
90-100s	0 04	0 04½	50-60s	0 06½	0 06¾
80-90s		0 05	40-50s		0 08
70-80s	0 05½	0 05½	30-40s	0 00	0 09

CANDIED PEELS.

	Per lb.			Per lb.	
Lemon	0 09	0 10	Citron	0 15	0 17
Orange	0 10	0 11			

FIGS

	Per lb.			Per lb.	
Tapnets	0 03½	0 04	Elemes	0 08	0 13
Naturals	0 06½	0 07½			

APRICOTS.

	Per lb.	
Californian evaporated	0 12½	0 14

PEACHES.

	Per lb.	
Californian evaporated	0 11	0 14

PEARS.

California evaporated, per lb	0 14

CURRANTS.

	Per lb.			Per lb.	
Fine Filiatras	0 04½	up	Vostizzas	0 07	0 08
Patras	0 06	0 06½			

RAISINS.

	Per lb.	
New selects	0 05½	0 05¾
Fine off stalk		0 05¾
Sultana	0 06½	0 10
Californian seeded, 12-oz. Muscatels	0 06¾	0 07
" " 1-lb. boxes "	0 07	0 08½
" unseeded, 2-crown. "		0 07½
" " 3-crown "	0 05½	0 07
" " 4-crown "	0 07	0 08

DATES.

	Per lb.			Per lb.	
Hallowees	0 04½	0 05	Fards new choice	0 09	0 10½
Sairs	0 04½	0 04¾	" new choice		0 09½

FOREIGN NUTS.

A seasonable trade is reported in peanuts, otherwise market conditions continue practically unchanged from last week. We quote the following prices:

(The following quotations on peanuts are for sack lots, green.)

Selected Spanish	0 08½
A 1's, banners and suns	0 08½
Japanese Jumbo's	0 09
Virginia "	0 10

For sack lots roasted add 1c. to above quotations. For small, 2c

Almonds, Tarragona, per lb	0 12 0 12½
Walnuts, Grenoble, "	0 12½
" Bordeaux, "	0 09 0 10
Filberts, per lb	0 10½ 0 11
Pecans, per lb	0 13 0 15
Brazils "	0 16 0 16½
Cocoanuts, Jamaica, per sack	4 50
Italian Chestnuts, per lb	0 10

Trade in dried fish continues fair, Nova Scotia cod moving particularly freely. Wholesalers complain that the dried fish trade is not what it used to be, on account of the demand having changed largely to fresh and frozen fish. Our quotations are as follows:

DRIED FISH.

Boneless fish, per lb	0 04
Cod fish, 1-lb. bricks	0 06
Pure cod, per lb	0 10
Quail-on-toast, per lb	0 05½ 0 06
Flitched cod fish, in cases of 100 lbs., per lb	0 06 0 06
Labrador herring, per bbl	6 00 6 50
" per ½ bbl	3 25 3 40
Scaled herring	0 14½
Salmon trout, per keg	6 00

BIRD SEED.

There is nothing new to chronicle in bird seed for the week under review. Trade is steady and prices continue unchanged. We quote the following prices:

Canary seed, per lb	0 06½
Hemp	0 05
Cottam's	0 08
Brock's	0 07½

EVAPORATED APPLES.

Evaporated apples continue firm at 6¾c. to 7c., with trade showing some signs of improvement. Stocks are light at the present time, viz., 8,000 boxes as compared with 90,000 boxes at the same time a year ago. This looks as if higher prices for evaporated apples might reasonably be expected, as well as for dried apples, which are still quoted nominally at 3c. to 4c.

Country Produce.

EGGS.

Owing to the continued extreme weather, the egg market is somewhat firmer than it was a week ago. As soon as the weather becomes warmer and supplies of new laid eggs begin to arrive more freely, a break in the market may be expected, say about April 1. The trade has in remembrance the inflated value of eggs at the beginning of the season last year which made the egg business unsatisfactory later on, and the desire to get eggs down to a reasonable basis as soon as possible is a commendable one. We quote the following prices:

Eggs, strictly new laid	0 25	0 27
Cold storage fresh	0 18	0 19
pickled	0 16	0 18

BEANS.

The bean market continues to show additional firmness; the price of handpicked is 15c., and primes Nos. 1 and 2 respectively, are quoted 10c. higher than last week. This is owing to shortage in the crop. One bean man remarked that whereas he had 25 cars of beans available at this time last year, he has nothing whatever at the present time to offer. Western Ontario farmers report an advance of from 20c. to 25c. per bushel from the low point of six or eight weeks ago. The Michigan market is up some 30c. per bushel from the low point of two or three weeks ago, and Detroit quotations on handpicked May delivery are at $1.80. New York firms are enquiring freely of dealers for handpicked beans and 3-lb. packers, and are even asking for 10-lb. packers. It is understood that a very large quantity of this low grade is being sacked for shipment to New York.

Beans, handpicked, per bush	1 70	1 80
" prime, No. 1	1 55	1 60
" prime, No. 2	1 35	1 45
" Lima, per lb	0 07	0 07½

HONEY.

Honey is quiet, the only new feature being buckwheat honey, which is quoted at from 75c. to $1 per dozen in sections, or 3c. per pound. Our quotations are as follows:

Honey, extracted clover, per lb	0 03	0 05
" sections, No 1 per doz	1 90	2 25
" " No 2 "	....	1 65
" Buckwheat, per lb	....	0 03
" " sections per doz	0 75	1 60

SEEDS.

The export demand is practically over and is being slowly replaced by domestic trade. This will be slow until weather conditions improve and supplies can be shipped readily to the country. Last week's prices continue unchanged. We quote the following prices:

Alsike clover, per bush	3 10	5 00
Red clover	5 00	6 75
Mammoth clover, per bush	6 00	7 25
Timothy	1 00	1 35

Green Fruits.

APPLE SHIPMENTS.

Total apple shipments for week ending February 11, 1905 :

	To Liverpool.	London.	Glasgow.	Various.	Total.
From Boston	9 971	1 925	3 683	4 927	19 806
New York	667	1.409	900	7,549	10 527
Portland, Me.	8,881	....	....	....	8 881
Halifax	962	8 653	1,200	....	10 815
St. John, N.B.	504	238	....	320	1.062
Total for week	22,985	12,225	5 783	12 796	51 089
Same time 1904	23,403	9,096	8,380	9,427	50,306
" 1903	31 490	18,062	7,735	35	57,252

Total shipments since season opened,.... 1 998 020
" " same time 1903-4 3,006,788
" " " 1902-3 2,071,910

Shipments in detail.

From	1904-5. Bbls	1903-4. Bbls.	1902-3. Bbls.
Boston	592,592	600 735	701 217
New York	504,037	966,137	563,477
Portland	270,550	251 773	230,379
Montreal	367,681	798 132	476 756
Halifax	260 149	389 516	69 792
St. John	1[illegible] 403	55 877	37,309
Annapolis	24,108	14,678	....
Wolfville	8,500	....	....
Total	1,998,020	3,006,788	2,071,910

Eben James, Toronto, has received the following cables from Woodall & Co., Liverpool, and M. Isaacs & Sons, London, respectively, dated Feb. 15: "12,000 bbls. selling; market firm but not quotably higher." "Prospects have improved in our market."

W. B. Stringer, Toronto, has received the following cable from J. C. Hough-

25 CENTS per case on 2-case lots!

40 CENTS per case on 5-case lots!

AN EXTRA ALLOWANCE!

To the Grocers of Ontario, Quebec and the Maritime Provinces, on all

"FORCE"

purchased by you between February 20th and March 20th, 1905, of

25 CENTS per case on 2-case lots,

40 CENTS per case on 5-case lots,

which will be deducted from the invoice by your jobber.

Order at once a sufficient stock to meet the Spring demand. No allowance made after March 20th, 1905.

Order Now and Save Money.

THE "FORCE" FOOD COMPANY, - - TORONTO, ONT.

ton & Co., Liverpool, dated Feb. 15: "10,000 bbls. selling—G. Russets XXX 17s. to 20s., XX 11s. to 13s., Baldwins XXX 11s. 6d. to 15s., XX 7s. to 9s. 3d., Spies XXX 18s. to 22s., XX 9s. to 13s., Ben Davis XXX 11s. 6d. to 12s. 6d., XX 6s. 9d. to 8s. 9d.

Vegetables.

For green fruit and vegetable markets, see Fruit Department.

Fish and Oysters.

A healthy demand for fresh fish and oysters is noted during the week, the main feature of this market being scarcity of oysters owing to heavy ice at the coast fisheries. As Lent draws near it is expected that the demand for fish will become more active. Baltimore oysters are scarce, reports having been received to the effect that some of the fisheries have been frozen up. Sea herring are also scarce. Our quotations are as follows:

Frozen halibut	0 10	0 11
British Columbia salmon	0 10	0 11
Whitefish, frozen, per lb		0 07½
Haddock " per lb		0 05
Cod, steak " "		0 07
Trout, lake, per lb		0 07½
Pike, per lb	0 05	0 06
Finnan haddie, per lb	0 07	0 07½
Oysters, Long Island natives, per imp. gal		1 70
" Baltimores, per wine gal		1 40
" "Select," " "		4 80
Ciscoes, per basket	1 25	1 40
Bloaters, per box of 100	1 00	1 25
Labrador herring, ½ bbl		3 25
" " large bbl		6 00
Shrimps, per gal		1 25
Sea herring		2 00
Smelts, No. 1		0 12
" No. 2		0 07
" extras		0 15
Frozen fresh water herring		0 04

Grain, Flour and Breakfast Foods.

GRAIN.

The grain markets are a little higher this week on account of a general shortahe in supplies. Trade, however, is on the quiet side. Manitoba Northern No. 1 has advanced ½c., and No. 2 and No. 3 Northern 1c. each. Red and white are each firmer by 1c.

Barley continues unchanged, as also peas and rye.

Buckwheat and oats are quotable 1c. higher than last week. Our quotations are as follows:

All on track Toronto.		
Manitoba wheat, Northern No. 1 new	1 13½	1 14
" " " No. 2 "	1 09½	1 10
" " No. 3 "	1 04	1 04½
Red, per bushel, new	1 11	1 11½
White " "	1 11	1 11½
Barley " "	0 48	0 52
Oats, " "	0 42	42½
Peas "	0 73	0 74
Buckwheat "	0 59	0 59½
Rye, per bushel, "	0 83	0 84

FLOUR.

The flour trade continues on the same even basis that has characterized it for the last two or three weeks. Prices are unchanged and there is a steady demand for domestic consumption and for export trade.

Manitoba wheat patents, per bbl. in bags	5 40	5 66
Strong bakers " "	5 20	5 40
Ontario wheat patents " "	4 90	5 00
Straight roller " "	4 85	4 95

BREAKFAST FOODS.

There is nothing of special interest in breakfast foods this week except that American oatmeal manufacturers still have things their own way in this market. Prices continue unchanged and trade continues steady. Our quotations are as follows:

Oatmeal, standard and granulated, carlots, on track, per bbl	4 70
Rolled wheat in boxes, 100 lbs	2 90
" " 50 lbs	1 50
Rolled oats, standard, carlots, per bbl., in bags	4 15
" " " " " in wood	4 40
" " " " for broken lots	4 45
Rolled wheat, per 100-lb. bbl	3 00
Cornmeal	3 35
Split peas	5 00
Pot barley, in bags	4 00
" in wood	4 25

Hides, Tallow, Skins and Wool.

This is the quiet season for hides and wool. Very little business is doing and prices continue unchanged. Our quotations are as follows:

HIDES.

No. 1 green steers, per lb	0 08½
" 2 " "	0 08½
No. 1 green, per lb	0 09
" 2 " "	0 08

CALFSKINS.

Veal skins, No. 1, 6 to 14 lb. inclusive	0 11	
" " " 2 " " "	0 09	
" " " 1 15 to 20 lb "	0 10	
" " " 2 " "	0 08	
Sheep skins	1 25	1 50

TALLOW.

Rendered tallow, per lb	0 04	0 04½

WOOL.

Unwashed wool, per lb	0 13	0 14
Fleece wool, new ollp, per lb	0 22	0 23
"Rejections"	0 16	0 17
Pulled wools, super, per lb	0 23	0 25
" " extra "	0 24	0 26

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, Feb. 16, 12.30 p.m.

CHEESE—No change. Business light with prices firm.

BUTTER—Scarce and higher. Market stronger. Supplies light. Active inquiry. Stocks small. Finest creamery 28c. to-day. Local demand good and buyers paying good prices.

EGGS—Good demand. Firm market. Montreal cold storage limed, 19 to 19½c.; lower grades, 16 to 18c.; selected Fall fresh, 23 to 24c.

PROVISIONS—No change. Improved demand. Dressed hogs remain firm Steady demand for small lots. Fresh abattoir killed, $8 to $8.25; country dressed, $7 to $7.50. Other lines in fair demand. Dressed poultry in good demand. Choice turkeys, 13½ to 14c.; geese, 10 to 11c.; chickens, choice, 11 to 12c.; fowls, 7 to 8c.

PERSONAL MENTION.

Mr. J. S. McLean, of the Harris Abattoir, Toronto, has gone on a trip to England.

H. Miller, grocer, Alexandria, Ont., has closed up business and will shortly leave for the Great West.

Mr. John Creed, of the Montreal branch of J. S. Creed & Co., is on a business trip to New York.

Mr. Mulvency, of Taylor & Mulveney, wholesale china and crockery merchants, Hamilton, is taking a business trip to Europe.

E. H. Keith, for many years head clerk in C. L. Martin & Co.'s dry goods establishment at Amherst. N.S., has resigned to enter the grocery business with his cousin, H. Keith.

Mr. Howard Wilson, of the J. C. Wilson Paper Co., Montreal, is convalescent after his recent attack of grippe. His friends will be glad to see him about again and able to attend to business.

Mr. Chas. Chaput, of L. Chaput, Fils & Cie., Montreal, has returned from a visit to Toronto, where he attended the annual meeting of the Canada Life Assurance Co., of which company he is a director.

Ex-Mayor E. Girard, of Sandwich, Ont., has been appointed Canadian commissioner to the World's Fair at Liege, Belgium. He will make a collection of Essex Co. tobacco, corn and native wine for the Canadian exhibit.,

Mr. T. J. Fead has returned from New York, where he underwent treatment for rheumatism under a specialist. He will shortly resume his trip in his old line of coffees and spices. Mr. Fead is known to the trade from Halifax to Vancouver.

Mr. Henry Wright, president of the A. F. McLaren Imperial Cheese Co., Toronto, has the sympathy of The Canadian Grocer and of the entire Canadian grocery trade in his sad bereavement in the sudden death of Mrs. Wright, which occurred on February 12.

Mr. Geo. Lloyd, manager of W. H. Scroggie Co.'s grocery department, Montreal, is in New York, Philadelphia and Eastern cities looking up specialties and values in eatables. Mr. Lloyd is a thoroughly up-to-date buyer and salesman and watches the markets closely.

Mr. D. J. Rattray, of D. Rattray & Sons' Montreal office, was in Ottawa last week representing the Quebec Board of Trade, Quebec District Seed Merchants and the Albert Dickinson Seed Co., of Chicago, at the interview the seed merchants of Ontario and Quebec had with the Hon. Mr. Fisher in connection with the "Seed Bill" now before Parliament.

The English manager of the A. F. MacLaren Imperial Cheese Co., Mr. A. J. Moore, of London, accompanied by Mr. H. W. Bender, of New York, the sales manager for the United States, visited the Toronto office of the firm last week preparatory to Mr. Moore's return to his duties in England. Mr. Moore states that it is his belief that Britain offers a great field for Canadian products of high quality.

Mr. William Colville, with Pugsley, Dingman & Co., Toronto, has been confined to his home by a severe attack of bronchitis. Though recovering, Mr. Colville is not yet ready to go out after those "25-box lots" that are his peculiar delight, and so he hopes that none of his friends will neglect to send their Comfort Soap orders in without waiting for him to call. Mr. Colville is a prime favorite among the traveling men calling on the grocery trade, and by his brethren of the grip he is held in equal regard.

Among the passengers from Halifax by the ss. Dahome, was Mr. John Cameron, representing the following Canadian trade newspapers: The Canadian

Grocer, published every Friday; The Hardware and Metal, published every Saturday; The Dry Goods Review, published monthly; The Bookseller and Stationer, published monthly; and The Printer and Publisher, also published monthly. Mr. Cameron is soliciting subscriptions to these publications known as MacLean's Trade Newspapers, in the interests of Canadian trade. He leaves Bermuda for the West Indies on the 10th inst.—The Royal Gazette, Hamilton, Bermuda.

A GOVERNMENT STAMP ENVELOPE NEEDED.

Editor Canadian Grocer:

I wish to take up a matter that has come to my notice lately, and that is the necessity of a Government stamped envelope as used commercially in the United States. I lived "among them" for some years and returning to Toronto where I hope to make my home again, I find some things are done differently here compared to the other side and one is that I find here the "office boy" still wearing his tongue away "sealing envelopes" and "sticking on stamps." Now this work is reduced to a minimum in the States by the use of envelope sealers and the Government stamped envelope.

I suppose one can go to the post office and buy plain stamped envelopes, but the idea is to have them issued on some similar line as they do in the States. This is the way it was done by the company I was with about a year ago and I hardly suppose there has been any change since; the local post office has a schedule of prices showing price for one envelope up to thousands, also the different sizes and denominations. You state what size you want and the quantity, etc., and give the firm name and address and pay the cash or marked cheque for the amount of the order. The envelopes are ordered from Washington and you receive them in about two weeks. If any mistakes are made in addressing you keep the entire envelope and they are redeemed by the local postmaster once a month as face value of the stamp, so you are only out the envelope the same as you would be in any case where a mistake is made in addressing.

Just think of the saving of time to large houses in getting out their mail each day. Besides there is not the opportuntiy for dishonest office boys and others to take a few stamps each day or when they please, which can be done, and is done no doubt, no matter how careful one is in this department, as it would be almost impossible for one to sell stamped envelopes with a firm's address printed on them and the stamp detached from the envelope is worthless. I find in some houses or offices where they still keep a list of every letter, invoice or statement that goes out and I suppose one purpose is to balance up the stamp account, but I should think if stamped envelopes were used it would save a great deal of this extra work, reduce the chances for "leakage" in the stamp department, not to say anything of the saving in time in getting out the mail daily. I do not see how large houses, corporations, banks and other large users of stamps in the States could ever be satisfied to go back



Mr. Percy Millman.

to the old process of "sticking on stamps" and I believe up-to-date business concerns on this side will appreciate it if some similar way is adopted in Canada.

I do not know if this matter has ever been taken up with the Postmaster-General's department at Ottawa or not, but Sir William Mulock seems to be up-to-date and I should think if it is brought to his attention he will be willing to investigate.

Yours very truly,

READER.

OFF FOR THE WEST.

Mr. Percy F. Millman, of the firm of W. H. Millman & Sons, Brokers, Toronto, has just received an appointment as secretary and treasurer of the Southern Okanagan Land Co., with headquarters at Penticton, B.C., and left on Wednesday, Feb. 15, for his new position.

This company has recently been incorporated with capital stock of $500,000, 5,000 shares $100 each It consists of 30,000 acres of the richest lands in this famous valley, with the finest climate in Canada. It is the intention of the company to survey it in lots of one to ten acres for fruit farms. The Canadian Grocer and Percy's many friends extend best wishes for his welfare in his new sphere of work.

Before leaving, the Toronto Hockey Brokers got together and asked Percy to meet them at the office of Mr. R. S. McIndoe, when Fred Donaldson, captain of the team, made a presentation of a gold locket nicely engraved.

BUSINESS CHANCES.

THE LOCATORS—W. B. Herbert, General Manager. The largest and oldest exclusive business brokers in the West. Address The Locators, 63 Merchants' Bank Building, Winnipeg.

OF course, you have heard of The Locators. We are here to stay and we want to get acquainted with you. If you want a business this is the place to write, as we handle nothing but running businesses of all kinds. The Locators.

GROCERY—Stock of five hundred in Winnipeg; doing good business; for sale, with elegantly appointed block worth seven thousand five hundred; the block would make a fine boarding house; you should write us about this at once. The Locators.

GROCERY, Crockery and Fruits—On Pembina Branch, stock of twenty-five hundred, doing seventeen thousand a year; what do you think of that? it is right, and this business is therefore a money-maker; it has been established thirteen years; building for sale also; write about this at once, as it is sure to go quick. The Locators.

CONFECTIONERY and Circulating Library—In Winnipeg; stock six hundred and fifty at invoice; stand is a good one and business can be greatly increased, clearing over thirty per cent.; the owner is crippled with rheumatism or he would not sell, so this is your opportunity. The Locators.

GROCERY, Confectionery and Jewelery—In Southern Manitoba; good, clean little business; stock only about a thousand; doing nine thousand a year; a snap for live man; act at once. The Locators.

GROCERIES and Crockery, I. 45 — Near the border; stock three thousand, doing twelve thousand a year. Rent easy. Established twenty years. Will take good real estate in exchange. The Locators.

GROCERIES and Crockery — In Territories, north of Regina. Stock thirty-five hundred, doing fifteen thousand yearly, clearing two thousand, at ninety cents for cash. No better spot in the country, and the fame of the Northwest rapidly spreading The Locators.

OUR new book is nearly ready for mailing, you should write for a copy, it will be replete with information about the many businesses in our hands. The Locators.

CITY GROCERY—Stock of four thousand, in splendid location, doing thirty thousand a year and clearing good profit. You should write about this at once. You can't often get into such a fine location as this in Winnipeg. The chance is exceptional. The Locators.

FOR any further information address The Locators, 63 Merchants Bank Building, Winnipeg.

WANTED.

SIDE LINE wanted by live grocery salesman leaving on Maritime Province trip February 22nd Hurry your answer to R 3 CANADIAN GROCER, Toronto. (7)

TORONTO RETAIL GROCERS MEET

THE regular monthly meeting of the Toronto Retail Grocers' Association was held on Monday evening, Feb. 13, in St. George's Hall, President Kelly in the chair. The main item of business was in connection with the annual "At Home" held last week, which was a great success in every way.

M. Moyer, of the Retail Merchants' Association, was a guest at Monday night's meeting, and brought before the association the claims of the Pure Food Show and Grocers' Convention, to be held in Toronto shortly. In recognition of Mr. Moyer's overtures, it was moved by C. Coots and seconded by D. Bell that a letter be sent the Retail Merchants' Association expressing recognition of the coming Grocers' Convention on the part of the individual members of the Retail Grocers' Association as grocers of the city of Toronto. The motion was lost by a narrow minority.

A vital question now before the association is Dr. Sheard's proposed by-law to restrict and regulate the exposure of meat, fruit, fish, etc., upon the public streets of Toronto, and thus protect them from dust and other objectionable matter. The by-law was discussed thoroughly, the general opinion being that the object to be gained by the enforcement of even such a strenuous measure was to be commended by the trade, notwithstanding the fact that this restriction might be pretty hard on certain grocers. A number of the trade still contend that the by-law is impracticable and will fail utterly to serve the trade. On account of the Board of Control, to whom the said by-law was presented a few days ago, having referred it back to the city solicitor for readjustment, the association decided not to take any official step until they had something more definite to work upon.

WESTERN MERCHANTS ORGANIZE

At meetings held in the Trade and Labor Hall, Winnipeg, on Tuesday, Wednesday and Thursday, February 14, 15 and 16, the Retail Merchants' Association of Western Canada was organized. It is intended that this association shall include all general merchants in the West.

A recommendation was passed unanimously in favor of all members rendering accounts in November and giving no credit from November to May, thus making half the year credit and half cash.

Officers were elected as follows: President, T. J. Lawlor, of Killarney; first vice-president, H. C. Hamelin, of Lauder; second vice-president, J. D. Bain, of Boissevain. The executive includes the following additional members: A. G. Munro, Morden; R. G. Alloway, Gladstone; W. C. McLaren, Souris; J. Brown, Portage la Prairie; R. F. More, Cartwright; E. Clinghan, Virden; H. McLaren, Weyburn; C. C. Sayle, Elva, and E. H. Glinz, Oak River.

TORONTO BEATS HAMILTON.

The Toronto branch of the Canada Grocers, Limited, defeated the Hamilton branch of the Canada Grocers, Limited, on Tuesday night, Feb. 14, at the Victoria College Rink, Toronto, by a score of 6-0 in the Bristol Cup series. The game was fast, but the home team had the advantage right through, Stewart playing his usual star game. Only six men were played a side, as one of the Hamilton team missed the train. The line-up of the winning team was as follows: Howard, Barnhouse, Stewart, Hortop, Warren, Smith. Referee, "Doc" Sterling.

TORONTO GROCERY BROKERS WIN OUT.

	Won	Lost
Grocery Brokers	5	1
T. Kinnear & Co.	3	2
Canada Grocers	2	3
H. P. Eckardt Co.	1	4

Thursday night, Feb. 9, was scheduled for the last match in the Toronto Wholesale Grocers' Hockey League series, namely, the Grocery Brokers and the Canada Grocers. At the appointed time the Grocery Brokers' team were on the spot, but only five of the Canada Grocers. Hugh Lambe and Charlie Rennie joined the latter temporarily, and an exhibition game was played, the score resulting 8-4 in favor of the Grocery Brokers. This last game, which goes to the Grocery Brokers by default, gives them the championship of the league, as well as the medal donated by Colonel Davidson.

The line-up was as follows:

Grocery Brokers—Goal, Guthrie; point, Millman; cover, Banks; forwards, Webber, May, Donaldson, Millman.

Canada Grocers—Goal, Joe Wilson; point, Wylie; cover, Barnhouse; forwards, Rennie, Hortop, Warren, Lambe.

ANNUAL MEETING.

The second annual meeting of Canada Brokerage Co., Toronto, was held on Tuesday, February 14, at the company's office, 9 Front street east. A financial statement was presented to the shareholders showing a balance to the credit of profit and loss, after paying a dividend of 7 per cent. Those of the shareholders present expressed themselves as well pleased with the year's operations and all feel confident of the future.

The following directors were re-elected, viz., F. W. Hudson, W. F. Morley, H. T. Wilson, and at a subsequent meeting of the directors, F. W. Hudson was re-elected president, W. F. Morley, vice-president, and H. T. Wilson, secretary-treasurer.

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures or that they have had an unusually large sale this season.

The Eby, Blain Co., Toronto, have a snap in a carload of "Simcoe" jams, 5s, 7s and 30-lb. pails, which they offer at prices below to-day's market quotations.

Walker's pure cocoa, a profitable line to retail at 25c. per ½-lb. tin, is in stock with The Eby, Blain Co., Toronto.

Extra fancy silver prunes, 15-20s. bxs. 25 lbs., are in stock with The Eby, Blain Co., Toronto.

L. Chaput, Fils & Cie., Montreal, are making a run on a thousand half-chests of their "Owl" chop Japan tea No. 100 and No. 200, this tea being known as one of the very best values offered to the Canadian trade.

L. Chaput, Fils & Cie., Montreal, have received into store this week 100 cases fresh shelled walnuts, which they are offering at attractive prices.

McWilliam & Everist, Toronto, have received during the week one car each of marmalade, rose brand navel and triangle brand navel oranges, and one car of California celery.

Buyers of Japan rice should get sample and price from H. P. Eckardt & Co., Toronto, who are sellers at a low figure.

The Dawson Commission Co., Toronto, report the arrival this week of one car each of California Beauty and Redland Beauty navel oranges, one car of California celery, also one car of cabbage from New York State, which they are offering to the trade at $20 per ton in bulk or $2 per bbl.

White & Co., Toronto, are in receipt of a car of California celery.

H. P. Eckardt & Co., Toronto, are offering special value in Barbadoes sugars.

Comadre figs may be had from H. P. Eckardt & Co., Toronto.

H. & H. Keith will open a grocery business in Amherst, N.S., about March 1.

J. Smith has opened a grocery store at Sturgeon Falls, Ont.

A canning factory will shortly be erected in Napanee.

OPEN LETTER TO THE GROCERS OF CANADA.

Looking backwards, it is within your memory that Canada was dependent upon the United States for a large proportion of Food preparations that might be described as kitchen necessities, notably Baking Powder.

This condition was created partially through lack of faith in the ability of our Manufacturers to supply an article up to the required standard of quality, and also through deep-seated faith in the superiority of imported goods.

Taking advantage of this preference, several brands of foreign-made "high-priced" Baking Powders have been energetically placed on our market and stimulated by extensive and expensive advertising, that it is self-evident must have greatly enhanced the cost to the trade and consumers.

Looking forward, we contend that Canada has passed the necessity for supporting foreign capital and labor, and that goods Made in Canada by Canadians are entitled to your confidence and recognition by their intrinsic value and suitability for the wants of Canadians, and we specifically claim that Pure Gold Brand Baking Powder is equal if not superior to any foreign brands imported or sold, and we are prepared to sustain our claim by indisputable testimony available from large numbers of the leading Grocers in the City of Toronto and elsewhere, who cater to the best trade and demand the best Baking Powder procurable, irrespective of price.

Now as to cost, which is important :--

Our prices, as undernoted, are based upon intrinsic value only, and have never been inflated by reason of excessive advertising outlay, so we appeal to your business sense of fairness to give us an opportunity of demonstrating by actual comparison the claim we are making for your support, asking you to bear in mind that Pure Gold Baking Powder has steadily held its place for over twenty years and shown a healthy increasing sale year by year.

Mail us a Post Card for Sample Tin, Price List and Discounts, and we will promptly comply.

We are, yours truly,

THE PURE GOLD MANFG. CO., LIMITED.

PRICE LIST PURE GOLD BAKING POWDER:

In 5 lb.	cans,	1 doz.	in case,	per doz.	$19.80
In 4 lb.	"	1 "	"	"	16.00
In 2½lb.	"	1 "	"	"	10.50
In 16 oz.	"	2 "	"	"	4.60
In 12 oz.	"	3 "	"	"	3.60
In 8 oz.	"	3 "	"	"	2.40
In 6 oz.	"	3 "	"	"	1.80
In 4 oz.	"	3 "	"	"	1.25
10 cent	"	3 "	"	"	.90



Quebec and Maritime Merchants

Interested in High-Grade

Coffees and Spices

Will please note that we have not made any change in our travelling staff. Our Mr. W. J. WILSON will call on you as heretofore.

S. H. & A. S. EWING,

ESTABLISHED 1845.

Montreal Coffee & Spice Steam Mills, - 53 & 55 Cote St., Montrea
cor. Lagauchetiere St.

PLACING an order with the Ozo Co. means something more to the buyer than assurance of the delivery of a certain quantity of goods at such and such a price. Our product not only gives the impression of neatness and wholesomeness which is the token of carefully prepared goods, but has a fitness which attracts the customer and inevitably ends in a sale. The firm controls the planting, the handling and the making of their product, make their own vinegar, and such a vinegar as experience has taught them will go a long way towards making the best pickles. Our goods cost no more than others, their selling ability is double that of the common article. Turning your dollar over twice makes the profit of double that capital and is business.

THE OZO CO., LIMITED
MONTREAL

N.B.—We have an illustrated Price Current of our products, that is certainly worth the post card that will bring it.

PACKING HOUSE CHANGES HANDS.

The Wm. Ryan Co.. Toronto, have purchased the pork packing establishment in Aylmer, Ont., formerly owned by Ogilvie & Freeman. Thev will enlarge and entirely remodel the old premises, making it one of the most up-to-date packing houses in Ontario. Storehouses for butter, cheese and provisions will also be added.

THE STARCH SITUATION.

During the week the price of starch, which was reduced a few days ago, has been again readjusted to the basis of the Jan. 18 list. All starches are now on the same basis; the only change in selling terms being that instead of three months net or three per cent., cash, it is now 30 days net or one per cent., cash. The former special discounts on 100 box lots have been taken off. It is thought that the new arrangement will put the starch business on a better basis; at the low price ruling during the last few days, the loss to the starch people is estimated at fully $300,000, as the trade seized the opportunity to stock largely. Prices current will be corrected next week.

AN ENGLISH VISITOR.

Mr. J. C. Ragg, of Whiteley, Muir & Co., commission merchants, Liverpool, Eng., who is visiting Canada in the interests of his firm, paid a call to the Toronto offices of The Canadian Grocer during the week. Mr. Ragg is interviewing some of the Canadian pork packers who have an eye on export business, and will spend the next few weeks in Western Ontario, with headquarters at Toronto.

He has just come from the Maritime Provinces and remarked casually that he found The Canadian Grocer very much in evidence among the trade there.

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,
St. John, N.B., Feb. 14, 1905.

BUSINESS continues quiet. Market while firm has shown but few changes. Sugar seems to be resting after its rapid advance. In fact at the moment it is rather lower. Rice is higher than for some time. New to arrive is higher than for some few years. This tends to rather poorer qualities being offered. This seems unnecessary as the quality as a rule is none too good. It is strange in such a cheap line, where the duty is not effected, a better grade is not imported. Hops, which for some years have continued to advance, are again higher; the demand in this market is not large. In spice prices are easy. Cloves are lower than for some time. Ginger and nutmegs are very low. It is thought there will be a rather firmer tendency in nutmegs. Seeds have more attention.

Oil.

There continues to be a large business in burning oil; the lower price of the past week is still quoted. Burning oil was perhaps never as low as the price now charged locally by the tank wagons. In lubricating oil the change in duty last year tends to rather lower prices in some lines as compared with prices quoted a year ago. Linseed oil is still very low. Turpentine has shown no change for some time and the price is quite high. Cod oil is firmly held.

Salt.

In Liverpool coarse salt quite a large cargo is due, viz., some fifteen thousand bags. There is also some factory filled. While there is a fair stock held it is much less than at this time last year. Prices are very firm. The high freights this season will keep prices high. It is yet early for much business in Canadian salt.

Canned Goods.

There is just a fair business. Prices of vegetables are firm. In corn and Tomatoes the market is quite well supplied. Fruits sell slowly. Gallon apples are low. Salmon is unchanged. Lobsters are very high. In oysters some rather lower prices are quoted but not enough to effect the local market. Meats have had a fair sale for Spring. Domestic sardines are a light stock. Kippers and haddies are scarce.

Green Fruits.

There is quite a business here this season packing apples for export. It is said so successful is the venture a large warehouse for this purpose will be built this Summer. It is found when apples are shipped from the West for export in the Winter very many are frozen coming down. This is completely overcome by shipping them down in the Fall and holding in warehouse. They can also be repacked ensuring the very highest prices when shipped. Locally apples are dull. Oranges are unchanged. Californias and Jamaicas are quite low. Valencias are firmer owing to reports of frost. Lemons are low. A few nice grapes are still offered. Cranberries quite high.

Dried Fruit.

Business has been very quiet since the holidays. There is quite a full stock of seeded raisins and prices keep low. There is little demand for other lines and dealers are fortunate in having but light supplies. Prunes have but a fair demand; prices are low. Apricots and peaches show a very light sale. Dates are low and sell quite freely with fair stock held. Peels are but a limited stock, but there is little sale at this season. Figs are dull. Currants are low; there is a steady sale. Evaporated apples are held firm at the higher price. Onions are higher but have a limited sale owing to the cold weather.

Sugar.

The trade were somewhat surprised by a decline of ten cents this week; holders, however, are confident that the market will recover and go even higher. It is said this was a move by American refiners to take advantage of an opportunity offering to squeeze holders of raw sugar arriving on consignment in New York.

Fish.

There is a fair demand for fresh fish. Some cod and haddock are being received. The receipts of frozen herring are very light, and smelt have not been as scarce for years. Dry fish are still high. Pickled herring are rather dull. Smoked keep low.



IT gives an absolute check on cash and credit sales, on money paid out and on money received on account, thereby preventing disputes about accounts, the most fruitful source of misunderstanding.

National Cash Register Company
Dayton, Ohio

MANITOBA MARKETS.

Special Report from the Winnipeg Office of THE CANADIAN GROCER.

Quotations corrected by telegraph up to 12 a.m. Thursday, February 16th, 1905.

BONSPIEL weeks, with their usual influx of visitors to the city, are helping most branches of the retail trade and as the visitors include a number of retail merchants the wholesale trade is experiencing a little additional activity. Business thus far in 1905 has been fairly satisfactory, but it is not believed that there is any increase over the opening weeks of 1904. The slowness of collections is still the trying feature of a situation which would otherwise be fairly satisfactory and although a continued improvement is noted the condition of affairs is still far from what might be desired.

Prices throughout almost the entire grocery list are steady this week. The one exception is the sugar market, which took a downward turn last week just a few hours after The Grocer went to press. A reduction of 10 cents per cwt. was made on all grades of refined sugars in Winnipeg by the Eastern refineries and at the same time the British Columbia Refinery announced a similar reduction of 10 cents from their January 19th list for all points east of Dunmore. New York advices indicate a weaker sugar market and the best informed buyers are of the opinion that further declines will follow. Dried fruits are firm with a tendency to further advances. Evaporated apples are in brisk demand in view of expected advances in sympathy with the rising Eastern market.

Sugar.

As noted above the market has shown a downward tendency at last. Shortly after The Grocer went to press last week a decline of 10 cents on all grades of refined sugars was announced by the Eastern refineries and this was followed by an announcement from the British Columbia Refinery of a similar reduction on all grades to apply to points east of Dunmore. New York advices seem to indicate a further decline and it is likely that sugar will be bought in small quantities on a falling market. The situation being so uncertain readers are advised to consult always our "Last Minute Manitoba Markets" which appear on another page when changes are made between time of writing and time of going to press. We quote:

Montreal granulated, in bbls	6 30
" " in sacks	6 25
" yellow, in bbls	5 80
" " in sacks	5 75
Wallaceburg, in bbls	6 20
" in sacks	6 15
Icing sugar in bbls	6 90
" " in boxes	7 10
" " in small quantities	7 35
Powdered sugar, in bbls	6 70
" " in boxes	6 90
" " in small quantities	7 15
Lump, hard, in bbls	7 00
" " in ½-bbls	7 10
" " in 100-lb cases	7 00

Canned Goods.

The canned goods market is quiet and there are no new features of interest. We quote list, as last week:

Apples, 3's, 2 doz. cases, per case	2 15 2 20
Cherries, red pitted, 2's, 2 doz	4 40
Currants, red, 2 doz. cases, per case	3 35
" black, " "	3 75
Gooseberries, " "	3 50
Lawtonberries, 2's, " "	3 35
Pears (Bartletts), " "	3 50
Peaches, 2's, " "	3 75
" 3's, " "	3 75
Raspberries, red, " "	2 90
" black, " "	3 00
Strawberries, " "	3 50
Plums, Lombard, 2 doz. per case	2 35
" green gages, 2 doz. case, per case	2 50
Tomatoes, 3's, per 2 doz. cases	2 85 3 00
Corn, 2's " "	2 60
Peas, 2's " "	1 90
Beans, 2's " "	1 90 1 95
Salmon, finest sockeye, per case	7 00
" humpback, "	3 75
" cohoes, "	5 25
Boneless chicken, lb. tins, per doz	3 5
" turkey " "	3 25
" ducks " "	3 25

Spices.

Advices from primary markets indicate a somewhat easier tone in spices, but local prices are as before. We quote:

Pepper, black, per lb	0 18
" white, "	0 25
Cayenne, "	0 21
Cloves, ground "	0 25
Cassia, "	0 16
Allspice, "	0 14
Ginger, "	0 15
Cloves, whole	0 25

Rice, Tapioca, Etc.

The market is quiet and featureless. We quote:

Rangoon rice, per lb	0 04
Patna "	0 04½
Tapioca, per lb	0 03½
Sago, "	0 03½

Syrups and Molasses.

Corn syrups continue easy. Local prices are unchanged. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 40
" " 5-lb tins, per 1 "	2 70
" " 10-lb tins, per ½ "	2 50
" " 20-lb tins, per ¼ "	2 40
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Barbadoes molasses in ½-bbls. per lb	0 04
New Orleans molasses in ½-bbls, per lb	0 02½
" " in barrels	0 02½
Porto Rico molasses in ½-bbls., per bbl	0 04½

Coffee.

It is probable that slight concessions are obtainable on prices quoted as coffees are reported easier in outside markets. We quote:

Green Rio, per lb	0 11½
Roasted, per lb	0 14

Cocoa and Chocolate.

As noted in last issue, Baker's cocoa and chocolate have been reduced 3 cents per pound. The 1-4 and 1-2 pound packages of cocoa are sold now at 42c per pound and the 1-2 pound packages of chocolate at 37c per pound.

Baking Powder.

In last issue a reduction of about 10 per cent. in Price's baking powder. Quotations are:

Price's baking powder, 6 oz. size	1 90
" " 12 oz. size	3 75
" " 2½ lb. size	11 40
" " 4 lb. size	17 25
" " 5 lb. size	21 50

Jam.

It was noted last week that Upton's jam has been advanced to 50 cents per pail—an advance of 2-1-2 cents. The Brandon price is 52 cents, the price in Calgary and Lethbridge 57c, and the Edmonton price 60c.

Nuts.

Market is quiet and prices are unchanged. We quote:

Almonds, per lb	0 12½
" (shelled), per lb	0 28
Filberts	0 11
Peanuts, extra choice	0 11½
Jumbos	0 14
Walnut, per lb	0 12
" (shelled) "	0 25
Pecans, per lb	0 15 0 16
Brazils, per lb	0 16

Foreign Dried Fruits.

It is evident that the retail grocers are taking to heart the advice of the trade press, for there has been some heavy buying lately of dried fruits. The recent advances in one or two items are likely to be followed soon by others, as apricots, peaches, nectarines, etc., could not be bought by the wholesale houses now at the prices which are being charged the retail trade. Prunes are also a good investment at present low prices. We quote:

Valencia raisins, Trenor's, per case f.o.s	2 00
" selects	2 20
" layers	2 25
California raisins, muscatels, 3 crown, per lb	0 06½
" " " 4 "	0 07½
" " choice seeded in ¾-lb. packages per package	0 06¾
" " choice seeded in 1-lb packages per package	0 08 0 08½
" " fancy seeded, 1-lb. packages, per package	0 09½
Prunes, 90-100 per lb	0 04½
" 80-90 "	0 04¾
" 70-80 "	0 05½
" 60-70 "	0 05¾
" 50-60 "	0 06½
" 40-50 "	0 07½
" silver "	0 07½
Currants, uncleaned, loose pack, per lb	0 05½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 06½
" Vostizzas, uncleaned	0 06½
Dates, new per lb	0 05
Figs, cooking in bags, per lb	0 04½ 0 04½
Apricots, choice, in 25-lb. boxes, per lb	0 13½
" standard, " "	0 12½
Peaches, choice, " "	0 13½
" standard " "	0 13
Pears, (choice halves) " "	0 13½
Nectarines, choice " "	0 11
Plums, choice (dark pitted) per lb	0 10½
Candied Peel—Lemon peel, per lb	0 09
Orange "	0 09½
Citron "	0 14

Evaporated Apples.

The local market is very firm with a tendency towards an early advance. Stocks on hand are rapidly being depleted at present prices and new stock can not be obtained in the East to sell at present prices. We quote:

Evaporated apples (new), 50-lb. cases	0 07
" " 25-lb. cases	0 07½

Green Fruits.

Prices as quoted last week, when a number of changes were noted, are unaltered. Business is fairly active. We quote:

ORANGES.

Fancy navels, 96's to 112's, per case	3 00
" 126's to 150's	3 50
" 176's to 250's	3 75

LEMONS.

Fancy California lemons, 360's	4 25

(10c. off 5 case lots of oranges and lemons).

CRANBERRIES.

Cape Cod cranberries (frozen), per bbl	6 00
Jersey cranberries (unfrozen) "	11 00

BANANAS.

Per express only, per bunch	4 00

APPLES.

Fancy XXX apples, Spies, per bbl	5 00
Fancy XX apples, Spies, "	4 00
Fancy XXX apples, Baldwins, "	3 50
Fancy XXX apples, Greenings, "	3 25

GRAPES.

Malaga keg grapes, per keg	00



RETURNED
FEB 17 1905
To Montreal
Cull Book 30
Page 32

THE MODERN CLEANER

A MATCHLESS ARTICLE for all SURFACE CLEANING and for polishing METALS. It does THE COMBINED WORK OF ALL OTHER PREPARATIONS, works QUICK, contains NO GRIT and WILL NOT SCRATCH. CONTAINS NO ACID and will NOT injure the hands nor any article to which in may be applied.

BON AMI rapidly cleans WINDOWS, MIRRORS, SHOW CASES and all articles of GLASS BRASS, NICKEL, COPPER, TIN, ZINC, MARBLE, OIL CLOTH, WOODWORK and ALL PAINTED and UNPAINTED SURFACES, also JEWELRY, FILIGREE WORK and CELLULOID. REMOVES DIRT, TAR, PAINT, INK STAINS, ETC., FROM THE HANDS.

For sale by almost every Wholesale Grocer, Druggist or Hardware Merchant in Canada :

CASES OF 3 DOZ.

$1.19 per doz. or $14.28 per gross

F.O B. WHOLESALER'S SHIPPING POINT

Lots of 5 gross.....$13.40 per gross

Delivered to any Railway Station in Ontario, Quebec and Maritime Provinces.

TERMS : NET 30 DAYS OR 1% 10 DAYS

SOLE AGENTS IN CANADA :

HUDON, HEBERT & CIE.

MONTREAL

THE MOST LIBERALLY MANAGED FIRM IN CANADA



THIS SHOWS THE

"HALITUS"

THE FINEST VENTILATOR OR CHIMNEY COWL MADE.

It gives a **positive upward draft** under all conditions—can't get out of order—and exhausts more cubic feet of air per minute than any other ventilator.

Made of Galvanized Steel or Sheet Copper.

The perfect simplicity and clever mechanical arrangement of the "HALITUS" will delight you, if you want a ventilator that really and perpetually ventilates.

Read all about them in our catalog.

METALLIC ROOFING CO.,
Limited,
Wholesale Manufacturers,
TORONTO, CANADA.

Butchers, Merchants and Hide Buyers Should write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freights. He pays full market values. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.

BUY

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them.

Fish and Oysters.

Lake Winnipeg and Lesser Slave Lake whitefish are selling freely: there is a good demand for the fish from the latter lake as this is the first time it has been put on the local market. We quote:

Lake Winnipeg whitefish	per lb.	....	0 06
Slave Lake whitefish	"	....	0 07½
Yellow pike (pickerel)	"	....	0 05
Lake Superior trout	"	....	0 08½
Lake Superior loose frozen herring	"	....	0 03
Tubbees	"	....	0 04
Gold eyes	"	....	0 03
Blue fish	"	....	0 18
Mackerel	"	....	0 15
Red snapper	"	....	0 15
B.C. salmon (case lots 9c.)	"	....	0 09½
Halibut	"	....	0 08½
Jack fish	"	....	0 03½
Tomicods	"	....	0 05
Hake	"	....	0 07
Perch	"	....	0 04½
Eels	"	....	0 08
Cod, steak size	"	....	0 08
Cod, market size	"	....	0 07
Flounders	"	....	0 05
Haddock	"	....	0 08
Brook trout	"	....	0 22
Atlantic smelts, extra, 20-lb. boxes	"	....	0 12
" " No. 1, " "	"	....	0 08½
" " No. 2, " "	"	....	0 07½
"Halifax" brand salt cod, fish cakes 24-1's	"	....	0 11
"Acadia" " " " 20-1's	"	....	0 09
"Bluenose" " " " 20-1's	"	....	0 07
"Acadia" " " 2-lb. boxes	"	....	0 09
" " " 4-lb. "	"	....	0 09
" " shredded, 24 cartons, per bx.		....	2 00
" " " bulk, in 15-lb. boxs.		....	0 08
Large Labrador and Nfld salt herrings per 100 lb		....	5 00
" " " " per 20-lb. pail		....	1 20
Salt mackerel, in 20 or 30-lb. pails		....	0 12½
Finnanhaddie, in 15 or 30-lb. boxes		....	0 08½
Smoked halibut strips		....	0 11
Kippered gold eyes, per doz		....	0 50
Yarmouth bloaters, 60 in box, per box		....	1 75
Lobsters, fresh boiled, per lb		....	0 25
Shrimps, large size, per quart		....	0 60
Caviar, extra, small jars, per jar		....	0 40
Frog legs, 6 doz. in box, per doz		....	0 40
Oysters, standard, per gallon		....	2 00
" select, "		2 15	2 25

Green Vegetables.

Prices as quoted in last issue are unchanged. We quote:

Native onions, per lb		....	0 04
Spanish onions, per case		....	1 75
Carrots, per bush		....	0 40
Beets, "		....	0 70
Turnips "		....	0 40
Potatoes "	0 70	....	0 80
Celery per case (7 to 9 doz)		....	6 50
" " (doz.)		....	1 00

Flour.

We quote as last week:

No. 1, patent	....	2 95
" 2, "	....	2 75
" 3, "	....	2 00
" 4, "		1 50

Breakfast Cereals.

Cornmeal continues easy in tendency but no reductions have been made yet. Rolled oats steady. We quote:

Rolled Oats, 80-lb sacks, per cwt	....	2 00
40-lb. " "	....	2 05
20-lb. " "	....	2 10
8-lb. " "	....	2 40
Cornmeal, in sacks, per cwt	....	1 50
" in ½ sacks, "	....	1 55

Eggs.

Prices continue steady at former quotations. We quote:

Eggs, fresh	....	0 26
" finest glycerine pickled	....	0 24

(Packed in 25c. cases) which are not returnable.

NEW DEPARTURE.

N. & M. Smith, wholesale fish merchants, Halifax, who were recently burnt out, are building a new plant for the packing of all grades of fish-stuffs. It is the intention of this firm to make a bid for the fish trade of South and Central America which has hitherto been controlled by Norway. They will also put up in tin cases, dry fish similar to the Scotch pack of Ling, so largely used in India, South Africa and Australia.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words	each	insertion,	1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10 00

FOR SALE.

OLD established combined grocery, meat and liquor business, Hamilton; large and paying trade, and first class location. Splendid opportunity for a good man; satisfactory reason for retiring; the premises also for sale. Address P.O. Box 374, Hamilton. (9)

FIRST-CLASS General Store business, with Post Office in connection, in one of the best dairy sections of Eastern Ontario. Stock $3,000. Good store and nice dwelling attached. Will sell stock and real estate separately or together. A splendid opportunity. Satisfactory reason for selling. Address Box 220, THE CANADIAN GROCER, Toronto. (7)

SITUATION WANTED.

BY young man with seven years' experience in grocery business—both buying and selling—will take position either traveling or clerking. References. Address Box 219, CANADIAN GROCER, Toronto. (9)

WANTED—Position in wholesale, by young man, seven years in general store. Good references. Box 218 CANADIAN GROCER, Toronto. (8)

COMMISSION AGENT.

COMMISSION AGENT, acquainted with nearly all good wholesale buyers and largest retailers in the grocers and allied trades of the United Kingdom, and with personal connection amongst the majority of them, is open for sole agency for Canadian firm. Would be satisfied with comparatively small commission with view to securing large turnover. Advertiser is decided Christian, with first-class business and personal references. Mr. Dring, 50 Church Lane, Hornsey, London, England. (7)

GENUINE

PRATTS ASTRAL LAMP OIL

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY.

THE QUEEN CITY OIL COMPANY, Limited
TORONTO, ONT.

ARE YOU SELLING

McDougall's Bath Bricks

THE BEST IN THE WORLD.
D. McDOUGALL & CO., Glasgow, Scotland.

What the Trade Think of Proposed Tea Duty

THE following expressions of opinion have been received from members of the Toronto grocery and allied trades in regard to the resolution of the National Tea Association of New York, in favor of a re-enactment of the law providing for a duty on tea brought into the United States from Canada, which was repealed by Congress some time ago.

Mr. Michie, of Michie & Co., King street, Toronto: "The only man to be affected by the 10 per cent. duty on Canadian tea proposed by the New York Tea Association, are the Canadian importers who are catering to the American trade. As far as the Canadian wholesaler and retailer are concerned such a duty would not affect them. The United States has never been a formidable competition in the Canadian tea market and as far as the present is concerned they are not in a position to compete on an even basis with Canadian importers. Canadian consumers are years ahead of the States in general education along tea lines."

Mr. Ince, of Perkins, Ince & Co., Toronto: "At a meeting of the Toronto wholesale grocers held last week the general opinion expressed was that the imposition by the United States of a ten per cent. duty on tea coming from Canada would have little effect on their trade. The abolition of the present Canadian duty of ten per cent., however, would mean that the wholesale and jobbing tea business in Canada would be killed. If our market were to be opened up, New York would speedily become the market for Indian and Ceylon teas and Canada would become flooded with American tea. Wholesale grocers cannot help being opposed to any such scheme and it is a question whether the Government would dare to consider it seriously."

R. Barron, corner Czar and Yonge streets, Toronto: "I cannot see how the imposition by the United States of a duty of ten per cent. on tea from Canada would affect the Canadian retailer in any way. The only man to suffer would be the Canadian tea importers who pack in Canada for the United States trade. Of course something might be said in favor of the abolition of the Canadian duty of ten per cent. on tea entering Canada from the United States, in so far as I am a firm believer in international free trade.

"Years ago the Canadian duty was imposed to protect the Canadian wholesale trade against American tea importers who were inclined to dump surplus tea on the Canadian market from time to time. This day, however, has long since passed. Canada is relatively a far greater tea drinking country than the United States. Their importers cannot begin to cater to our wants even if the duty were to be taken off. We are 15 or 20 years ahead of the States in the tea trade and for some time to come can teach them some valuable lessons in the merits of Ceylon and Indian teas. The United States simply cannot compete for the Canadian tea trade, duty or no duty. There is, however, a small quantity of Formoso Oolongs imported yearly into Canada from the United States on which the duty of 10 per cent. is paid. The consumption, however, of this kind of tea is comparatively small, else it would pay the Canadian importer to buy direct from the country of growth and so avoid the duty. As for American package tea we use little or none and have not for years A great deal of our Indian and Ceylon tea comes in bond from the London tea merchants via New York. The imposition of a duty by the United States, however, would hardly affect this trade and even so it would not be a difficult matter to switch the port of entry to some Canadian port. From the retailer's standpoint the whole question resolves itself into 'a tempest in a teapot.'"

P. C. Larkin, of the Salada Tea Co.: "In my opinion we should have reciprocated in the way of discontinuing the tax against the United States tea long ago. What right has any merchant to claim protection? If one merchant cannot buy and sell goods as cheaply to the retail trade as any other merchant in any other part of the world, he is at a wrong occupation and should seek another sphere of employment. As a matter of fact the Canadian importer should be in a position to do better with tea than any importer in the United States, because the consumption per head here is enormously greater and enables the average man to handle more tea. It is only a matter of incompetence if he allows the American merchant under any circumstances to take away his business."

Mr. Watt, of Watt & Scott, Toronto, says: "The abolition of the duty on tea entering Canada from the United States might, probably, result in the United States refraining from giving effect to the suggestions of the National Tea Association of the United States.

"If tea from the United States could be entered free in Canada, while there is no doubt that importations from the United States would increase, such importations would not in any important degree interfere with the Canadian merchants' trade, or come in competition with him, but would, in fact, be imported by the merchants of Canada and distributed by them in exactly the same way and, presumably with as much profit as their importations from the countries of growth or elsewhere.

"May we also point out to you a disadvantage which Canadian importers suffer and which would be remedied if tea were made free from the United States, but which we suggest should be dealt with by the Government if it is decided to maintain duty on tea entering Canada from the United States, viz., the regulation which prevents the free entry of tea in Canada from country of growth, if diversion be made to any port in Canada other than the port in Canada named in the bill of lading and which the regulation requires to be named on the bill of lading for free entry in Canada. This regulation, we believe, was intended as a protection to the Canadian importer and to prevent an American importer from importing tea on an optional bill of lading and offering the tea for sale in Canada in competition with Canadian importers.

"The effect is that the Canadian importer is much handcapped and subjected to heavy local freights, whereas it is beyond the power of the Government to prevent American firms from importing teas on bills of lading having a Canadian port designated on said bills of lading and, in the event of sale while in transit, forwarding to and making free entry at the port named on the bill of lading, while if no sale effected in Canada, taking possession of the goods at the landing port in the United States and dealing with the goods there, but the Canadian importer having named say Montreal on the bill of lading and having sold in Toronto or Hamilton, must enter his importation at Montreal and pay local freight thence to the domicile of the buyer, and but for the regulation in question, he could instruct the steamer's agents at Boston or New York to send the tea through to the destination of the buyer, at the same rate of freight he would incur by taking the shipment to Montreal.

LEADING Montreal merchants, including brokers, grocers and importers, are of the opinion that to take the duty of ten per cent. off would be a gross act of business folly on the part of the Government.

W. H. Halford, of S. H. Ewing & Sons, Montreal.

"I think the Canadian Government would not listen to any such proposition and as to a duty being imposed in the United States on teas going from Canada I believe the trade generally would look upon this as immaterial from the fact that the percentage of bulk teas shipped from Canada to the States as against teas from the States here is

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE JOHN P. MOTT & CO. HALIFAX, N.S. 1846

MOTT'S: No better Chocolate

MOTT'S

"Diamond" Brand
and
"Elite"

Chocolates

Are Canada's BEST and
have done more than any other brands on the market to build up the chocolate consumption in Canada.

REASON—**They are Pure and the Best.**

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
A. TAYLOR, MONTREAL. R. S McINDOE, TORONTO. JOS. E. HUXLEY, WINNIPEG.

A TRADE WINNER FOR GROCERS.



The full flavor' the delicious quality, and the absolute **purity of Lowney's Cocoa** distinguish it from all others. It is a **natural** product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the nutritive and digestible product of the **choicest** Cocoa Beans. A quick seller and a **profit** maker for dealers.

THE WALTER M. LOWNEY COMPANY,
No. 447 Commercial Street, **BOSTON, MASS.**
CANADIAN BRANCH: 530 St. Paul St., Montreal

$10,000 $10,000

Ten Thousand Dollars in Gold will be spent by us during the year 1905 for advertising our different lines. We intend first to offer it to the Grocers of Canada.

Ask our Travellers how you can get your share.

LUMSDEN BROS.,

Wholesale Grocers and Manufacturers, - - Hamilton, Ont.

infinitesimal. A duty in the United States would of course effect our larger tea packers whom I understand ship rather extensively to different points over the line; this could be obviated by opening up branches on the other side and packing there, but I never can believe that the States will attempt to open up branches here, and bring teas on direct for the purpose of packing and avoiding the duty, they have had this privilege ever since package teas came into this country. As a matter of fact the United States in the past has looked upon Canada as a mere bagatelle, and more as a dumping ground for their inferior teas. I would obviate this as well as the difficulty of inferior teas by adopting standards and the present juncture is a splendid one for The Canadian Grocer to agitate for them. I maintain we should have a range of standards on a par with the United States. There are enormous quantities of Foochow, Oolongs, Pingsuey Gunpowders and Young Hysons, Moyunes, and Japan Dusts shipped there every season which will not pass their standards, and which are tendered to Canada, the majority of these being comparatively sweet in cup (which is all our inspector asks for) are admitted, the present duty of ten per cent. does not effect these teas owing to their having been shipped on a through bill of lading with some point of Canada designated and consequently admitted free. I therefore reiterate that should we adopt standards immediately we would then know exactly where we were, and I further maintain that all spurious, inferior or even questionable teas whether shipped to Canada or the United States should be destroyed, or else that the authorities insist on their being shipped back to the place of production at shippers' expense as positively and absolutely unfit for human consumption.

"We do not want this abominable trash, I firmly believe it is largely responsible for the long and continuous depression which we are experiencing. There is no money in it for the grower, merchant, broker, jobber or retailer, therefore, I say adopt standards, aim at elevation not degradation."

Jas. Rutherford, of James Rutherford & Co., St. Sacrament street: "I am surprised that U. S. tea merchants have not agitated this question before and could only attribute it to the fact that a large number of United States tea dealers were not aware of the fact that Canada was discriminating against them in the matter of tea importations. No doubt if the United States Government were to place a similar or higher duty against teas shipped by Canadian firms it would affect the trade here. We have all been doing more or less business with the United States and in order to keep us out I would not be surprised to see the United States Government putting a duty of 4c to 5c per pound against us and so shut us out altogether. Of course, I do not want to see the Canadian duty of ten per cent. taken off for obvious reasons."

Mr. Denis, of Kearney Bros., tea merchants: "It seems to me that this is a question for the United States to settle, and should a higher duty be placed on teas than we exact from them we would have to open up a branch across the line. We do quite an extensive business along the border towns, the same being transacted from Malone, N.Y. If any change is made one would have to meet the altered conditions and ship to Malone on through bill of lading instead of bringing on our teas here first. I don't see how it would effect us."

B. Trudel, manager of tea department of L. Chaput, Fils & Cie., wholesale grocers: "We would hardly be affected in any way by the imposition of a duty on teas going from Canada to the United States, but we would not care to see the 10 per cent. duty against teas coming from the United States into Canada removed. Without this duty the large American tea importers could leave their teas at Canadian points and when market conditions were unfavorable on their side of the line and they wanted to close out they could easily break prices to a point where the general trade would suffer. To a certain extent this is done now, and several large New York tea houses are holding stocks of Japans here, merely in order to work in with their American requirements. When the United States market is favorable these teas are promptly sent across, in the meantime these stocks are often of use to Canadian tea dealers and available in competition with Canadian houses. No, we would not wish to see the duty of ten per cent .taken off, it would certainly be an unwise move on the part of our Government."

Alexander Anderson, of Shaw T. Nishimura, Central Japan Tea Traders Association: "I am strongly opposed to any movement whatever tending to the abrogation of our ten per cent. duty against United States tea firms. It would be suicidal, we would be swamped by the larger New York tea shippers and the general tea conditions of Canada would receive a hard knock, and Canada be used as a dumping ground whenever the United States market was in a flat condition. I am strongly in favor of a movement in the direction of establishing tea standards and carrying out to the letter the exclusion of such stuff as even the United States tea drinker is not allowed to use and which finds its way at too frequent times into this market."

Cecil Gordon, of J. Alex. Gordon & Co., tea brokers: "The imposition of a duty by the United States Government against teas from Canada is a matter of no very great import, since the entire amount done by Canadian firms across the line is a mere trifle in comparison with the rest of the tea trade of the Dominion. The only parties it would affect would be the packet tea men, and they would overcome the difficulty by establishing pack-

JAMS
PRESERVES
MARMALADE
CONFECTIONERY

McGREGOR

Get this list firmly planted in your mind and order accordingly.

McGregor-Harris Co.
Limited
33 Pearl St., - TORONTO.

GRANULATED SUGAR

made from beets is every whit as good as if made from cane—and it is cheaper—gives the dealer a chance to make money on his sugar.

No orders, though, just now, stock all sold.

The Ontario Sugar Co., Limited
BERLIN, ONT.

40 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.


Trade-mark.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

No Chemicals are used in their manufacture.
Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.
Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use.
Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.
Buyers should ask for and make sure that they get the genuine goods. The above trade-mark is on every package.

Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 12 and 14 St. John St., Montreal

WE HAVE THE BEST
COCOANUT
IN CANADA

We have most up-to-date machinery, and are turning out the finest cocoanut on sale. "White Dove" brand is what you should ask for and insist upon getting.

W. P. DOWNEY, 26 St. Peter St., MONTREAL

EPPS'S
GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS COCOA

TRADE MARK
This design a guarantee of quality.

Manilla Paper
SMOOTH, TOUGH, BRIGHT, CLEAN
ALL SIZES AND WEIGHTS

Fibre Paper
THE TOUGHEST OF THE TOUGH
ALMOST WATERPROOF

SAMPLES AND PRICES GLADLY SENT.

CANADA PAPER CO.
Toronto LIMITED Montreal

ing houses across the line and so retain what connection they had."

Mr. H. K. Barnard, Canadian representative of Hunt & Co., Yokohama, "I consider that it is of vital importance to the Canadian tea trade that the present duty of ten per cent. on teas imported from the United States into our country be left undisturbed. If this duty were abolished our neighbors across the border could, in order to ease their markets, when they were dull and depressed and with large stocks, unload large quantities of teas here at lower than our ruling prices and upset the equilibrium of our markets, which would not be a desirable situation for any house interested in the tea trade. If the States were to place a duty against teas shipped from Canada I do not think it would affect our business to any very large extent."

Alfred Hebert, of Hudon, Hebert & Cie., wholesale grocers: "I have not given the matter any thought, in fact I do not know that it is of such importance as to warrant my giving an opinion. We are not interested in anything the United States may do in this matter that I can see. Certainly we would not care to see the present Canadian duty of ten per cent. reduced or taken off. Conditions are satisfactory to us as they are, why disturb them?"

The British Columbia Soap Works, Vancouver, are considering an offer to establish a branch factory in Vancouver.

SHREDDED WHOLE WHEAT

A GOOD FOOD IN STORE

The best foods you can have in your store are

Shredded
Whole Wheat Biscuit
and Triscuit

These products are the standard wheat foods of today and the most popular. They sell easily and are steadily demanded. They are marketed in a straightforward manner, with no premium, gift or other schemes to create bother and expense for you. ¶ This year they will be more heavily advertised than ever before. Be ready for the demand which they will bring to bear upon you.

The Canadian Shredded Wheat Company Limited
Niagara Falls Centre, Ont.
Toronto, Ont.

Hard To Beat

Our Vanilla and Lemon Bar to retail at 10c. is matchless value, and if you haven't stocked it yet you're missing a good one.

Specialties:

Peanuts (Salted), 5c. pkg., quality, A.1., 24 to box, 80c. per box.
Jujube Dolls, 5-lb. boxes, 85c. per box.
Funny Men's Faces, 5-lb. boxes, 85c. per box.
Orange Slices, (Fancy), 6-lb. boxes, 90c. per box.
Pickanninies, 6-lb. boxes, 85c. per box.
1,000 Little Injuns, 5-lb. boxes, 80c. per box.

Also a full range of gross goods and other specialties.

Imperial Biscuit Co., Limited.
GUELPH, ONT.

MAPLE SUGAR

¾ lb. Blocks

If you have hitherto omitted handling these blocks you cannot afford to do so any longer. They are a necessary adjunct to an up-to-date stock.

40 Blocks (30 lbs.) to case, - $3.00

Sell as a **10c.** block, or break in two and sell as a **5c.** block.

TORONTO JOHN SLOAN & CO. **BELLEVILLE**

EVAPORATED APPLES

Fine large Quarters

in Bbls. and 50-lb. Bags.

Exceptional value

WARREN BROS. & CO., :: TORONTO.

REPUTATIONS



count. The grocer who has the reputation of selling high-grade groceries has a double reward—one from within himself, the other from without.

SOUTHWELL'S JAMS and MARMALADE

on a grocer's counter and shelves help to secure for him this double reward. Order from your wholesaler.

Canadian Agents,

Frank Magor & Co.

MONTREAL.

MAPLE SYRUP

You are losing money if you do not carry a full line of Cabinet Maple Syrup in store.

NOTICE—Some parties claim to have Cabinet Maple Syrup put up under other brands. This is a mistake. All genuine Cabinet Maple Syrup has our name, MONTREAL MAPLE COMPANY, printed on every label.

PACKED IN TINS

6 gallons wine measure,	$4.50	per case,
12 half-gal., "	4.80	"
24 quarts, "	4.80	"
24 pints, "	2.50	"
5 gal. tin, imp. measure,	4.25	"

Freight prepaid up to 40c. per 100 lbs., all freight charges over 40c. per 100 lbs. to be added to invoice, in three case lots and over.

If your jobber will not supply you with our goods, write to us and we will see that your order is filled.

Accept no substitutes. None genuine unless our name is printed on every label.

THE MONTREAL MAPLE COMPANY

MONTREAL, - - QUE.

Fancy Biscuits

Perhaps you may forget that we make all sorts of Fancy Biscuits — make them with as much care, with as much Success as we do.

Perfection Cream Sodas

The grocer who becomes a customer of ours gets the very best goods and the very best attention— it is pleasant to have satisfaction always assured.

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

WHOLESALE GROCERS BRANCH OUT.

THE new Peterborough branch warehouses of T. Kinnear & Co., wholesale grocers, of Toronto, which have been under construction on the corner of Simcoe and Bethune streets for some weeks past, have now been thoroughly fitted up and active business was commenced on Monday last. C. Richor, well known for a number of years as the district traveler for Kinnear & Co., will continue to look after the outside interests of the firm. G. H. Rennie, recently of the head office, Toronto, will be in charge of the business office. These two gentlemen, with their assistant salesmen, have been busily engaged placing the heavy stocks in the different departments and looking after the orders which are already being booked quite freely.

This addition to the wholesale warehouses of Peterborough has been made necessary by the rapidly growing trade which Messrs. Kinnear & Co. have developed in this district. Peterborough, with its railway facilities, having been found to be a very convenient distributing point for their goods, and also on account of the saving in freight, was selected as an eligible point for a branch warehouse. The location secured, alongside the G.T.R. track and within easy access to the business thoroughfare of Peterborough, must prove quite an additional convenience to retail grocers, and one which they will, doubtless, properly appreciate.

ST. JOHN BOARD OF TRADE.

The MacLean Trade Newspapers are indebted to J. Hunter White for a copy of the annual report of the St. John Board of Trade for 1904, just issued. It gives in condensed form a comprehensive account of the development of trade and commerce in the Maritime Provinces during the past few years, emphasizing in particular the ocean traffic carried on at the port of St. John, to which the St. John Board has contributed in no small measure.



We can do it

and we will to do it— and so you have

E. D. S.

Jams, Jellies and Sealed Fruits

(IN GLASS)

—The highest grade made in Canada—equal to British standards, yet cheaper, owing to our unique advantages.

E. D. SMITH'S
FRUIT FARMS
WINONA, - - ONT.

We beg to advise the Grocers of the Dominion that we are making the finest **MILK CHOCOLATE** produced in the world, and are using pure Canadian Milk.

COWAN'S COCOA (Maple Leaf Label) Absolutely Pure.

THE COWAN CO., LIMITED, TORONTO

THE GROCER WHO SELLS

VAN HOUTEN'S COCOA

SELLS THE BEST COCOA

THE BEST IS WHAT THE CONSUMER WANTS

Giving to consumers what they want is the best way to retain their confidence. ***"Best and goes farthest"*** has been applied to Van Houten's Cocoa for several generations.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

"Irresistibly Delicious!"

PETER'S
THE ORIGINAL
MILK-CHOCOLATE

One taste will make a Peter eater!

MADE IN VEVEY, SWITZERLAND—FOR EATING ONLY.

A Quick, Steady and Profitable account for any dealer.

Send for a Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

old reputation

Attention!

old reputation

The BEST
of
Swiss Milk Chocolates

KLAUS'S
CHOCOLATES

are now introduced in the Canadian Market.

(Klaus's Chocolates were awarded the **Gold Medal** at the Glasgow Exhibition.)

Wholesale Depot for Canada:

Canadian Swiss Trading Co.
17 ST. JOHN ST.,
MONTREAL.

INTRINSIC MERIT is not the only strong feature about

BORDEN'S



CONDENSED MILK and



EVAPORATED CREAM

"EAGLE" Brand and "PEERLESS" Brand
ARE PROFITABLE SELLERS.

They please the consumer and bring repeat business.

WILLIAM H. DUNN, - MONTREAL

JOS. IRVING, 92 Wellesley St., TORONTO.
ERB & RANKIN, Halifax, N.S.
SCOTT, BATHGATE & CO., Winnipeg, Man.
W. S. CLAWSON & CO. St. John, N.B.
SHALLCROSS, MACAULAY & CO., Victoria and Vancouver, B.C.

Oranges are now in good shape.

Almeria Grapes.
Marmalade Oranges,
Florida Oranges,
Washington Navels,
Pine Apples,
Lemons.

Also car extra fine Cabbage, which we offer you at $2.00 per bbl.

McWILLIAM Mc. AND E. EVERIST

TORONTO, - - ONTARIO

Your orders by mail will have our best attention.

The DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets. TORONTO

DRIED APPLES

We pay highest market prices for bright dry quarters and make prompt remittance.

The W. A. GIBB CO.

Packers and Exporters

5 and 7 Market St., HAMILTON

Marmalade Oranges

Our first shipment of Marmalade Oranges will arrive this week.

Sizes—160s, 200s and 240s.

Get your order in early.

Send for Samples of our Navels.

HUSBAND Bros. & Co.

Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO.

GREEN FRUITS AND VEGETABLES

The Fruit By-Law Referred Back.

THE grocery, fruit and provision trades of Toronto will be interested to know that Dr. Sheard's proposed by-law to restrict the out-door exposure of fruit, meat, fish, etc., unless properly protected, which was brought before the City Council last week, has been referred to the city solicitor for re-arrangement, preparatory to an application being made to the Provincial Government for permission to enforce such a by-law in the municipality of Toronto.

Notwithstanding considerable opposition on the part of a large number of retail grocers and wholesale fruit men and produce merchants, it is likely that the by-law will go through with one or two modifications.

Fruit and Vegetable Markets.

Toronto, Feb. 16, 1905

GREEN FRUITS.

The green fruit trade has been seriously handicapped this week on account of extremely cold weather, which makes the shipment of fruit to outlying points impracticable except by express in limited quantities. Florida oranges are getting into small compass and are very slow of sale. Jamaica grape-fruit has appeared on the market, as well as California grape-fruit, the latter of which is selling at $3 per crate.

Florida tangerines are cleaned up on this market temporarily, although fresh supplies are expected during the next few days. There is a good demand for marmalade oranges, which it is expected will continue until April 1. Stocks of California navels on spot are still too large to suit the wholesale trade, and arrivals are increasing on account of this being almost the height of the navel season. Valencia oranges are scarce; it is thought that comparatively few Valencias will be seen on this market during the present season. The crop is very short on account of severe frosts in Spain; this, however, will not inconvenience the Canadian trade, as supplies of California navels are so plentiful. Mexican oranges are practically out of the market.

The demand for pines is improving. Cuban pines will be added to the list about Mar. 1. Sweet potatoes are scarce for the present, but are expected to arrive in liberal supplies shortly. Budd's long keeper cranberries are out of the market. We quote the following prices:

Florida oranges, per box	2 50	2 75
Florida grape fruit, per box	4 50	4 75
Jamaica grape fruit	4 50	4 75
Florida tangerines (half straps)	2 25	2 50
Florida pineapple, per case	4 50	5 00
Marmalade Oranges, per box		2 50
Mexican oranges, per box	1 75	2 00
California navel oranges, per box	2 50	3 00
Valencias ordinary, 420's	3 50	3 75
" 714's		5 00
New messina lemons, 300's, per box	2 50	2 75
" " 360's, per box	2 50	2 75
Bananas, large bunches, crated	1 50	2 00
Bananas, 8's, per bunch, crated	1 00	1 25
Apples, Winter varieties	1 50	3 00
Sweet potatoes, kiln dried, per bbl		5 50
Almeria grapes, per bbl. fancy	7 00	8 00
Cranberries, Howes	9 50	10 00
Smyrna figs, Eleme, four crowns		0 07
" " five "		0 08
" " six "		0 09
" " seven "		0 13
" " glove boxes, 1-lb	0 07	0 08
" " Protoben, four crowns	0 09	0 10
" " five "	0 12½	0 13
Comadre figs	0 03½	0 03½

VEGETABLES.

The vegetable business has inclined to quietness during the week under review, largely on account of cold weather. Trade in domestic vegetables is quiet, and, although some improvement in the demand for imported stuff is noted, this need not be expected to become a large item in the vegetable trade until milder weather sets in. Our quotations are as follows:

Greenhouse lettuce		0 35
Greenhouse radishes, per doz. bunches	0 40	0 50
Dry Mint, per doz bunches		0 20
Parsley, " "		0 20
Sage, per doz		0 20
Savoury, per doz		0 15
Carrots, per bag		0 60
Beets, per bu		0 60
Beets per bag		0 60
Dry Onions, per bag	1 90	2 00
Dry Onions, per basket		0 50
Spanish onions, per case		4 00
Green house water cress, per doz		0 25
Canadian celery, per doz	0 35	0 75
Potatoes, per bag		0 90
Parsnips, per bu		0 60
Parsnips, per bag		0 75
Cabbage, per head	0 08	0 15
" per doz		1 00
Turnips, per bag	0 30	0 35
California celery, per case		5 00
Hothouse cucumbers, per doz	1 50	1 75
Artichokes, per bu		0 75
Oyster plant, per bu		1 25
Greenhouse rhubarb, per doz	1 00	1 25
" onions, "	0 15	0 20
Florida head lettuce, per doz		1 00
Tomatoes, per case	4 25	5 00
California cauliflower, per case	3 25	3 50

Higher Prices for Tomatoes.

The Canadian Grocer has received the following official information bearing on the agitation now going on among the vegetable growers of Ontario for higher prices from the canners:

Canadian canners used to do quite a large export trade in canned tomatoes with Great Britain, which is now entirely cut off on account of higher prices prevailing for raw materials. There was also a good foreign trade with South Africa, the West Indies and Newfoundland, which is also going back to the United States packers. Not only this,

but in losing their order for tomatoes, Canadian canners are losing orders for other lines of vegetables and fruits.

A short time ago a prominent Canadian canner made the statement through the columns of The Grocer that tomato growers in this country are receiving from 7 to 8c more per bushel at the present time than is being paid in the United States. It is claimed in certain quarters that an additional 5c per bushel which is what the growers want, would shut off all possibilities of an export trade and materially increase the price of canned tomatoes to Canadian consumers.

To Utilize Surplus Fruit.

THE Victoria, B.C. Fruit Growers' Association is showing commendable enterprise in a scheme it has formulated for utilizing the surplus fruit product of the province, hitherto thrown upon the market to the disadvantage of the fruit-growing industry. At the present time it is negotiating with a number of local concerns looking to the establishment of a factory for the manufacture of jams and jellies, cider and other commodities obtainable from orchard truck and small fruits.

During the coming season, according to the estimate of a B. C. grower, about 100 tons of strawberries will be raised in the vicinity of Victoria. About one-half of this product will be shipped to the Northwest. A considerable part of the remainder, which because of size, quality, condition or other reasons, fails to find a market, will be turned into the factory and converted into those table delicacies such as jams and jellies, for which there is always a ready sale.

Then there are the culled apples to deal with, of which from five to ten thousand boxes are exposed in the local markets every year, to the detriment of the trade. The idea was to have this class of fruit manufactured into cider and jelly, or put through the evaporating process.

U. S. Apples in Great Britain.

Of the apple crop of the United States for 1904, the largest for eight years, 6,254,788 bushels were exported, the bulk going to England. Canada also had a large crop. The total exports to Britain from both these countries during the year just closed were 3,894,309 packages, consisting of barrels and boxes containing 10,904,977 bushels of fruit. In this number were included 388,975 boxes of California apples. The bulk of these fruits were sold in Liverpool, London and Glasgow.

Fruit News.

S. Haigh, the new manager of the Westminster Packing Co., New Westminster, B. C., has assumed his new duties. Mr. Haigh has for the past eighteen years been connected with the California fruit-packing industry. The Westminster Packing Co. was recently reorganized, the directors now being W. J. Mathers, president, and C. G. Major, H. Ryall, J. A. Montgomery, and A. E. White (secretary-treasurer).

Georgia fruit growers are of the opinion that the recent severe frosts have not injured the Georgia peach crop and that with normal weather conditions from now on a bumper yield may be expected.

MARMALADE ORANGES

We have arriving this week another car BITTER ORANGES, packed in cases, 160s, 200s, and 240s per box.

Price $2.50 per box

Special price in quantities to large dealers. Now is the time to push these goods.

White & Co. WHOLESALE FRUIT, PRODUCE AND FISH Toronto

W. B. STRINGER LISTEN J. J. McCABE

A Moment, Wholesaler.

Keep - thoroughly - posted - on - the - market - conditions, - buy - only - the - best - lines - and - you - will - increase - your - yearly - profits - materially. W. B. Stringer & Co., 61 Front St. East, Toronto, give - reliable - information - concerning - the - market - and - they - are - always - in - a - position - to - give - you - A1 - values - in - oranges, - lemons, - peanuts, - &c. Phone - them - at - Main - 5672 - wire - or - write - for - their - latest - prices. They - offer - the - best - fruit - and - never - ask - more - than - market - prices.

IT Saves Time and Worry By Ordering From us What you need in

FANCY ORANGES, LEMONS, ETC.

Knowing You will get Quick Service and

HUGH WALKER & SON, GUELPH, ONT. QUALITY AND PRICES RIGHT.

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886

Established 1870. 7 Gold and Silver Medals.

MAPLE SYRUP

Small's Brand is Standard

Government certificate of analysis on every package. That's all! Product of the Canada Maple Exchange, Montreal.

For sale through the wholesale trade only.

TRADE MARK. Smalls

SUGARS LTD.

MAPLE SYRUP & SUGAR SPECIALTIES

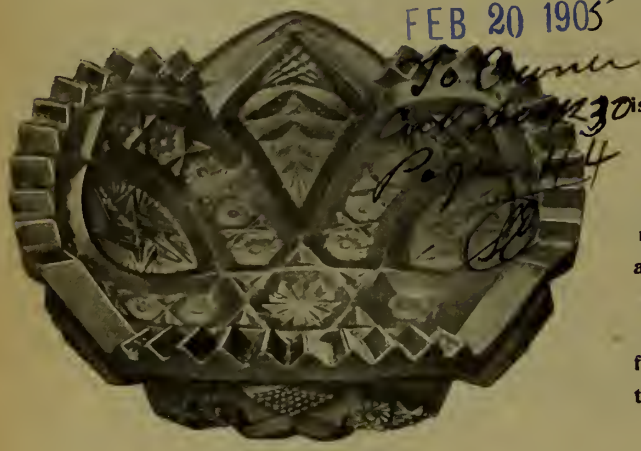
11 St Therese St., Montreal

Glassware Free!

The biggest thing ever offered.

You can give your customer a beautiful Pres-cut Glass Fruit or Bon-Bon Dish, or a Flint Glass Tumbler Free with every 25-cent sale.

RETURNED FEB 20 1905



TOP VIEW

The Dish here shown is of exceptional quality, and although not hand-cut, is so near in appearance to the rich and expensive cut-glass that few experts can tell them apart.

RETURNED FEB 20 1905



BOTTOM VIEW—SHOWING CUTTING

How it is done.

Every package of **Beaver Oats** contains one of these beautiful Dishes or Tumblers. Every purchase of a 25-cent package of **Beaver Oats** gives the customer one of these handsome premiums. *They are in the package.*

Beaver Oats are flaked oats of best "Crown" Mills Quality, and are put up in giant 5-lb. attractive cardboard cartons. These are irresistible sellers.

What to do.

Send us your order for one case of **Beaver Oats** (if you make it five cases, we'll deliver free) at $4.00 per case of 20 packages, and specify whether you want Fruit Dishes or Tumblers.

This will make a red-hot "Special" for March trade.

Send order at once—to-day—and mention THE CANADIAN GROCER.

P. McINTOSH & SON

Cereal Millers

Toronto

Flour and Cereal Foods

Manitoba Grain Growers Meet.

MANITOBA grain growers met in annual convention in the Town Hall in Brandon on Wednesday and Thursday of last week. The meeting was of interest to grain men generally, not only because of the numbers and influence of this association, but because in view of the loud complaints from grain growers through the West with the practical working of the Grain Act and the dissatisfaction expressed with the grain standards, buyers and others were interested to know what would be the recommendations of the convention.

It was made abundantly evident at the informal meeting held on Wednesday morning before the formal opening of the convention in the afternoon, that the average grain grower, although much dissatisfied with the present state of affairs is utterly unable to suggest any practical remedy.

The principal cause of complaint was the "spread" in prices between the various grades of wheat. When there is a difference of several cents per bushel between the prices of two grades the man whose wheat just misses the higher grade and of necessity falls into the lower one, thus causing him a considerable loss, is likely to oppose all fixed grades and to favor the buying and selling of wheat by sample.

In years when the quality of the wheat crop is good there is very little dissatisfaction, but in 1904 there was a great quantity of inferior grain and hence the dissatisfaction. The higher grades were at a permium because of their scarcity and the difference in the prices of the various grades was considerable.

MORNING MEETING.

An informal meeting was held on Wednesday morning, Dr. Young, of Manitoba, occupying the chair, and at this meeting the general dissatisfaction and the inability to suggest a remedy were apparent from the beginnning. Grotesque remedies such as the lowering of all standards in order to admit inferior wheat to be classified as No. 1 hard and thus obtaining a No. 1 hard price, and the arbitrary fixing by law of the "spread" between the prices of grades divided the attention of the meeting with proposals to recommend the abolition of all grades and the buying and selling of wheat by sample.

It was noticeable that the reasonable men were those who had had personal contact with the members of the Grain Standards Board and who had met men in other branches of the grain trade on the floor of the Grain Exchange in Winnipeg. Notable among these was D. W. McCuaig, of Portage la Prairie, the newly elected president of the association. His address at the morning meeting showed him to be a reasonable man.

He contended that the Grain Inspection Act had been improved by experience until it is almost as perfect as it is possible to make it. That was not to say that it was always carried out in its entirety, and it should be the object of the association to see that it was thus carried out. He thought it would be impossible to devise any Act which would satisfy all parts of the country. There were many complaints this year and yet the system was as good as human ingenuity could make it. Some members of the association favored the abolition of the grading system, but he wished to remind them that it would cost as much to buy one car of grain "on sample" as it cost to buy ten under the present system and the cost would necessarily be borne by the grain producer.

At the last convention a committee had been appointed to confer with railway men, grain buyers, members of the Grain Exchange, etc. The committee had been met in a most reasonable and conciliatory spirit by the members of the Grain Exchange and their recommendations had been adopted by the conference without a dissenting voice. The recommendations of the conference were incorporated in the new Grain Inspection Act by the Government at Ottawa.

The new Act having superseded the old, there was no Grain Standard Board in existence after it was passed. On October 12, Mr. C. N. Bell, secretary of the Grain Exchange, recommended the department to appoint certain men as members of this board. There was no time to spare at that late season and hence, as no nominations had been made before, Mr. Bell made certain recommendations. The majority of the board were farmers.

The Standards Board met, the speaker being a member. The great difficulty was the "spread" in prices of different grades. Could not the board make more grades and thus reduce this "spread"? The first thing to consider was how many grades the elevators could accommodate and it was evident that it was not practicable to insist on having many more.

It was decided to make two additional grades, one to come between Nos. 3 and 4, to be known as No. 4 extra, and one between No. 4 and feed, to be known as No. 5.

Having come to this decision the Grain Standards Board repaired to the sample room and found perhaps 150



YOU SEE

We're human, and selfish —just a little—and possibly a trifle vain over our success.

If the public and grocery men find

Orange Meat

more to their liking than they do any other breakfast food, we are mighty glad, that's all, for we make it.

But we try to keep friendly with everybody, because we're made that way.

Won't you give an order to your wholesale grocer ?

The Frontenac Cereal Co.
Limited.
KINGSTON, ONTARIO.

samples of wheat mostly from Manitoba. There were scarcely any samples from the Territories, and there has been much dissatisfaction there with the action of the board. The fact of the matter is that the Standards Board met too late for Manitoba and too early for the Territories. The task of making two new grades was found to be a very difficult one and it occupied two days. He did not think it would be possible to strike another grade between No. 4 and No. 4 extra. As grain growers, the Grain Standards Board undertook to split grades in order to split prices. They had accomplished a little. Grade No. 5 was a benefit but No. 4 extra had not helped so much. It was an impossibility to control the spread of prices between grades.

AFTERNOON MEETING

On Wednesday afternoon the convention was formally opened. President William Ryan, of Ninga, presiding. The president delivered a lengthy address in which he referred to such topics as railway rates, the lumber combine, and the late opening of the Lake Superior ports. He argued for an experiment with ice breakers in these ports.

Following the president's address a resolution condemning all duties on lumber was passed by a standing vote and telegraphed to Ottawa. The convention then proceeded with the work of appointing committees and afterwards listened to reports from various branches. A notable feature of these reports was that although all speakers were requested to report car shortages only two trifling complaints were made.

THURSDAY SESSIONS.

New officers were elected for 1905 as follows: President, D. W. McCuaig, Portage la Prairie; vice-president, R. C. Henders, Culross; directors, William Ryan, of Ninga; C. Rogers of Carberry; J. Benson, of Neepawa: Dr. Fraser, of Hamiota, and J. Forke, of Pipestone. J. W. Scallion was re-elected honorary president.

David Home, grain inspector, of Winnipeg, delivered an interesting address explaining in detail how the work of grain inspection is done. His staff are experienced and their numbers are sufficient to enable them to attend to the work properly. He argued strongly that the present system is fair and the best that can be devised to meet the various requirements of the Western grain trade. He was of opinion that there is a sufficient number of grades now. It was a mistake to suppose that the grades had been raised this season; the whole trouble was that this year there had been a low grade crop.

GRADING RESOLUTIONS

A long discussion waged over the recommendations of the grading committee. The resolution submitted by the grading and inspection committee was as follows:

"Whereas, the present high standard of our Manitoba No. 1 hard wheat has won for us an enviable standing in the markets of the world, we deem it unwise to lower the standard of same, but would recommend that the Inspection Act be amended so as to provide for the testing of our wheat, so that the standards of the different grades may be established according to the relative milling value of the same. The difference in value between the different grades not to exceed 3 per cent. of the value of No. 1 hard wheat.

"We further recommend that inspectors' certificates show the weight per measured bushel of each car of grain.

"Be it resolved that this committee recommend the appointment of one or more, if necessary, qualified competent person or persons, to be clothed with the full power to act in conjunction with the present inspector in the interests of the Grain Growers' Association of Manitoba.

"That a charge to cover expenses in this direction be made on each car, and that he have full power to ask for re-inspection and a survey, if instructed by shippers to do so, and he deems it advisable.

"That we take steps to have Winnipeg made an order point, in order to enable shippers to sell on sample when considered advisable to do so."

After long discussion this resolution was adopted with the exception of the clause with reference to the three per cent. "spread." The good sense of the meeting finally prevailed, as it would be ridiculous to attempt to regulate the "spread" by legislation. The portion of the resolution in favor of making Winnipeg an order point and selling on samples provoked a long discussion and finally carried.

"I Am Good For One Car a Month."

Strong Advertising in local newspapers enables the grocer to more than double his sales. A prosperous grocer in Paris, Ontario, writes THE OGILVIE FLOUR MILLS CO., LIMITED, Montreal, as follows :—

PARIS, ONT., February 6th, 1905.

" Your advertising through the local papers is bringing your flours to the front in this section of Ontario, which I think the hardest part of Ontario in which to introduce hard wheat flour. It took me three months to sell my first car, but I think from now on I am good for a car a month." T. M. NICOL.

This is the way the sales double up when

"Royal Household" Flour

is once introduced. Once the women have given it a trial the WORK is all over. After that comes a steady demand—and no other flour can take the place of " ROYAL HOUSEHOLD."

If you push "ROYAL HOUSEHOLD " you get the trade.

THE OGILVIE FLOUR MILLS COMPANY, Limited

MONTREAL.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.



In 1-lb. and 2½-lb. pockets



In 1-lb. and 3-lb. pocket

See Here, Friend Grocer,

Do you know that you can very greatly improve your Rice trade by selling

Pocket Rice?

Order a 100 lb. bale from any of the following Distributers:

TORONTO	HAMILTON
Eby Blain Co., Limited	Balfour & Co.
Davidson & Hay, Limited	W. H. Gillard & Co.
Warren Bros. & Co.	Lucas, Steele & Bristol.
James Lumbers	

LONDON

A. M. Smith & Co.	E. Adams & Co.
Elliott, Marr & Co.	Lind, Kerrigan & C

ORME & SUTTON RICE CO.,
MILLS: NEW ORLEANS.
104 WALL STREET NEW YORK
BRANCH OFFICES: Philadelphia, Bourse Bldg. Toronto, J. S. Donaldson & Co., 50 Front St. E.

We beg to call the attention of the trade to the fact that we have the most modern machinery for manufacturing the following goods:

Rolled Oats
Gran. Wheat
Gold Dust
Family Oatmeal
Ground Wheat
Sd. and Gr. Oatmeal



Pot and Pearl Barley
Ground Oats
Flaked Wheat
Split Peas
Pea Meal
Ground Corn
All kinds of Feed

Consequently the goods are the best in the market.

PHONE, WIRE OR WRITE US FOR QUOTATIONS. PROMPT DELIVERY IN MIXED CAR LOTS OR OTHERWISE. LETTER ORDERS A SPECIALTY.

WM. McCANN MILLING CO., OFFICE and MILLS FOOT JARVIS STREET Toronto

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Visitors to Cuba.

J. BRUCE PAYNE, of the Bruce Payne Co., Granby, Que., chatted freely the other day about his recent trip to Cuba. He visited the island ostensibly on business, and was one of a large party who were accompanied by Mr. Gagnier, of the Tobacco Journal. Mr. Payne said:

"My first visit to the island was in 1890, when I was only 25 years old; in fact, I was told that I was the youngest man that ever went to Cuba to buy tobacco solely upon his own judgment. I took $10,000 in cash with me and secured some fine tobaccos, and did not get stuck on a single bale.

"At that time very few manufacturers visited the island, and those that did were usually accompanied by their foreman or some leaf expert.

"The week I first struck there they had nineteen deaths from yellow fever. This was one of the principal reasons that kept foreigners from visiting the island, as well as the fact that all tobaccos had to be paid cash. Further, there was no guarantee as to quality, 'no money back at the end of three months for unsold goods,' and plenty of sharks to foist poor tobacco on the inexperienced buyer.

"To-day Havana is a very clean city, and very healthy; they now have sewers, and a first-class sanitary department. Many New York and Boston houses have branches in Havana, and own their plantations in the country; there is no danger of yellow fever, and cigar manufacturers can find many Americans ready to sell tobacco, thus dispensing with the services of an interpreter.

"I took along with me one of the directors who has charge of the 'Pharoah' department of our business, that he might get acquainted with the mode of buying, so when I drop out of the business there will be someone qualified to continue the work and maintain our high reputation for quality. As I have been to the island several times, the usual Latin race customs and tropical scenes did not attract my attention, so I attended to business.

"I took one afternoon, however, to visit the sugar cane crusher, the tobacco plantations, and pineapple plantations. While I am always in close touch with the Havana market and knew that prices this year were high, I was hardly prepared for the extremely high prices asked for Manicaragua, Remedios and Santa Clara. These grades are used for seed and Havana cigars, and are raised on dark loamy soil, while wrappers for clear Havana goods are grown on sandy soil. Owing to the high price for sugar this year many farmers found it more profitable to use their dark loamy soil for sugar cane instead of tobacco. The 1904 crop, therefore, was fully 100,000 bales short and as the high prices were not established till after the cane had been sown on the tobacco land, the prospects are that the 1905 crop will also be high priced.

"By that time the farmers will think their fortunes will be made in tobacco, everybody will plant it, there will be an abundant crop, and prices will tumble, at least I hope it will turn that way because by that time I will need more tobacco for our 'Pharaoh,' as I have only two years' supply on hand.

"The price for second Cappaduras is correspondingly high, so that some manufacturers may have to substitute Pennsylvania, Ohio or Brazil for their 5c. lines; but I think by personally visiting the Havana market, I will always be able to pick up good tobacco at a price that will enable me to maintain the quality of the 'Pebble.'

"When in Havana I purchased enough, together with my present stock, to keep over a million 'Pebble' smokers going for a couple of years.

"The city of Havana is still essentially Spanish. Nine men out of ten you speak to on the street will shrug their shoulders and say 'No comprendo'; even the policemen cannot speak English. Their cooking is still Cuban, and I hope Sir Wm. Van Horne may be able to build an American hotel there, as it is a necessity, and will be well patronized, as tourists are going to Havana more and more yearly."

* * *

N. Michaels, Montreal, in chatting about his recent Cuban trip, said the object of the visit was to induce more direct business connections between the Canadian manufacturers and the Cuban planters. That this object had now been attained, he had little doubt. Formerly it had been the practice of Canadian manufacturers to buy their raw materials from United States houses. Now they will do business direct with Cuban planters. The result will be to give a cigar of better quality for less money than is the case at the present time. Canadian manufacturers during the past month gave larger orders than ever before in their experience.

A number of Canadian manufacturers, including J. M. Fortier, and Alphonse Goulet, of Montreal, Bruce Payne, of Granby, and Mr. Miller, of Quebec, left New York on January 7, and had a four days' sail to Havana, Cuba. There they were met by a committee of the planters, who put them up at the Hotel Trocha on the Vedado. The Ward Line, on whose steamer, the Moro Castle, the trip was made, entertained the Canadians in royal style, as also did the Cuban planters.

News of the Trade.

Last week the Montreal grocers, Fraser, Viger & Co., had an exclusive window decorated with the famous Craven mixture. The tobacco boxes were artistically decorated and lent themselves to a pleasing arrangement in the window. A large firm like this giving so much attention to tobacco might be an object lesson to the small grocer that there is money in a good tobacco department.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

Unsaleable Goods

Fight shy of them. They cost too much, even at a bargain.

You're safe if you buy our **Pebble** 5-center and **Pharaoh** 10-center cigar. They are guaranteed to sell. Money back if they stick. They are cigars widely advertised. No need whatever to buy cigars whose sale is doubtful.

Express paid on lots of 1,000, assorted as desired

J. BRUCE PAYNE, Limited, Mnfrs., - GRANBY, QUE.

Feb. 17, 1905

Every tub must stand on its own bottom.

FOR EXAMPLE

T & **B** Smoking Tobacco has never had to rely on any support. It has stood all the days of its life on its own merit. No buttress of words can uphold year after year an unstable article.

GEO. E. TUCKETT & SON CO., Limited, Hamilton, Ont.

Is it a "King Buffalo"?

Thus one smoker to another, and the fame of the best 5-center made goes from mouth to mouth. In addition we help on the sale of this Cigar by providing the dealer with liberal advertising literature.

.. RETURN POCKETS AND SECURE SET OF FINE ART PICTURES

$35.00 per M. We pay express on Sample orders if cash accompanies order. Express paid on Sample hundred if cash accompanies order, also on all time orders of ½ M. or over.

CANADA CIGAR CO., Makers, London, Ont.

The Chamberlain Cigar

The best value in Canada! Sold the world over! It will help your trade tremendously! Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,
MONTREAL.

MANUFACTURERS OF
Cigarettes and Cut Tobacco.

We insist upon two things—1st the favor in which **McALPIN'S Tobaccos** are held by those who use them. This is known to you all.

McAlpin's
Smoking
Chewing
Tobaccos

The second point is the profits that the grocer finds in **McALPIN'S Tobaccos** —a profit that is not yielded by other Tobaccos. A strong point. is it not?

Freights And Charters

A BUSINESS man of St. John, N.B., has written to say that it is not desirable to quote rates which would seem to be to the disadvantage of the port of West St. John. THE CANADIAN GROCER appreciates that fact, and would be the last to do anything to injure any port, more especially our leading Canadian winter port. On inquiry it was found that the 5 per cent. primage which is charged on berth quotations from St. John is also charged from Halifax, at least this was shipments have been made to Nova Scotia on the same basis. These are said to be in fulfilment of contracts made before the expiration time fixed by the I.C.R.

When the ss. Wyandotte sailed for South Africa she carried one of the finest cargoes that yet has been shipped from St. John. There were shipments for Durban, East New London, Port Elizabeth and Cape Town. What was especially noticeable was that the two large Canadian millers, namely, the Lake of the Woods and the

SWEET CAPORAL



CIGARETTES

STANDARD OF THE WORLD

Sold by all Leading Wholesale Houses.

BERTH QUOTATIONS--St. John, Halifax and Portland

The under-noted rates from West St. John are subjected to 5 per cent. primage additional.

Description.	Liverpool.	London.	Bristol.	Glasgow.	Manchester.	Dublin and Belfast.	Capetown and Port Elizabeth.	Leith.	Aberdeen.	Cardiff.	Hamburg.	Havre.	
Oil Cake	* 5/	‡ 5c	‡ 9c	‡ 6c	* 5/	*11/6	*12/6	.....	.....	.....	.....	.....	.....
Sack flour	* 5/	‡ 5c	‡ 9c	‡ 7c	* 5/	*12/	*12/6	.....	.....	.....	.....	.....	.....
Canned meats, fish	* 7/6	*12/6	*15/	*12/6	*10/	*15/	*15/	.....	.....	.....	.....	.....	.....
Provisions	* 5/	*12/6	*15/	*12/6	* 5/	*17/6	*15/	.....	....	.....	.....	.....	.....
Tierces lard	* 5/	*12/6	*15/	*12/6	* 5/	*17/6	*15/	.....	.....	.....	.....	.....	.....
Pail lard	* 7/6	*17/6	*20/	*17/6	* 7/6	*20/	*20/	.....	.....	.....	.....	.....	.....
Butter	*15/	*25/	*25/	*30/	*15/	.....	*80/c.s.	.....	.....	.....	.....	.....	.....
Cheese	*10/	*20/	*20/	*25/	*10/	.....	*80/c.s.	.. ..	.....	.....	.....	.....	.....
Eggs in c. s. (meas't)	*10/	*15/	*15/	*15/	*10/	.....	*40/c.s.mt.	.. ..	.....	.....	.....	.....	.....
Clover seed	*10/	*10/	.....	*15/	*10/	*15/	*15/		.....	.....	.....	.....	.....
Cotton	‡15c	.....	.....	.....	‡15c	.....	.....	.....	.....	.....	.....	.....	.....
Apples, per bbl	2/	2/	2/6	2/6	2/	31/	10/c.s.	.....	.....	.....	.....	.....	.....
Meas't goods	†Fine20/ 7/6	....	†Fine20/ 12/6	†Fine2/ 12/6	†Fine2/ 10/	†12/6	†15/	.....	.....	.....	.....	.....	.....
Leather sole	*20/	*25/	*25/	*30/	*20/	*22/6	*25/	.....	.....	.....	.....	.....	.....
Leather finish	*15/	*20/	*20/	*20/	*15/	*17/6	*20/	.....	.....	.....	.....	.....	.....
Lumber, hard	* 8/	‡10½c	*12/6	*14c	* 8/	*15/	*15 m't	.....	.....	.....	.....	.....	.....
Lumber, soft	* 9/	‡12c	*15/	‡16c	* 9/	.....	*17/6 m't.	.....	.....	.....	.....	.....	.....

* Per ton 2,240 lbs. † Per ton of 40 cubic feet. ‡ Cents per 100 lbs. without primage.

The above is for general information only. These rates liable to change without notice and are therefore **Subject to Confirmation.**

When ocean charges are collectable at port of destination, rates exchange on basis of $4.80 to £1 sterling. When ocean charges are prepaid, rates exchanged on basis of $4.86 to £1 sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option prompt advice will be facilitated by informing us of the relative weight and measurement of the mdse. when applying for rate. It is also necessary to know shipping point and on whose account engagement is to be made. All contracts subject to confirmation.

given on the strength of the C.P.R. foreign freight department. So the charge would in no way discriminate against St. John. Then, further, it merely says that the goods are subject to primage which might be imposed on perishable goods and others.

Just now some interest is being taken in the shipment of hay and the market is being watched closely. There is still some hay being shipped to the Government factories at P.E.I., upon which it is understood the freight is free. It has been found out that this is true, and that Ogilvie Flour Mills Co., Limited, were large shippers to South African ports. W. Loggie shipped four cases of salmon, but what was most disappointing, from a Canadian trade standpoint in one way, was to see the large shipments of American canned meats, etc. Even though Canadian lines got the freight the big U.S. meat houses seem to get the trade over there. This is vital to Canadian manufacturers and certainly it is said that there is a lack of Canadian commission houses in South African ports. The Pedlar Roofing People of Oshawa seem to be doing well and had a cargo for nearly all the ports of destination. Arkell & Douglas were also big shippers.

ANTI-DUTY LEAGUE.

A league has been formed in Great Britain with the object of bringing about a reduction of the 8d. duty on tea. Representatives from the Indian and Ceylon Association are actively supporting the league, whose members comprise not only many Indian and Ceylon producers but several of the large distributing firms.

THE OFFICE END

DEVOTED TO THE OFFICE STAFFS OF BUSINESS ESTABLISHMENTS

CLOSING THE BOOKS.

AT the close of a financial year in almost any business, there are a large number of outstanding items prepaid or still due, as the case may be, to be provided for, also apportionments of different charges to the proper accounts. Bookkeepers, having this department in hand, would do well to keep a record as these items turn up during the year in order that it would not be necessary to go back over the work of the year to discover them. This record may be kept on cards arranged alphabetically, showing the date paid, the date to which the account is prepaid and any other information necessary to ascertain particulars in regard to the account charged.

The following outstandings should all be provided for, viz:—

Insurance—Prepaid or due.

Advertising—Permanent advertisements, such as sign boards, magazines, etc.

Fuel, Water and Light—Fuel on hand, water and light prepaid or due.

Rebates—Due on purchases or sales.

Rents—Prepaid or due.

Taxes—Prepaid or due.

Catalogues, Price Lists, etc.—Stock on hand.

Salaries—Apportion general salaries over different departments.

Wages—Apportion for unproductive labor over different departments.

Freight—Payable on goods in transit.

Cash Discount—Approximate allowable on sales or receivable on purchases.

Interest—Accrued on bills or notes.

Dr. Cash Journal. Cr.

	Ex. change	Drafts	Bank Deposits	Cash Receipts	Sundries	Folio	Date	Accounts	Particulars	Folio	Sundries	Cash Payments	Bank Withdrawals	Drafts	Sales	Bills Payable

This form of cash journal is a development of the old six column journal and comprises cash book, blank book and journal. In a small business it would be found very useful.

A FEW HINTS TO THE RETAILER ABOUT HIS RECORDS.

USUALLY a retail merchant has very little time to devote to his books of record, and, especially in a small business, the margin of profit would not permit of keeping a bookkeeper for this purpose. His object, therefore, should undoubtedly be to perform this department of his work as quickly as possible, still obtaining the desired results, but without re-writing the same material in any way.

The salesman taking the order should use a duplicate cash, sale or charge book, giving the customer the original copy, or, if the goods are delivered by a driver, send the original to the customer with the goods. The total amount of the sale may then be posted direct from the sale book to the customer's account in the ledger and the totals of the sale for the day, week, or month recapitulated from the same book the grand total being posted to the credit of "Sales" account or "Merchandise" account.

When rendering monthly statements to the customers, it should only be necessary to enter on statement the date and amount of purchase, as the customer has already the original bill of goods with which to check his statements.

The retail merchant does not demand from his wholesale house a statement of the goods in detail each month, and if the customer of the retail merchant preserves the original bill sent with the goods, an itemized account would be unnecessary. If, however, it was found that too many requests were being made for the complete statement of goods purchased during the month, a triplicate bill could be made by the salesman who originally took the order, and these bills would be filed alphabetically until required at the end of the month. As a good check on the delivery of goods, it might be well to have the clerk laying up the order, check each line on the left hand side of the order and the driver who delivers the goods double check the goods when packing in his wagon or on delivery.

FORCE AS A SUCCESS-FACTOR.

More people fail from lack of force than from lack of education or opportunity. A man may be well educated, or brilliant, and yet, for lack of force, be a complete failure in his vocation. A man or woman may succeed without education, but not without force; without capital, but not without energy.—Success.

This list is for the purpose of placing retailers, manufacturers' jobbers and other readers in touch with reliable and competent accountants and auditors whose services are so frequently required for such purposes as opening books,

Leading Canadian Accountants and Auditors

adjusting and auditing accounts, arranging partnerships or organizing joint stock companies, devising special office systems, making collections and investigations, handling estates, making valuations, etc.

DAVID HOSKINS, F.C.A.
Chartered Accountant, Auditor, Financial Valuator.
27 Wellington Street East, - - Toronto, Canada.

This Space $15 a Year.

JENKINS & HARDY,
Assignees, Chartered Accountants,
Estate and Fire Insurance Agents.
15½ Toronto Street Toronto.
465 Temple Building, Montreal.
100 William Street, New York.

This list is for the purpose of placing manufacturers, wholesale and retail merchants and other readers throughout Canada, and firms abroad doing business in Canada, in touch with the legal profession throughout the Dominion, for the collection of accounts, legal representation,

LEGAL CARDS.

organization of companies, the arrangement or dissolution of partnerships, or assignments, as well as all other matters of a legal nature.

For advertising rates apply to MacLean Publishing Co., Limited, Montreal or Toronto.

TUPPER, PHIPPEN & TUPPER,
Barristers, Solicitors, Etc.
Winnipeg, - - Canada.

ATWATER, DUCLOS & CHAUVIN
Advocates. Montreal.
Albert W. Atwater, K.C. Consulting Counsel for City of Montreal. Chas. A. Duclos. Henry N. Chauvin.

BEATTY, BLACKSTOCK, FASKEN, RIDDELL & MABEE
Barristers, Solicitors, Notaries, Etc.
Offices, Bank of Toronto.
Tel. Main 3813. - - - - - Toronto, Ont.

Educational Department.

The following institutions for the education of business men's sons and daughters are recommended by this paper:

St. Margaret's College, Toronto

A Boarding and Day School for Girls.
Thorough courses in every department.
Only teachers of the highest academical and professional standing employed.

GEORGE DICKSON, M.A., Director.
MRS. GEORGE DICKSON, Lady Principal.

TELEGRAPHY SHORTHAND

Metropolitan Business College
OTTAWA, ONT.

BOOK-KEEPING TYPEWRITING



WE ARE AWFULLY BUSY PRINTING FOR OTHERS

But we have time to do your work too. Send for our Sample Book. A 2c. stamp brings it.

G. A. WEESE & SON, 44 Yonge St. TORONTO

Trade With England

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"
(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4 80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

ALCOHOLISM

The best treatment for all persons afflicted with the disease of drunkenness is known only to Dr. MacKay. Address: City Hall, Montreal, Que. Absolutely private treatment.

HOTEL DIRECTORY.

NEIL McCARNEY, Prop. W. C. McCARNEY, Manager
THE PROVINCIAL
Leading Commercial Hotel. GANANOQUE, ONT
Located in Heart of Business Section. Ten First-class Sample Rooms.

HOTEL GRAND
O. F. BAKER, Prop. GALT, ONT
First-class accommodation for Commercial Men.

Successful Advertising—How to Accomplish It

By J. Angus MacDonald

A volume of 400 pages packed full of good stuff for advertisers. Price $2.00.

Sent post paid upon receipt of price.

TECHNICAL BOOK DEPARTMENT
MacLEAN PUBLISHING CO., LIMITED, TORONTO.

STANDARD TELEPHONE SETS FOR SALE

$5.00 per set. Slightly used but in good order

Apply to

SALES DEPARTMENT:

178 Mountain St., - Montreal, Que.

OR

To any local manager of the Bell Telephone Company of Canada.

The F. J. Castle Co.

Limited

Wholesale Grocers

Ottawa, Canada

WM. BRAID & CO.
COFFEE IMPORTERS

How is your Coffee Trade?

BRAID'S BEST COFFEE is increasing in popularity every day because consumers appreciate its merit.

ARE YOU SWIMMING WITH THE TIDE?

If not, now is the time to change.
Don't let your neighbor outstrip you, as he surely will unless you carry a good stock of Braid's Best Coffees.
Bucking the current has carried down many a strong swimmer.

BRAID'S BLENDED COFFEES are the best for grocers to buy—

FIRST—Because they yield him a satisfactory profit.
SECOND—Because the quality never varies.
THIRD—Because they give the public better satisfaction than any other coffee sold.

These Coffees are a triumph of the expert coffee man's art. An order will make you a permanent customer of ours, and every sale a steady patron for you.

Write us for Samples

WM. BRAID & CO.,
Importers of Teas, Coffees, Spices, etc., VANCOUVER, B.C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

February 16, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—
"Bee" brand, 48 5c. pkgs., per case....$1 75
" " 27 10c. pkgs, " 2 00
" " 10 25c. pkgs, " 1 75

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
3 doz.	12-oz.	3 40
½ doz.	2½lb.	10 50
¼ doz.	5lb.	19 75

JERSEY CREAM BAKING POWDER.

½ Size, 5 doz. in case	$0 40
¼ " 4 " "	0 75
½ " 2 " "	1 25
1 " 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

MAGIC BAKING POWDER.



Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ¼ lb.	1 60
" ½ oz.	2 25
" ½ lb.	2 90
" 12 oz	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ¼ lb.	1 50
" ½ oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz.....$2 25

HOME BAKING POWDER, CO., MONTREAL.

Sizes.	Per doz.
2 doz. case ¼ lb.	$2 40
1 " 1 lb.	4 75

1 to 5 cases, 5 per cent.
5 to 10 cases, 10 per cent.



EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

"BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	$3 50
" " 36 10 "	4 00
" " 24 16 "	4 50
"Beaver" brand, 24-16 pkgs	4 80

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10



J. M. DOUGLAS & CO.—Laundry Blues.

"Bluecl"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 16½c
"Sapphire"—14-lb. boxes, ¼-lb. pkgs. per lb.....12½
"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb. 10

Black Lead.

Reckitt's, per box..... $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.



JAMES' DOME BLACK LEAD.

	Per gross
6a size	$3 40
2a size	7 50

Borax.

"Bee" brand, 5 oz., cases, 60 pkgs	2 25
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 45
" 5-doz. 10c. "	0 90

Boeckh's Brooms.

Bamboo Handles, A, 4 strings	$4 50
" " B, 4 "	4 20
" " C, 4 strings	3 95
" " D, 4 "	3 70
" " F, 4 "	3 40
" " G, 3 "	3 10
" " L, 3 "	2 70

Cereals.

Wheat Oil, 2-lb. pkgs., per pkg	0 05
" " 7-lb. cotton bags, per bag	0 15½

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 55

BATGER'S

STRAWBERRY JAM

IF YOU HAVE NOT ALREADY DONE SO—ORDER A TRIAL CASE OF 4 Doz.

NEW STYLE

SQUARE JAR WITH METAL AND CORK SCREW TOP.

DO IT NOW.

ROSE & LAFLAMME, MONTREAL.

Hundreds of Grocers



in Canada are making money selling

Paterson's Worcester Sauce

This is the Sauce that always gives satisfaction to the user, and amply rewards the retailer. If you are not already selling it, why not begin now?

ROSE & LAFLAMME, Agents, Montreal.

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, 1lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, 1lbs	3.75
" " ½-lbs	2.25
" wafers, ¼-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caracoas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	
" ½'s, 12-lb. boxes	
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

½ lb tins, 4½ dos. to case	per doz.,	$ .90
¼ " " 4 " "	"	2.40
½ " " 2 " "	"	4.75
1 " " 1 " "	"	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.



	Per lb.
Mott's Eroma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ¼s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa— Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins. 40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. .40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins. .40o.
6-lb. boxes, 12 boxes in case, ½-lb. tins. .42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins 44

Sweet chocolate powder—
6-lb. boxes, 12 boxes in case, ½-lb. tins. .32c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 34c.

Premium chocolate—
6-lb bxs., 12 bxs. in case, ½-lb. pkgs. .33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. .33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. .35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. .35c.

Medallion sweet chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs. .44o.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. .44c.

Milk chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs. .35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. .35o.

Vanilla sweet chocolate—
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs. .32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. .32c.

Tid-Bit chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. .30c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. .30c.

Diamond sweet chocolate—
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs. .23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs 23c.

Condensed Milk.

Anobor" brand, cases 4 doz., per case	$5 00
" evap. cream, op. 4d. "	4 65





Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20





TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream, per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70
"Beaver" coffee, 24-1 lb. pkgs.	4 80
"Sun" brand, 25 and 50 lb. tins—	
Gem, roasted or ground	0 30
Extra, " "	0 26
Fine " "	0 22
Fancy " "	0 18
"Beaver" (ground only compound)	0 15

THE KEY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
Englisb Breakfast, ground only 1-lb. tins	0 1?

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and band-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 30
Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 61
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$6 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	1? 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

You cannot tell your customers TOO OFTEN about the GOOD THINGS to eat.

It is a positive duty to tell them of the BEST.

"Crown" brand Table Syrup

leads all Syrups in point of quality, being PURE, CLEAN, CLEAR, HEALTHFUL, and profitable to handle.

For sale by all first-class jobbers.

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

63 Front St. East, TORONTO, ONT. | Works: CARDINAL, ONT. | 164 St. James St., MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
doz. packages (12 to a case)	0 75
doz. packages (12 to a case)	0 95

Cleaner.



	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agen

The Davidson & Hay, Limited, Toronto

Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

	Per doz.
" " 5 doz., at	$ 1 40
" " 1 doz., at	1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 06½
7 and 14-lb. wood pails, per lb.	0 06½
30-lb. wood pails "	0 06½
Pure Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	0 95
2-lb. tins, 2 doz. in case "	1 60
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate, per lb.	0 09

Liquorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$ 3 60
3 cases "	3 50
5 cases or more	3 40

Matches.

UNITED FACTORIES, LIMITED. Per case.

Sunlight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

Parlor—	1 case.	5 cases.
Imperial	$5 75	$5 50
Best	3 75	3 50
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
" 1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ¼-lb. tins, per doz.	0 85
" ½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
¼-lb. tins, per lb.	$ 0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
¼-lb. tins, per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25



Orange Meat.

Cases, 36 15c. packages... $4.50
5 case lots.... 4.40 (Freight paid.)
Cases, 20 25c. packages... 4.00
5 case lots.... 4.00 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints), per doz.	$ 2 30
Corked " "	1 80

Soda.

COW BRAND.



Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND.

"Bee" brand, 8 oz., cases, 120 pkgs.	Per case
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	$2 75

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 80
" black "	15 30
Oriole soap "	10 80
Gloriola soap "	13 00
Straw hat polish "	10 80

BABBITT'S.



Babbitt's "1776" 6-oz. pkgs $3.50 per box. 5 boxes as freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, bxs each doz., $2 per box.

WM. M. DUNN AGENT.



You'll Have to Hurry!

NEARLY ALL SOLD!

We haven't very many left. The book—

100 Good Ads for a Grocery Store

is finding its way to a good many grocers who want good ads at the smallest cost of time and trouble.

Sent for approval. If you keep it send $1.00; if you don't keep it, then we'll get it back.

THE CANADIAN GROCER, 10 Front St E., Toronto.

CHASER SOAP.

1 case $2 40
Special quotations for quantities.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton.	$ 0 05½
No. 1 " 3-lb. "	0 05½
Canada laundry	0 04½
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
"Bee" brand starch—	
" laundry, 64-1-2 oz. pkg. per case	$5 00
" " 32-12 " per ½ "	2 50
" corn starch 40-16 oz. pkg. " "	3 00
"Sun" borated starch, 40-16 oz. pk. per case	3 00
" borated starch, 50 box. 100 lb. keg	0 06½
" laundry " 50 " " " "	0 05½
"Gem" " " 100 & 200 lb. kegs	0 05½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch— 1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry— 3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch— Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch— Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn— 1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn— 1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch— 1-lb. packages, boxes 40 lb.	0 07

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb	0 06½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 100-lb. bbl.	0 06½
" 100-lb. kegs	0 06½
Canada Laundry, 40 to 46 lb.	0 05½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 06½



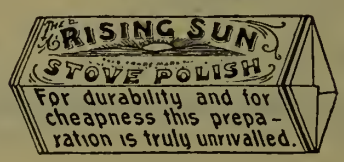
OCEAN MILLS.

Chinese staroh, per case of 4 doz., $4, less 5 per cent.

SAN TOY STARCH.

10c. pkgs, cases 5 doz., per case.... 4 75

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



DUNN, AGENT.



	pr. dz
Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 80
Blackene, 5-lb. cans, per lb.	0 10
Enameline stove dressing, per doz.	0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label— 2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	3 10
(10 and 20 lb. tins have wire handles.)	

"BEAVER" BRAND.

	Per case.
1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 60

SMALL'S BRAND—Standard.

	Per case.
1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 20



Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c.	0 22
Green Label. " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	0 35
" " 120 ¼-lb.	0 36



LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 40
" III 80-lb. boxes	0 36½
EMD AAA Japan, 40 lb " at	0 32½
" AA " 40 "	0 30
Blue Jay, basket fired Japan, 70 lbs.	0 27½
"Condor" IV 80-lb. "	0 32½
" V 80-lb. "	0 27½
" XXXX 80-lb. boxes	0 23½
" XXXX 30-lb. "	0 24½
" XXX 80-lb. "	0 21
" XXX 30-lb. "	0 22
" XX 80-lb. "	0 19
" XX 30-lb. "	0 20
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

Black Teas—"Neotar" in lead packets

Green Label.....retails	0 26 at 0 20
Chocolate Label.... "	0 35 at 0 25
Blue Label..... "	0 50 at 0 36
Maroon Label..... "	0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb	0 42½
" " —Maroon, 1-lb	0 60
" " —Maroon, 1-lb	1 50

"Condor" Ceylon black tea in lead packets

Green Label, ¼s, ½s and 1s, 60-lb. cases.....retail	0 25 at 0 20
Grey Label, ¼s, ½s and 1s, 60-lb. cases.....retail	0 30 at 0 23
Yellow Label, ¼s and 1s, 60-lb. cases.....retail	0 25 at 0 26
Blue Label, ¼s, ½s and 1s, 50-lb. cases.....retail	0 40 at 0 30
Red Label, ¼s, ½s and 1s, 80-lb. cases.....retail	0 50 at 0 34
White Label, ¼s, ½s and 1s, 80-lb. cases.....retail	0 at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 ..... per lb.	0 35
No. 2 ..... "	0 30
No. 3 ..... "	0 25
No. 4 ..... "	0 20
No. 5 ..... "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 39
" Amber, 8s. and 3s.	0 50
Chewing—Stag, bars, 10½oz.	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 5s.	0 44
" Currency, 12 oz bars, 12s.	0 47
" " 6½s. and 12's	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½oz b'rs, sp'o'd 6½	0 51
" Pay Roll, 7s and 6½s.	0 53
" Fair Play, 8s. and 13s.	0 56

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ½-casks, 25 gals.	$5 45 $10 85
" casks, 50 "	10 25 22 40
Bottles, cases, 3 doz.	3 25 4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted— 24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

1 case 50 5c. packages free with 5-case lots
Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz
Washboards, Victor	$1 20
" Crown	1 35
" Improved Globe	1 50
" Standard Globe	1 60
" Original Solid Globe	1 80
" Superior Sid. Bk. Globe	1 95
" Jubilee	1 90
" Pony	0 90
Diamond King (glass)	2 90
Tubs, No. 0	11 25
" " 1	9 00
" " 2	8 00
" " 3	7 00
Pails, No. 1, 2 hoops	1 85
" No. 3, "	2 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz.	1 05
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " 3 doz. 5c.	1 00
" " 3 doz. 10c.	1 80

Try a barrel of

WILSON'S
PURE REFINED CIDER

if you want the best.

Ask for it. Take no other.

THE
W. H. WILSON CO.,
LIMITED
TILLSONBURG, CANADA

Dutch Chemical Works
AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS
Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY per doz. tins.....	2/3	4/-	7/-
PURE DUTCH COCOA per doz. tins.....	4/3	8/-	15/-

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

All About Tea From A to Z

Tea Hints for Retailers

BY JOHN H. BLAKE, TEA EXPERT

If you aspire to a greater knowledge on the subject of Tea, a knowledge that will make you an authority—Buy this book. The chapter on Tea-Blending is alone worth the price of the book.

Money refunded if you conclude, after a week's examination, you don't want it.

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We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

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COOK'S FRIEND BAKING POWDER

is Honest Goods and just the Thing on Which to Make or Extend a Business.

The Best Grocers make a point of Keeping it always in Stock.

A Snap

To Close Out.

In order to make room for our new spring line of painted flower pots we will fill mail orders received in next two weeks for our

"Gold Spray" Jardiniere

AT **$15.00** PER GROSS.

This is a large showy cold painted pot (oil paints), 6¼ in. high and 8 in. top diameter.

You can write for one gross or one dozen while this price lasts. You pay freight and packing of course.

GOWANS, KENT & CO.

TORONTO

COLD PAINTED POT (OIL PAINTS).



"Perfectly clean from our kitchen to your customer's."

You are the merchant we want to convince—you are the one we know will do better and more profitable business if you sell

Wethey's Mince Meat

The best way to get you thoroughly sure of this is to have you ask your customers. They'll tell you that Wethey's is the best, cleanest, most wholesome on the market. Ask them and see.

J. H. Wethey, Limited

ST. CATHARINES, ONT.



Paid For Itself.

C. WILSON & SON, Limited, Scale Manufacturers,
TORONTO. HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

I have used your **BALL-BEARING COMPUTING SCALE** for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

Yours truly, ———

One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

C. WILSON & SON, Limited, TORONTO.

Kkovah Jelly Powders.

A New Line—but like all other goods bearing the name **KKOVAH,** a line of **Highest Quality**—being manufactured from the finest gelatine and flavored with **REAL FRUIT FLAVORS.**

Send us a trial order, and we feel confident the result will be satisfactory to you and us.

SUTCLIFFE & BINGHAM, LTD.,
MANCHESTER.

JAS. R. GREIG,
Montreal
Sole Agent for Canada.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision and Food Stuffs Trades of Canada.

VOL. XIX. MONTREAL AND TORONTO, FEBRUARY 24, 1905. NO. 8.



The Blueing of the clothes in the Laundry is always associated with the words

Keen's Oxford Blue

the selling of

Keen's Oxford Blue

by the grocers of Canada is always profitable.

Sold Everywhere in One Ounce Squares—FULL WEIGHT.

BANGO

This is the name of a new sweet biscuit which we are just putting on the market. Its characteristic flavor is lemon. A high quality biscuit at a low price. Send for a sample.

Christie, Brown & Co., Limited

Toronto and Montreal

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 27.

There is Satisfaction

in knowing, that when you buy

Mathieu's Syrup

of Tar and Cod Liver Oil

You get the best preparation of its kind on the market. One that has stood the test of time and has a sale that isn't going to collapse and leave you with a lot of dead stock on your hands.

J. L. MATHIEU CO., LIMITED
PROPRIETORS, SHERBROOKE, P.Q.

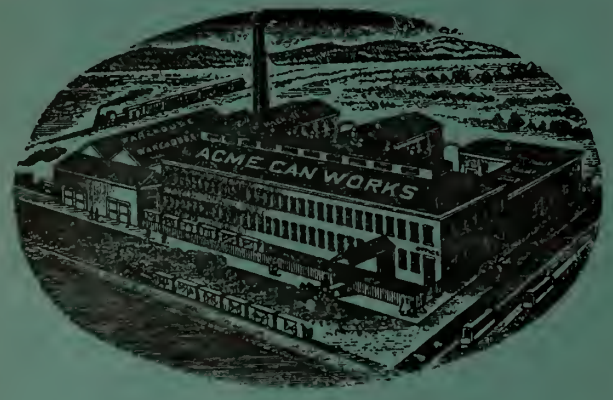
MATHIEU'S NERVINE POWDERS for headaches and feverish colds are winning great favor, on merit alone. It will pay you to handle them. Retail 18 for 25c.

National Licorice Co.



Y. & S., SCUDDER and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

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Acme Can Works

make the largest assortment of any factory in America of **TIN CANS** by the latest up-to-date automatic machinery.

We are the **only** makers in Canada of
KEY-OPENING MEAT CANS, POULTRY CANS.
They are our specialties.

Manufacturers for Canada of

Jewett's Self-Heating Can.

We solicit inquiries for prices on

Baking Powder, Oil, Syrup, Lye, Paint, Varnish, Condensed Milk, Poultry, Fruit, Vegetable } Cans

Lard, Syrup, Butter } Pails

ACME CAN WORKS
Ontario Street East, - - MONTREAL, P.Q

Brunner Mond & Co.'s

WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 1120 lbs.

Winn & Holland

Montreal

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Picked and packed in the largest vineyards on the Pacific Coast—"The pick of the pack," always.

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the leading brand because containing 7 per cent. more pure oil than others. Highest quality at a fair price.

In one pound bars and pressed cakes.

Buy it and your invested money will bring sure returns.

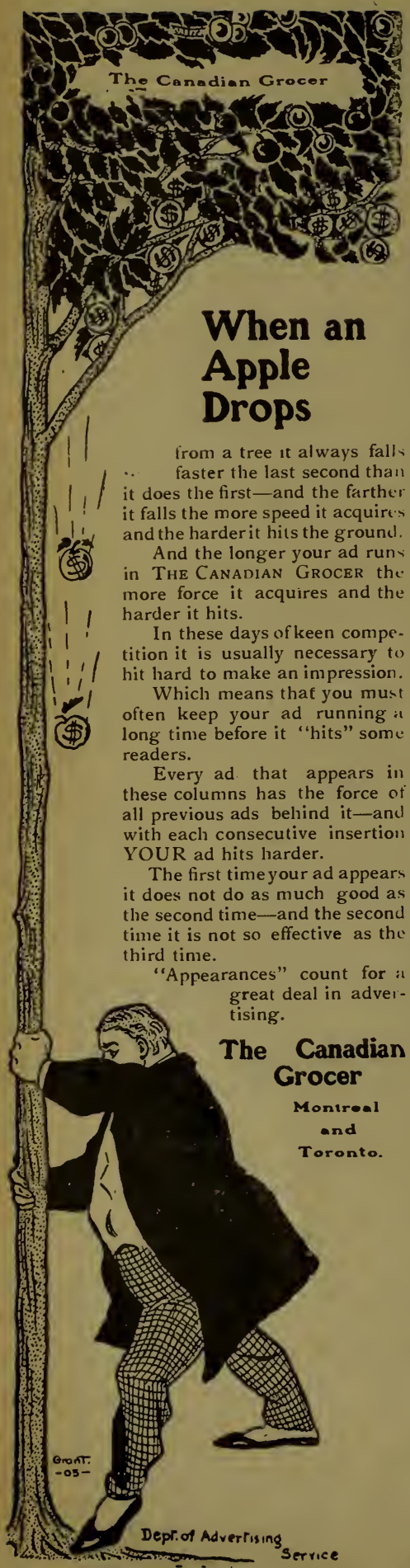
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TORONTO, CANADA.
You are getting low on Canadian Tomatoes. Let us quote you Americans

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THE GROCERY
Write or Wire CHAS. MILNE BROKER
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To store, to ship, and if you wish, to sell, WE CAN DO IT. Consign your cars to us.
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BRANDON, MAN.

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MANUFACTURERS' AGENT and WHOLESALE COMMISSION BROKER
UNION BANK BUILDING
Correspondence Solicited
WINNIPEG, MAN.

EASTERN MANUFACTURERS
—AND—
SHIPPERS.
All EYES are turned on
MANITOBA AND THE WEST.
WE
Represent some of the leading houses in
CANADA and the U.S.
INCREASE YOUR TRADE. WRITE US.
NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.

CALGARY.

Start the New Year Right
Increase your business by appointing us your Western Representatives. If you have anything to sell write us.
NICHOLSON, BAIN & JOHNSTON,
Wholesale Commission Merchants and Brokers
CALGARY, ALTA.
Head Office: NICHOLSON & BAIN, WINNIPEG.

To Manufacturers' Agents
THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.
Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.
Address, BUSINESS MANAGER,
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Package Mince Meat

Put up in ¼ gross cases

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¼ " ½ " " "
25-lb. Pails. 75-lb. Tubs.
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Pickles AND Relishes

are in a class by themselves—a pickle so genuinely appetizing that they have set the pace in the trade as the pickle of the epicure — of all who want something that is a decided relish.

—The wise grocer keeps up
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A Vinegar with Advantages.

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are
absolutely
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"The rose by any other name may smell as sweet"

but there are no teas in the world so sweet,
so pure,
so clean,
so healthy,
so invigorating,
or
so profitable to handle
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JAPAN TEAS.

"Nectar" Black Tea, in lead packets and fancy tins only.

1 lb tins 31c.
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"Condor" Japan and Black Tea, Baking Powder, Mustard, Vinegar.

It is pure, rich, delicious.

IN MADAM HUOT'S COFFEE

you have the **acme** of purity, richness of liquor and aroma. It is a selection of the finest coffees grown, blended so as to produce a cup of coffee appreciated by connoiseurs.

No other will give you as much satisfaction.
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THE CONDOR JAPAN TEA is an early picked tea of sweet flavor and fine, clear, bright liquor.

It wins customers. In lead packets, 60-lb. cases of lbs. and ½-lbs. assorted, at **27½c.** It retails at **40c.**



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JUST IN EX. STR. ATHENIAN FROM CHINA.

29 catties choice Pin Head Gun Powder at **30c.**
90 " Medium Pin Head " at **25c.**
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50 catties choice Imperial Gun Powder at **16½c.**
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543 total—Stock complete in all lines and all sorts.

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"EMD" Baking Powder, Vinegar, Spices, Coffee

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the grocer should keep in mind in connection with his tea trade —that is, the very large place that

CEYLON TEAS

have in his business, and the very much smaller place comparatively that the teas of other countries hold. The conclusion is that the grocer should promote the sale of Ceylon Teas.

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are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

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might bring inquiries. Better write for rates to

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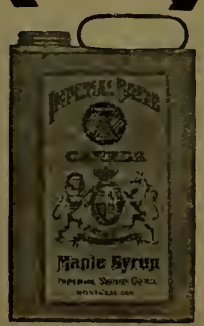
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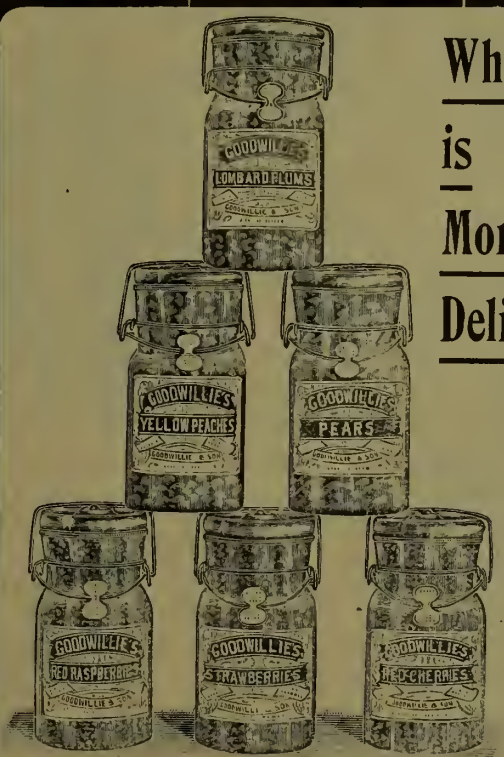
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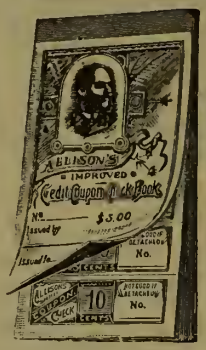
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Don't amount to much in any business, but the striking point is that a clerk is just as liable to make a mistake of $2.00 as he is of two cents, and a few mistakes like this would pay for enough of Allison's Coupon Books to last a year or more. With these books mistakes are impossible.

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for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

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Sutton's Worcestershire Sauce cannot be beaten for quality and price

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WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT



¾-lb. tins—3 doz. in case.

SOLD BY ALL JOBBERS

Our Grocery Cabinet

with 30 drawers, holding 10 pounds each, as shown at the Exhibition, is in great demand. Mouse, damp and dust proof. Price in oak, **$27.00**; in ash, **$24.00**, less 5 per cent. for cash. Cabinets made any size to suit your present shelving. Send us a trial order.

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TO DO THE WORK for you every time. PERFECT CIRCULATION, PERFECTLY DRY AIR—PURE and COLD in hottest weather.

Write us for descriptive Catalogue, list of Testimonials, and see our Guarantee.

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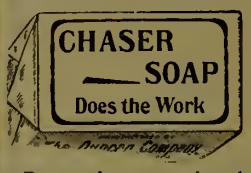


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Metal Polish if you specify it. 10, 25, 40 75 cent sizes, also ½ gals and gallons. Liquid or paste. Sample free. Samples and Circulars with every order.

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Remember, we give larger profit than any other **Premium Soap,** and you give your customers **Better Premiums.**

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WRITE FOR PARTICULARS.

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You'll sell more Mops if you sell our kind.

The Tarbox Self-Wringing Mop

is really the only sensible mop made.

Think of what self-wringing means—no soiled hands, no scalded hands, no necessity to go round like a scrub-woman.

Your customers will appreciate this.

Your jobber supplies them—if you order them.

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CANE SUGAR SYRUP

We have a very fine lot of Choice Pure Cane Sugar Syrup, bright, sweet and heavy.

In Barrels, Half-Barrels, 2-lb., 3-lb., 5-lb., 10-lb. Tins.

For prices and samples write to

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ABSOLUTELY PURE

CREAM TARTAR.

Nearly all goods in this line at the present time are adulterated and in fact unfit to use.

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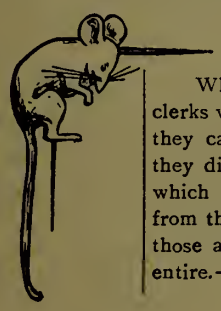
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E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904

A National Protects Profits

AGAINST PILFERING MICE AND CARELESS MEN



When Mr. Lensink and some of his clerks were cleaning up under the counters they came across a mouse nest in which they discovered a five and a ten dollar bill which the little fellows had abstracted from the till. Contrary to the custom of those animals the bills were still almost entire.—*Orange City (Iowa) Herald.*



The point of this odd little incident of the mice and the money is that $15 was taken from the merchant's till without being missed. Had a National Cash Register been in use in the store, the money would have been missed at once.

A NATIONAL IS INDISPENSABLE

In every retail store because it detects and prevents losses.

In writing please mention this paper.

National Cash Register Company

DAYTON, OHIO

Jos. Hyink Bernard J. Hyink

Jos. Hyink & Son
General Merchandise

ALTON, IOWA, Oct. 22, 1904.
N. C. R. Co., Dayton, Ohio.

GENTLEMEN: We enclose a clipping taken from the Hull correspondence of the Orange City (Iowa) Herald—one of our local papers. It is the *story of a mouse* and an *open cash-drawer* in which you probably will be interested.

It occurs to us to wonder, if the firm in this case *missed the money*, which of *its clerks* was *blamed* for the *loss*. If a *National* had been *on guard* the bills would not have been lost, of course, but even if they were lost no *clerk* would have been *unjustly suspected*. If the merchants did not *miss* the *bills* the *mice borrowed*, they certainly were in need of a *National to protect their cash*.

Such things as this can't happen to us. *We use a National Cash Register.* It is *mouse-proof* and gives *absolute protection* to our *clerks*. We would not be without it. The good it has done for us would fill many pages if we tried to write it.

You may use this letter as you wish.

Yours truly,
JOS. HYINK & SON.

QUALITY IN FISH.

There's GOOD and BAD in Fish—JUST THE SAME AS OTHER GOODS. We offer only the **BEST** quality in each line.

Labrador Salmon Trout, 100 lb. Kegs and 20 lb. Pails.
Labrador Herrings, Bbls. and Half Bbls.
Fresh Water Herring, in Kegs.
Fresh Water Trout, in Kegs. Quintals Codfish.
Boned and Skinned Cod, in 100 lb. Cases.
Fish and Cod in Boxes, Loose, and Bricks.

In fact everything in Fish, and at the Right Price to enable you to make money.

W. H. GILLARD & CO., HAMILTON,

Wholesale Grocers, Tea and Coffee Importers.



In the Domain of Fad-dom.

There are fads and fads in the eating and drinking line. A new one seems to pop up about every day.
We, too, have a fad. It has stood by us for 25 years.
Our special fad is to furnish the very best **pure** Coffees, rightly selected, rightly culled, rightly roasted, that this planet affords.
WOOD'S COFFEES are natural products brought to the highest state of perfection.

CANADIAN FACTORY AND SALESROOM,

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To all Buyers of Salt:

Acting as Sales Agents for the principal Canadian Salt Manufacturers, we beg to notify you that we have opened an office in London, Ont., considering that locality to be most favorably situated for the prompt receipt and despatch of mails. You are respectfully invited to correspond with us and obtain our prices before ordering elsewhere. We sell all grades of Salt—finest Vacuum, medium fine Grainer, Table, Dairy, Packers, Tanners, Land or Refuse. Handling the output of various works, our facilities are unexcelled, and we can ship promptly by any line of railroad, and by water during navigation.

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PRESERVATIVES IN FOODS

Written specially for The Canadian Grocer by W. P. Kaufmann, Chemical Analyst and Consulting Chemist, and assistant to Professor Long, University of Toronto.

BY way of introduction, I may say that a thorough grasp of the underlying principles is necessary for the successful preparation of foodstuffs intended for consumption at some more or less remote period.

I do not intend to give any historical sketch of the subject, but rather to bring to your notice certain facts in as familiar and practical a way as possible. We must, first of all, get to have a definite idea of the meaning of the word Food, and I would suggest that any substance which is taken into our organism for its nourishment and for the upkeep of its general state of well-being, may be strictly considered to be a food.

There are, of course, certain accessories—condiments, and relishes, for instance, which are taken with our meals, and which, though they are of little or no intrinsic nutritive value, nevertheless serve a useful and important office in sharpening the appetite and affording to us, through our senses, a transcendent glow of contentment and pleasure so necessary for the maintenance of a good digestion and buoyant spirits.

On account of our staple articles of diet coming and going with the seasons, their storage for use at some future period becomes a matter of great importance. Not only must they be stored, but they must be kept under such circumstances as will tend to keep them palatable and wholesome for more or less protracted periods, so that they may be drawn upon as necessity or caprice demands.

WHAT CAUSES FERMENTATION.

Closely associated with this question are the phenomena dependent upon fermentation and putrefaction, and in order to avoid these contingencies, which may end in serious pecuniary loss, we must have a clear-cut idea of their causation. It is a matter of common experience to us that many articles of diet, if exposed to the ordinarily prevailing atmospheric conditions, sour, ferment, or become tainted. In fact, such profound changes may ensue that we characterize them as decomposition, rotting, or putresence. In point of fact, these changes are in but varying degrees attributable to a common generic cause: germs and bacteria. Again, we know that by taking precautions, varying from the refrigeration of articles of diet to vigorous sterilization, we may more or less indefinitely suspend the inception of these changes. To effect this sterilization we may use antiseptics known as "Preservatives," or we may subject our materials to more or less relatively high temperatures, so killing any germs which may be present; and, this effected, by surrounding them by a similarly sterilized atmosphere, they may be made to keep indefinitely.

Germs or bacteria are minute, unicellular living organisms; in fact, they are plants. They are classified in accordance with their physical characteristics —shape, size, and manner in which they occur relatively to one another:

1. Micro-coccus.
2. Macro-coccus.
3. Strepto-coccus.
4. Spirillum.
5. Diplo-coccus.
6. Staplylo-coccus.
7. Yeast.
8. Bacilli.

Again, these organisms are classified accordingly as they—

(1) Live in air (acrobes), or in the absence of it (anaerobes). They may become "facultative," as, for instance, if an acrobe is grown under such circumstances as do not admit of access of air, or vice versa.

(2) Parasites—organisms, for the most part, producing their effects in living tissue, thereby causing its destruction. Such, for instance, as the consumption bacillus, and other pathogenic or disease-producing germs.

(3) Saprophytes — those organisms which, for the most part, live upon the products of living tissue, which, in themselves, are not endowed with life, or upon dead tissues through their "juices," such, for instance, as the organisms which produce fermentation and putrefaction.

Our attention will be chiefly directed to the effects of this class or organisms. Before leaving this classification, however (which I may again say is by no means a complete one, but merely provisional for our purpose), let me remind you, that just as an anaerobe may live as an acrobe and vice versa, so may a parasite, under certain conditions, live a saprophytic life or vice versa. The class of ferment germs, which we have just discussed, is known as the organized ferments, and for obvious reasons, viz., their shape, size, color, etc.

Following upon this, you may ask yourselves, Are there such things as "unorganized" ferments, and if so, what is their nature?

Rennet, for instance, is such a substance, and is used for curdling milk. It is a "chemical" ferment, and is not endowed with life, though it is the product of living tissue and of animal origin. Belonging to this category are ptylin, found in the saliva; pepsin, found in the gastric juice, and trypsin, amylopsin, and steopsin of pancreatic origin. These unorganized or chemical ferments all produce their characteristic effects under propitious circumstances.

It may be a matter of interest here to mention papayin, a vegetable enzyme, or unorganized, of chemical ferment, found in the papaw tree. It is well known through the West Indies, that if a bit of tough meat be wrapped in a papaw leaf for a few hours prior to cooking, it will become tender and succulent.

In conclusion of these prefatory remarks, the theory of the nature of ferments is that all fermentative action is due to enzymes and not to germs or bacteria "per se."

During their process of life and growth these organized ferments produce their characteristic effects upon substances susceptible to their action. This theory has been substantiated in connection with the disease known to us as "lock-jaw" or tetanus. From pure cultures of the bacillus in question, a crystalline substance resembling strychnine has been isolated, and has been found to produce the identical effects of the germ in question, which are very similar to those of strychnine, which, as we all know, is also of vegetable origin.

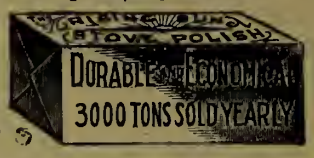
ALCOHOLIC FERMENTATION OF SUGAR.

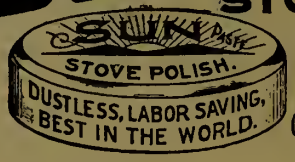
If a series of sugar solutions be left exposed to the air, in a day or two it may be seen to be "working," and frothing more or less vigorously. We say that it is fermenting. If our experiment is so arranged as to carry out our observations upon solutions of different strengths and subjected to different temperatures, other things being equal, we shall notice the results obtained will invariably differ in degree in accordance with governing circumstances.

The more dilute solutions, kept at a temperature of from 77 to 95 degrees F., will first of all ferment, and will do so

RISING SUN STOVE POLISH and SUN PASTE STOVE POLISH

IN CAKES
WELL KNOWN AND RELIABLE





IN TINS
GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

most vigorously. Those at higher or lower temperatures will show a diminishing degree of the change according to the elevation or depression of the temperature to which they are subjected, until in each case a point will be arrived at, at which none of these phenomena are evidenced.

Similarly with the increasing strengths of the solutions, the stronger the solution the less actively will it ferment, and at a point of concentration of about 30 per cent. to 35 per cent. its disposition towards fermentation will have, generally speaking, ceased. From 2 to 4 per cent. is the optimum point of concentration, and 77 to 95 deg. F., the best temperature for fermentation. If we continue to investigate, we should find that the essential features of the chemical changes induced are:

(1) The solution is becoming turbid and aerated.

(2) The percentage of sugar originally present is gradually disappearing.

(3) Carbon dioxide is being evolved.

(4) Alcohol is being formed, and also smaller quantities of glycerin and succinic acid, and also some of the higher homologues of alcohol and ethers, in smaller proportion yet, imparting a flavor and aroma to the spirit.

These changes will not proceed indefinitely, neither will they continue to the end with unabated intensity, but will gradually slacken down and afterward cease, because—

The fermenting agent by its growth and activity in the solution is becoming weakened—

(1) Because the substance (sugar) upon which it is reacting is disappearing as such.

(2) Because substances are being concomitantly produced which are inimical to the growth action of the ferment, i. e., alcohol, etc.

When 12 per cent of alcohol is present in the solution, the fermentation is extremely slow, and when its percentage reaches fourteen, fermentative action ceases, even though there is sugar remaining yet to be broken up. This, then, is briefly the picture which we see when sugar solutions are fermented by the agency of yeast, which is always present in the atmosphere being wafted hither and thither to find a favorable soil wherein it may live, reproducing its kind, and causing its characteristic changes. Were we to contrast as above depicted, the behavior of cane sugar and glucose solutions, we should find that the latter will ferment more readily than the former; in fact, before cane sugar is fermented it must be changed into glucose. This is effected by an inversive ferment, produced by the yeast, and affords to us a striking instance of the germ in question first causing a species of digestion in a material which is not readily available to it as food, and then decomposing the resulting substances into other complex substances. These changes continue side by side; as soon as enough cane sugar is hydrolized into glucose to allow of the fermentative action of the yeast, this process is begun, while the further inversion of the cane sugar residuum is being carried on in advance.

These, then, are the main features to be observed in alcoholic fermentation. This change often occurs in fruit preserved in sugar solutions, especially those in the weaker solutions. However, in jams, or in fruit in a thick syrup, this circumstance is less prone to ensue on account of the fact that the strong, sugary syrups are markedly antiseptic, and do not easily yield to decomposition under these circumstances. From what I have said regarding the relative greater disposition of glucose to ferment as compared with cane sugar, you must not misconstrue the fact by hastily concluding that fruit preserved in glucose under similarly favorable antiseptic or asceptic conditions is any more prone to ferment than that prepared in "a pure cane sugar" syrup.

Even though cane sugar and only pure cane sugar be used, the mere act of converting it into a syrup by boiling, and that, too, in the presence of fruit acid, will cause a greater or lesser quantity of it to be hydrolized into glucose, which will afford to the yeast as favorable a start as that given in the glucose syrup.

GLUCOSE NOT AN ADULTERATIVE.

I believe that the presence of glucose in jams and preserves is considered by the Pure Food Law of Canada to be an adulteration. I see no reason why this should be so. From this standpoint, samples of fruits preserved by pure cane sugar only, which were recently submitted to me, would have been returned as adulterated had they been submitted to analysis under the food law, though during their manufacture not a thimbleful of glucose to the ton had been added; except, perhaps, that which is invariably and unavoidably present in a proportion of less than one per cent. in ordinarily well-prepared pure cane sugar.

Arguing from the standpoint of their food value, that of glucose is identical with an equal weight of cane sugar, and as far as I can see, the only objection which can be raised against the use of the former is the fact that occasionally it contains traces of arsenic derived from a poor quality of sulphuric acid which is used to convert the starch, from which glucose is made, into glucose, and this is truly a serious consideration.

HOW NATIONAL DRINK OF BRITISH GUIANA IS PREPARED

Before finally leaving the question of alcoholic fermentation, I must ask your indulgence to permit me for a while to refer to a somewhat crude, but in no way irrevelant, phase of this branch of bio-chemistry as practised by the aboriginal Indians of British Guiana. I shall tell you of the method adopted by them in the preparation of their national drink, "cassirrie," as I saw it prepared myself, during one of the trips on

COFFEE CLEARER

BURNETT'S is a combination of codfish skin and white of egg---there are 50 strips in a packet, four of them clears a cup of ground coffee. We sell at $1.00 doz. packets. Try 2 doz. or so.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

SALMON

Before buying Salmon, get our prices: we have a large stock of "Sockeye," also "Cohoes."

LOBSTERS

Our stock is complete, both in halves and pounds at exceptionally low figures.

JAMES TURNER & CO., - Hamilton.

FOR THE FISH SEASON

One Car Behring Sea Fish. **The Finest in the World**

SMOKED SOCKEYE SALMON, 30-lb. boxes
" HALIBUT, 30-lb. boxes
PURE COD FISH, MAPLE LEAF, 1s, 40-lb boxes
" " " WHOLE, 50-lb. boxes
" " " STRIPS, 40-lb. boxes

ALL GUARANTEED NOT TO SPOIL

ALSO

SEALEY'S HALIFAX and ACADIA COD, 1-lb. pkgs
BONED and SKINNED WHOLE COD, 50-lb. and 100-lb. boxes
BONED and SKINNED WHOLE FISH, 40-lb boxes
BARRELS and HALF BARRELS LABRADORS
HALF BARRELS No. 1 SPLITS
" " SEA SALMON
KITTS No. 1 and No. 2 MACKEREL
" HOLLAND HERRING
KEGS LAKE TROUT and HERRING,

SEND US A MAIL ORDER, OR PHONE AT OUR EXPENSE

BALFOUR & COMPANY - WHOLESALE GROCERS - Hamilton, Ont

LONG DISTANCE PHONE 596

"FORCE" FOOD—Special Deal

Here is a chance to make **extra profits.** Until March 20th we will allow 40c. rebate per case on 5-case lots, freight prepaid, thus bringing price down to $4.10 per case. On 2-case lots we will allow 25c. rebate per case. **Order now.**

THOMAS KINNEAR & CO.

"Wholesale Grocers" **TORONTO, CANADA**



MR. GROCER, THERE IS "NOTHING BETTER" THAN THESE GOODS.

which I accompanied a geological survey party through our hinterland.

A large earthenware crock (a "conaree") of at least thirty gallons' capacity, sitting upon three or four stones over a slow fire, formed the centre of attraction. Around it, squatting on their haunches, was a heterogeneous collection of squaws—old squaws, young squaws, middle-aged squaws, half-dozen grown boys and girls—about a dozen or more in all, each of them with their little pile of vegetables—sweet potatoes, yams, cassava, sugar cane, and such like—chewing them and ejecting the resulting bolus with wonderful skill and precision into the conaree, which was half filled with blood-warm water. Near by the crock stood the forewoman, a very old, gaunt soul, baking cassava cakes on a hot stone disc, and every now and then throwing them as they were finished into the conaree, and, following this contribution, she grovelled elbow deep in its contents, stirring them completely. The chewing and mixing operation being complete, the crock was covered by a wicker lid and allowed to ferment for two or three days, after which the resulting brew was eagerly demolished.

A moment's reflection cannot fail to bring to your notice the eminent scientific manner in which this operation was conducted. The water in the crock was kept at blood-heat—the optimum temperature for fermentation, cakes were baked from cassava meal or farine—thus the coverings of the starch cells were ruptured, their contents were more exposed and were also partially converted by the process of cooking into dextrine. The insalivation of the vegetables by chewing and their relegation to the crock carried with each quota a supply of ptylin, a chemical, unorganized ferment which conspired to convert the starch and dextrines present through the various intermediate stages into dextrose. Meanwhile, yeast cells were gaining access from the air to the melange, and they, together with the prolific crop of bacteria from each individual's mouth,

PIE PEACHES

3 lb. Cans.

WE CAN INTEREST YOU.

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

were trending towards the much-desired end—alcohol.

MILK AS A FOOD

Let us now, for awhile, pass on to a brief consideration of milk. First of all we shall tersely consider it from the standpoint of a food. The use to which milk is primarily destined is the nourishment of the infant animal, and "en passant," it may be mentioned, that the milk of each species is specially adapted for nourishment of its offspring. Upon contemplating the proximate constituents of this substance, it will be seen that all the ingredients necessary for the nourishment of the body are present, and on this account, milk affords to us the example of a perfect food. On account of its extensive use and great commercial importance in this as well as other dairying countries, cows' milk is to us the only milk.

PROBLEM OF PRESERVING MILK.

The storage of this article and its preservation in a wholesome condition for longer or shorter periods is a problem, in order that the demand may be supplied to the taste of the customer, which has to be faced daily by the dairyman. By far the most frequent and undesirable change undergone by it is that phase of fermentation popularly known as "souring," and a consequent clotting.

In the udder, milk is normally a sterile liquid. However, during the milking process, bacteria are unavoidably introduced into it, and they, finding a suitable nidus, multiply rapidly, and, if unchecked, will in a relatively short period produce undesirable changes therein, culminating, as we have said before, in "souring." During this process, by the action of the lactic acid organism, the milk is converted into lactic acid—a sour taste being imparted to the article, and meanwhile, the caseinogen is converted into casein.

VARIOUS METHODS EMPLOYED

To discuss in extenso the various changes which occur in this connection would be obviously beyond the scope of this paper, but a consideration and discussion of the means and methods adopted and their relative merits will, I think, prove interesting. Milk freshly obtained from the cow is either chilled rapidly, as in this country, or raised to the boiling point rapidly, as in the West Indies, and then allowed to cool to the prevailing atmospheric temperature—about 85 deg. F. By each of the operations the required desideratum is attained, viz.: the souring period is postponed, but, through different channels. In the former case—chilling in a stream of cold water or by ice—the temperature of the liquid is so depressed that the contained bacterial flora are placed at a great disadvantage, and not being able, on account of the climatic influence induced, to multiply, they remain dormant and go, for the most part, into a resting condition,—they form spores. In the spore condition they are more able to resist adverse surroundings and may lie latent for an almost indefinite period to develop again with surprising rapidly when a more propitious environment is given them. No degree of cold will exterminate these spores. Be the liquid frozen or even cooled down to the lowest temperatures attainable—as that of liquid air—they will develop again when a more genial climate is afforded them. It will thus be seen that the effect of this method is to retard the multiplication of the existing germs. In the latter case, raising rapidly to the boiling point, a temperature is attained at which the mature germs are for the most part killed, so that their future influence upon the milk does not again come into the count. Any spores, however, which may have been present—and they always are—are unaffected. It is only by prolonged boiling that they may be killed. To resort to this means in a single operation would result in the scorching of the milk and the imparting to it of a disagreeable flavor. In fact, the mere heating to near the boiling point without allowing ebullition to continue for any length of time, is sufficient to materially alter the flavor of the article.

(*Continued in our next issue.*)



Better than ever, is what we say about this season's

Upton's

Orange

Marmalade

SELLING FISH DURING LENT

"The Finest Flavored Cod in the world are caught off the Coast of Nova Scotia."

LENT is near at hand, and when it comes there will be no trouble to sell fish. The nicer the fish the easier it will be to make sales. Have you thought of the possibilities in this line of handling

"HALIFAX," "ACADIA," and "BLUENOSE" Brands of PREPARED CODFISH

There is nothing that will attract trade like a nice article, particularly a nice food. These brands of **Codfish** have all the drawing power you could desire; because they possess so many nice qualities. Fine in flavor, easily digested, no bones, no waste convenient in the kitchen, etc. People who use them once would not mind if they had to eat fish the whole year round, provided they could always get these brands. There is no reason why you should not do a big business in **"HALIFAX," "ACADIA" and "BLUENOSE" CODFISH** during the Lenten Season. **How are your stocks now?** Why not get ready in good time, and prepare for the big trade.

PACKED AND PREPARED ONLY BY

BLACK BROS. & CO., LIMITED

MONTREAL OFFICE, Board of Trade Building.

HEAD OFFICES. **HALIFAX, N.S., CAN.**

WORKS. LaHave, N.S.

SELLING AGENTS,
A. H. BRITTAIN & CO., MONTREAL, P. Q.
REGINALD LAWSON, WINNIPEG, Man.
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FISHING STATIONS,
LA HAVE, N. S.
MUTTON BAY, LABRADOR.
MEKATTINA, LABRADOR.

FRESH AND CURED FISH

FEATURE FISH DURING LENT.

THE wide-awake grocer on the look out for practical suggestions which will enable him to infuse new life into trade during the quiet season between late winter and the opening of spring, the approaching Lenten season presents an opportunity of which he cannot afford to lose sight. For forty days beginning March 8, good Churchmen will be substituting fish for meat, and when it is remembered what a large percentage of the population of Canada falls within this class, and what a large number will be influenced to follow their example, the possibilities of the Lenten fish trade cannot but loom up big in the eyes of the grocer. No one in the trade needs to be told of the advantage of handling fresh, frozen, salt and dried fish in season, and nothing more than the suggestion ought to be necessary to induce him to make extensive preparations for capturing his share of what is bound to be a big item in trade during the next few weeks.

For the benefit of intending buyers the "Canadan Groeer" offers the following suggestions, as well as a prospective report on the fish situation, which is likely to rule until the end of Lent.

Oysters are high at the present time on account of a freeze up on the Atlantic coast, Baltimore's bringing $1.50 per gal. As soon as the weather moderates, supplies will become more plentiful, and it is not thought the trade will experience difficulty in obtaining supplies at about the present level of prices. For the country trade an excellent line to stock is Labrador herrings in 1-2 barrels, costing $2.90 per 100 lbs., and retailing at 25 cents per dozen. Frozen trout from Georgian Bay will also be in great demand, and are to be had at 7 1-2 cents, to retail at from 10 to 12 cents per lb. It is not out of place to comment here upon the wide swath frozen fish are cutting in the Canadian fish trade as a whole. During the past two years a large number of freezers have been built in proximity to the Upper Lakes for this trade exclusively, and during the present winter another extensive one has been erected on Lake Superior.

Supplies of white fish are diminishing, and will be so low within a fortnight that prices will have to be advanced appreciably. By that time it is thought the only kind of white fish available will be winter-caught, fancy stock, which will bring a fancy price. Frozen sea herring are also scarce and high in price, on account of the fishing vessels having been caught in the ice; the last car from Halifax for the season is due to arrive in Western markets this week. Frozen B.C. halibut and salmon may be had for the Lenten trade at 9c. and 10c. per lb. Steak cod and haddock are in good supply and cheap, selling to the trade at 6½c. and 4½c. respectively. Digby smoked herring are also available at from 50c. to 60c. per bundle (5 boxes in a bundle). Tullibees are in good supply, and on account of their similarity to white fish, will largely take their place owing to the scarcity of the latter.

The trade is recommended to feature shrimps, which have proved so successful in American markets. Supplies may be had at $1.15 per gal., American wine measure, in 1 and 2 gal. cans, to retail at 60c. per quart. One advantage in handling shrimps is their excellent keeping qualities. Finnan haddie is fairly plentiful, and present prices may be expected to continue for some time. Ciscoes are scarce on account of unfavorable weather conditions, and frozen smelts are higher this season than they have been for years as a result of the light catch and excessive demand from American markets.

A lively trade in Atlantic cod may be expected; dried cod, especially skinless cod in 100-lb. cases, being particularly suited to the country trade.

English Salmon Trade.

IN a review of the salmon trade in the English market for 1904, Henry W. Peabody & Company, London, Eng., say, with particular reference to Puget Sound fish: "The English market received only a small quantity of Puget Sound salmon during last year, and all the salmon that was shipped was disposed of at practically the same prices as were secured for Fraser River sockeyes. The old stocks of Puget Sound salmon were also disposed of. We have been through a very remarkable period in the Alaska salmon market. As is generally known, the two largest packers of Alaska salmon sent their shipments to England unsold, one firm by steamer from Seattle, and the other by the ordinary sailing ship route from San Francisco. For some unaccountable reason no price was named for these shipments, but these large parcels, which amounted in all close to 600,000 cases, were put into warehouses in London and Liverpool. It was hardly to be expected, in view of these heavy stocks, that the dealer would operate to any great extent, and, therefore, it was not unnatural that we should have a dragging market for Alaska, until some market was established by the naming of a price.

Whaling Industry for British Columbia

A movement is on foot to establish a whaling industry on the Pacific coast, and in this connection an application will shortly be made to the Dominion Government to allow machinery, fit and gear from Norway to be entered free of duty.

The expenditure for the establishment of the industry will amount to between $100,000 and $125,000, and skilled labor has been imported from Norway and Newfoundland to manage and carry on the work at its first inception.

Change for Nova Scotia Fisheries.

THERE is talk of a change in the fishing privileges of Nova Scotia favorable to American fishermen. At the present time they are required to take out a license in order to buy bait and other necessaries, and to ship their cargoes to market over Canadian railways. The talk is of reducing the fee or abolishing the license, and bringing more American vessels to the coast for mutual benefit.

Dealers in fishing supplies are said to be favorable to the proposal to allow American fishing vessels free privileges in Canadian ports, and transportation companies have also expressed approval. Some of the owners of fishing vessels, however, are opposed to the proposition on the ground that if American fishing vessels were able to buy bait in Canadian ports without taking out a license, many Canadian vessels would be unable to obtain a sufficient supply of bait to successfully prosecute the deep-sea fisheries. Advocates of the change say that the increased demand for bait would lead shore fishermen to give more attention to the capture of bait fish, and so assure a large and steady supply, and that, as

a consequence, both the deep-sea and shore fishermen would benefit.

Close Season Regulations.

The following is a copy of the order-in-council recently issued by the Dominion Government, establishing a close season for sockeye salmon on the Fraser River, etc., during the years 1906 and 1908:

"It shall be unlawful to take or fish for sockeye salmon in any of the waters of the Fraser River, Strait of Georgia and Juan de Fuca Strait, lying east of the 125th degree of west longitude and south of the 50th degree of north latitude, with any pound-net, trap, seine, gill-net, set-net, purse-net, drag-seine or any other appliance for the catching of fish, or to sell, export, or otherwise dispose of, or to can, pack, salt or otherwise secure any sockeye salmon, whether specifically enumerated in this section or not, on the shores adjacent within the limits above mentioned, between the 10th day of July, 1906, and the 25th day of August, 1906, and between the 10th day of July, 1908, and 25th day of August, 1908."

To Discriminate Against U.S

As a result of the rejection of the Bond-Hay treaty, Newfoundland will probably enforce the bait act against American vessels as against those of France. Hitherto the United States fishermen have had the privilege of purchasing, but not of catching, bait in Newfoundland, the usual price being $1.25 per barrel. French fishermen at one time had this privilege also, and its being cut off almost completely ruined the French fisheries on the Newfoundland banks.

Fish Notes.

The smelt fishing closed on Feb. 15.

A salmon curing station is about to be started on Lechart channel, Vancouver Island, B.C.

The Capital City Canning and Packing Co. have leased property fronting on Esquimalt Harbor and will erect thereon their canning buildings for the coming season.

Independent salmon canners on Puget Sound are preparing for a fight against the project for closed seasons in 1906 and 1908.

The balance of the property of the Pacific Packing and Navigation Company was sold last week for $205,000 to an American syndicate, headed by J. P. Morgan and E. C. Converse.

An advance of 100 per cent. in the price of all kinds of fish has taken place in San Francisco, owing to bad weather and depredations by the Chinese, as claimed by the wholesale trade, and to a combine of wholesale dealers, as claimed by the retailers.

FISH and OYSTERS

WHOLESALE.

The F. T. JAMES CO., Limited

76 Colborne Street, TORONTO.



All Grocers Should Stock
THE STAVANGER PRESERVING CO'Y'S

Crossed Fish Brand

Norwegian

Smoked Sardines

Selected Fish—Pure Olive Oil—Patent Decorated Tins

AGENTS FOR CANADA

W. G. Patrick & Co., - 29 Melinda Street, Toronto
British Manfrs. Agency Co., - - Vancouver, B.C.

1904 NEW PACK



"Horse Shoe" SALMON

NOW IN STORE

SUPPLIES ARE LIMITED OWING TO SHORT CATCH

ORDERS SHOULD BE PLACED EARLY TO AVOID DISAPPOINTMENT.

1-LB. FLAT TINS ARE PERFECTION AND CAN BE CONFIDENTLY RECOMMENDED.

THE STANDARD OF QUALITY FOR BRITISH AND CANADIAN TRADE.

SOCKEYE **SALMON**







"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

LARGE FROZEN SEA HERRING

NEW AND BRIGHT, IN CASKS AND BARRELS.

ALL KINDS FRESH FROZEN, PICKLED, SMOKED AND DRIED

FISH AND OYSTERS.

PRICE LISTS MAILED ON APPLICATION.

LEONARD BROS., P. O. BOX 639 Long Distance Telephone **MONTREAL**

MONTREAL, ST. JOHN, N.B., WESTPORT, N.S., GRAND RIVER, P.Q., GASPE, P.Q.



INGERSOLL, CANADA FACTORY.

AN EASY ONE.

Added to our splendid assortment of GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St. Louis, Mo., 1904.** Proven the **purest and best,** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St Charles Condensing Co.

"BRUNSWICK"

BRAND

SARDINES

COVERING

¼ Oil Sardines, 100 Tins to Case
¼ Mustard Sardines, 100 " "
¼ Tomato Sardines, 100 " "
¾ Mustard Sardines, 50 " "

Sold by all the Leading Wholesale Grocers in Canada.

PACKED ONLY BY

Connors Bros., Limited

BLACKS HARBOUR, N.B.

You want the **best**

Maple Syrup

for your trade.

You can get it from us absolutely **PURE.**

We are now booking orders for **new** syrup. Get our prices. Write.

The Grimm Mfg. Co.

Manufacturers of Champion Maple Syrup Evaporator and Maple Sugar Makers' Supplies,

MONTREAL

"Matthew's" Famous

Pork Bologna

is known far and wide for its wholesomeness. Being a Pork Bologna, the price is a little higher than that of other brands, but in the public estimation it is abundantly worth the increased cost. Special price for weekly orders upon application.

The George Matthews Co., Limited

ESTABLISHED 1868.

PETERBORO HULL BRANTFORD

BUTTER.

is in good demand. We handle both Dairy in Tubs and in Rolls, and Creamery in Prints and 56 lb. Boxes.

If you want to buy, write us; we can supply you.

If you want to sell, write us. We have excellent facilities for handling both Butter and Eggs, and make good prices for you.

F. W. FEARMAN COMPANY, Limited,

HAMILTON, ONT.

PURE LARD

We manufacture that very Desirable Quality that pleases your Customers,

ABSOLUTELY PURE

OUR TEN-POUND WOODEN PAILS ARE GOOD SELLERS AND TRADE-WINNERS.

The Park, Blackwell Co., LIMITED

PORK AND BEEF PACKERS,

TORONTO, ONT.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

The Meat Situation.

DURING the week under review local trade has been practically demoralized on account of the snow blockade on the railroads. Deliveries of hogs have been exceptionally light and the price quoted in the domestic market to-day is $5.50.

Export markets earlier in the week were quiet and dull, very little business being reported with Denmark. Later in the week conditions improved and at the close the market is brisk, an advance of 2 shillings on last week's prices being in the air, which were 43 to 47 shillings. Packers are anticipating more favorable conditions for export trade than have ruled for some time.

Trade in fresh meats is quiet and slight advances are recorded in veal and lamb, supplies of the latter being now principally cold storage meat.

Butter Brought Back from Britain.

AN event has occurred in Canadian butter circles during the past few days which is almost without precedent in the history of the trade, namely, a shipment of Canadian butter to Great Britain was returned to this country without discharging at an English port, on account of prices being higher here than there. The butter in question was shipped at 21c. and was brought back to sell for 25c. or upwards, at a small profit, on account of the freight for the round trip not being more than 1c. per lb.

The recent spurt in this market caused in the first place by the entry of United States buyers and in the second place by the comparative bareness of the market, will probably only be temporary, the position in the United States to-day being very much the same as exists at the present time in Canada—supply insufficient to provide for the home demand. When buyers from across the line came on this market the price of creamery was quoted at around 22½ to 23 cents. To-day the market price is almost anything the holder cares to ask, but sales are reported at 30 cents, with every probability of a further advance at an early date. The price on this market has already passed out of reach of United States buyers, as values there are now less than ours when the duty is added to the original purchase price. It is more than likely that factorymen over the line will concentrate all their energies to turning out butter to meet the increased demand, and it is therefore hardly probable that the recent state of affairs will be repeated during this season at least.

Advancement in Bacon Production.

THE following directors of the Bedford Dairymen's Association have been elected for the ensuing year: H. S. Foster, of Knowlton, president; Directors, Brome, G. H. Boright, J. C. Draper, and the President; Missisquoi, N. Roy, E. E. Spencer and Hy. Beattie, and Shefford, J. A. Hayes, Z. S. Lawrence and Gardiner Stevens.

Among other interesting features of the recent convention at Cowansville was an address by C. W. Bowman, manager of the packing branch of the Lovell & Christmas Co., Montreal, who pointed out that the raising of hogs in Ontario was one of the most profitable branches of farming. Since 1892 exports of hogs from Canada had increased from $5,000,000 to $16,000,000 in 1903, and of this amount the great bulk went to western Ontario. His firm were building a thoroughly equipped factory at Point St. Charles, where they hoped to prepare and export weekly 3,000 hogs, and they wanted the farmers of Quebec to supply them with the raw material. The Townships were a great creamery section, and for this reason possessed a decided advantage in the matter of the supply of skim milk, which was an important feature in the production of bacon hogs. In fact, butter manufacture and bacon manufacture almost went hand in hand. The farmers of the district were several days nearer the seaboard than those of Ontario, a great advantage. That the business was profitable for the farmer was shown by the fact that farmers during the last five years had realized $6.10 per 100 lbs. on the average, delivered at the packing house, as against $3.50 to $4.50 fifteen years ago. They had to adopt the right breed, Yorkshires or Tamworth, producing a hog from 180 to 200 lbs.

The advantages of cool-cured cheese were demonstrated by J. A. Ruddick, dairy commissioner, Ottawa. Mr. Ruddick showed that the saving offered was substantial enough to warrant every cheese factory in the country being equipped with an up-to-date cool-curing room. The average saving in shrinkage in the cool-curing room was about 1½ per cent., or about 1¼ lbs. per cheese. The improvement in quality was also unquestionable. Several lots that had been sent over to England realized on the average ½c. to ¼c. per lb. more than those cured in the ordinary way.

Great Britain's Egg Supply.

The following statistics are interesting as showing the enormous sum which Great Britain pays yearly for her supplies of eggs:

In 1904 19,942,594 "great hundreds" of eggs were imported at a cost of £6,730,574. The "great hundred" is a charitable measure which allows for breakages.

The imports of eggs for the last three years have been:

	Gt. Hund's	Value.
1902	18,966,795	£6,308,985
1903	19,848,894	6,617,599
1904	19,942,594	6,730,574

The chief countries from which last year's supply of eggs was imported were:

Countries	Gt. Hun.	Value.
Russia	7,032,906	£2,042,520
Denmark	3,602,326	1,461,450
Germany	3,554,232	1,191,161
Belgium	2,517,073	837,120
France	1,698,614	710,057
Canada	317,772	129,631

During last year poultry of the value of £1,089,914 was imported, of which Russia sent by far the largest share—viz., 31.56 per cent. of the total. The values of the poultry imports from the chief countries were as follows:

Russia	£343,761
Belgium	248,552
France	225,700
United States	219,787

Provision Notes.

Through the courtesy of "Cold Storage and Ice Trades Review," London, Eng., The Canadian Grocer is in receipt of their calendar and directory for 1905, nicely bound in morocco.

J. A. Ruddick, dairy commissioner, is in Northern Alberta visiting the government creameries. A number of new creameries may be established if last year's work proves successful.

CHICORY

FINE IMPORTED ENGLISH, GERMAN AND BELGIUM CHICORY, IN CASKS . . . . .

We offer these goods at prices that will interest you. Write—

S. H. EWING & SONS, Toronto Branch, 29 Church Street.

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TELEPHONE MAIN 3171
Telephone orders receive prompt attention.



"Don't forget."

Hallowee Dates

We have just received a shipment of 100 Boxes of Hallowee Dates—clean, bright fruit. We are turning these over at 3½c.

TORONTO JOHN SLOAN & CO. BELLEVILLE

WORTH DOING WELL



The refitting of your store is worth doing well.

Walker Bin Fixtures Make an Old Store New

They so change its appearance and display the stock so cleanly and invitingly that everything tempts the appetite. Everything in sight, too, under glass, and protected from dust, insects and tasters.

There is no way to so effectively display goods as with

"WALKER BINS"

Booklet for the asking. It's worth the little trouble it takes to write for it.

The Walker Pivoted Bin and Store Fixture Co.

Factory, BRAMPTON. Head Office, TORONTO.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

PROVISIONS—There is nothing special to note in provisions markets this week. Meats of all kinds are quiet, as well as lard, and supplies are not much more than sufficient to meet the local demand on account of the recent heavy snow fall which has blocked the country roads. Spring lamb is scarce and slightly higher in price, the market now being supplied with cold storage meat. Veal is also slightly higher than it was last week. Our quotations are as follows:

Long clear bacon, per lb	$ 0 08½	$0 08¾
Smoked breakfast bacon, per lb	0 12½	0 13
Roll bacon, per lb	0 09½	0 00
Small hams per lb	0 12½	0 13
Medium hams, per lb	0 12	0 12½
Large hams, per lb	0 11	0 11½
Shoulder hams, per lb	....	0 09
Backs, per lb	0 14	0 15
Heavy mess pork, per bbl	15 50	16 00
Short cut, per bbl	18 00	18 50
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb	0 07¾	0 08
" tubs "	0 08¼	0 08½
" pails "	0 08½	0 08¾
" compounds, per lb	0 06½	0 07
Plate beef, per 200-lb. bbl	11 00	11 50
Beef, hind quarters	6 00	9 00
" front quarters	4 50	6 00
" choice carcases	7 00	7 25
" medium	5 50	6 50
" common	5 00	6 00
Mutton	6 00	8 00
Lamb, spring, cold storage	9 00	12 00
Veal	8 00	10 00
Hogs, light, carlots	7 00	7 50
" " streetlots	7 50	7 75

CHEESE—The cheese market continues quiet but strong, and prices are the same as quoted a week ago. The same remarks apply to the export market where quotations dropped and rose again during the week under review to about the level of last week. We quote the following prices:

	Per lb.
Cheese, large	0 11
" twins	0 11½

BUTTER—There is almost a famine in the butter market this week owing to lack of supplies from the country, the roads being blocked up and farmers unable to market their produce. Prices are soaring, creamery having gone up to 30c., dairy prints to 25c., dairy in tubs to 20c., and dairy butter in large rolls from 23 to 24c. For the second time in the history of the Canadian export butter trade a shipment sent to Great Britain was brought back this week and sold on the Canadian market at a slight profit, our butter market being much higher that that "across the pond."

It is not thought that these conditions will continue any longer than the roads continue to be blocked in the country, but that supplies will he more plentiful within a fortnight.

We quote the following prices:

	Per lb.	
Creamery prints	0 25	0 30
" solids, fresh	0 22	0 23
Dairy prints	....	0 25
" in tubs	0 18	0 20
" large rolls	0 23	0 24

POULTRY—The poultry trade has been quiet during the week under review and though prices are practically nominal a few turkeys and chickens have changed hands, the quotations in each being 1c. higher than last week. Our quotations are as follows:

Chickens, spring, dry plucked	0 12	0 13
Hens	0 07	0 08
Turkeys	0 16	0 17
Ducks	0 12	0 13

Montreal.

PROVISIONS—The general tone of the market is strong and fair amount of business doing. Demand for pork is fair. Hams and bacon locally quiet with good export demand. Dressed hogs are stronger on account of good prices ruling in live hogs and scarcity of latter. Receipts of dressed poultry are light and tone of market is firmer. Choice turkeys fresh killed, 13½c to 14c., frozen stock, 12½c. to 13c., inferior to common 10c. to 12c., ducks choice 10½c to 11c., medium 8c. to 9c., geese 10c to 11c. chickens 11c. to 12c., for choice 8c. to 9c., medium, fowls, 7c. to 8c. lb.

Canadian short cut mess pork	$16 50	$17 50
American short cut clear	17 00	17 50
American fat back	17 00	17 50
Bacon, per lb	0 07½	0 13
Hams	0 11½	0 13
Extra plate beef, per bbl	11 50	12 00
"Boar's Head" brand, tierces, per lb	....	0 06¾
" " ½-tierces, per lb	....	0 06¾
" " 50-lb. fancy tubs	....	0 06¾
Cases, 20 3-lb. tins, per lb	....	0 07¾
" 12 5-lb. tins "	....	0 07¾
" 6 10-lb. tins "	....	0 07¾
20-lb. wood pails, each	....	1 43
20-lb. tin pails, each	....	1 33

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	1 57	1 70
" tubs	0 07½	0 08¾
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08½	0 09½
" cases (24 3-lb. tins)	0 08½	0 09½

EGGS—Supplies are limited and prices are firm. Enquiries from American points resulted in quite a lot of business during the week and this has tended to firm up the market still more. Spot stocks are light and decreasing rapidly and receipts to fill are light. The continued cold weather has retarded laying and should the weather continue hard further advances may be expected. Local demand is good. The quote:

New laid		0 30
Selected Fall fresh	0 23	0 24
Montreal limed	0 19½	0 20
Cold storage	0 18	0 20

CHEESE—Market is dull. February is generally looked upon as about the dullest month of the year. There is little business doing; price of 10½c. is considered outside figure.

BUTTER—The position of the butter market is one of unusual strength and has been an interesting subject on the street. Holders of any of the finest creamery are asking and getting astonishingly high prices. The advance since last week is from 4c. to 5c. per lb., and it is expected that another advance is bound to follow as stocks are practically nil and it will be well on into April before any new makes can be supplied on sufficient quantities to ease off prices.

Finest creamery	0 30	0 31
Fine	0 25	0 28
Medium	0 23	0 25
Fine western dairy	0 22	0 23
Fair to good western	0 21	0 22
Undergrades	0 18	0 19

Winnipeg.

BUTTER—Prices are steady and there are no new features of interest. We quote:

Dairy, assorted pkgs., selected		0 21
" " round lots		0 17
" (separator), 1-lb. bricks		0 26
Finest fresh creamery, in 56-lb. boxes		0 25
" " in 28-lb. boxes		0 26
" " in 14-lb. boxes		0 27
" " in 1-lb. bricks		0 27

CHEESE—No change in prices. We quote:

Finest Manitoba, large	0 11
" Ontario, "	0 11½
" " twins	0 12
Square cheese	0 12½

LARD—Lard is steady at the recent

The best seed
—bird seed, we mean—
is Brock's.

Birds know it.
So should grocers.

NICHOLSON & BROCK,
TORONTO.



EAGLE
BAKING POWDER
Always gives satisfaction.
Wrfte for prices to
J. H. MAIDEN
MONTREAL.



Bulk
or
Package
PEACOCK BRAND
Condensed Mince Meat
is sold in package form and in bulk, same high quality in both forms.
Order from your wholesaler.
THE BATES PEACOCK CO., Hamilton. Ontario.

Butter Tubs
BEST WHITE SPRUCE
50—30—20 lb.
ORDER NOW
WALTER WOODS & CO.
Hamilton and Winnipeg.

advance which is being firmly maintained. We quote:

Lard, 50-lb. pails, per pail	4 90
" 20-lb. " "	2 00
" 3-lb. tins, per case 60 lbs.	6 30
" 5-lb. " "	6 15
" 10-lb. " "	6 00
Pure lard in bbls, per lb	0 09

CURED MEATS—Prices are firm. We quote:

SMOKED MEATS.

Hams, sugar cured, assorted sizes	0 13
" " heavy 20 to 30	0 12½
Picnic, " assorted sizes	0 08½
Shoulders, "	0 08½
Bacon, " breakfast bellies	0 12½
" " breakfast backs	0 10½
" " Wiltshire sides	0 15
" " spiced rolls, long	0 09½
Manitoba butts	0 09½
" " skinned	0 10
" " boneless and rolled	0 11
" rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 08½
" " " smoked	0 09½
" " " boneless backs	0 09½
Shoulders " "	0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl	18 00
" " " per ½ bbl	10 50
Standard mess pork, per bbl	16 00
" " " per ½ bbl	9 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless bocks	8 50	4 50	2 50	2 00

Sweet pickled spare ribs, not cooked, per lb. 0 04
" hocks, " " 0 04

St. John.

PROVISIONS—In pork, market seems firm at rather advanced prices. Sales are reported better. Beef shows less change. Pure lard is rather higher. Refined is unchanged. Smoked meats are very firm, particularly hams. In fresh meats, beef is freely offered and is quite low. There is improved supply of veal, price quite firm. There is but little lamb. Mutton is dull. Pork rather higher.

Mess pork, per bbl	$16 00	$17 00
Clear pork "	14 50	18 00
Plate beef "	....	15 00
Mess beef "	10 50	12 00
Domestic beef, per lb	0 04	0 06½
Western beef "	0 07	0 08
Mutton "	0 04	0 05

There may be **Beans** on the market which can be bought for less money, but there are none which can give the satisfaction to a customer that

CLARK'S

Pork and Beans in Chili Sauce

always has and always will.

No saving by buying cheap goods will repay you for a dissatisfied customer.

EGGS

We will buy your eggs F.O.B. all year.

CORRESPONDENCE SOLICITED.

The WM. RYAN CO., Limited

70 and 72 Front St. E., Toronto,

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

ACME TABLE SALT.

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, - Toronto, Ont.

Butchers, Merchants and Hide Buyers

Should write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freights. He pays full market values. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

JOHN LETHAM & SONS,
LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

JAMES MARSHALL,
ABERDEEN, - SCOTLAND.
Cables, Halcyon. Codes, A. B. C., 5th ed., Scattergood. Consignee for all kinds of Canadian produce. Personal attention and prompt returns guaranteed.

I want to secure **Sole Agency** for **Britain** for Canadian manufacturers of **Wooden Ware** or similar lines. References **A 1.** Splendid connections.
A. S. DUFFUS, JR.,
9-10 St. Mary-at-Hill, LONDON, E. C

DAVID SCOTT & CO.,
Est. 1878. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of
CANNED GOODS.
T. A.—Scottish, Liverpool.

GRIFFIN & CULVERWELL,
Brokers, invite consignments of general produce, especially BUTTER, CHEESE, AND ALL FOOD PRODUCTS. Correspondence invited. References given. WRITE US.
139 REDCLIFFE ST., BRISTOL, ENG.

STOKES BROTHERS,
GENERAL MERCHANTS,
EXETER, ENGLAND,
Dealers in Eggs, Apples, Bananas, Potatoes and Fruits of all Kinds.
Correspondence solicited

This space $15.00 per year.

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

E. BIERMANN & CO.,
FRUIT AND PRODUCE BROKERS,
5th Ed. A.B.C. Code,
CARDIFF, WALES.
APPLES AND ALL KINDS OF FRUIT AND PRODUCE.

ALEXANDER CRICHTON,
15 Stanley St., LIVERPOOL, England, CANNED GOODS AND DRIED FRUIT BROKER. And at St. Magnus House, London, E.C. T. A., "Acriton, Liverpool." Code, A. B. C., 4th Ed.

Tbis space $15.00 per year.

HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

GEO. R. MEEKER & CO.
11 and 12 Bedford Hotel Chambers, Covent Garden,
LONDON, W C. - - - ENGLAND.
European representatives and distributors, Earl Fruit Co., California, U S.A.
SPECIALTIES,
FRESH, DRIED and CANNED FRUITS.
T.A.. Emulate.
Codes, A.B.C. and Lieber's.

THOS. BOYD & CO.,
28 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England
We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER.
We sell cost, freight and insurance. Western Union Code.
LONDON, LIVERPOOL, GLASGOW.

Salter & Stokes, 19-20 King St. W. Smithfield, 226-7 Central Market, E.C., **London, Eng.**
IMPORTERS OF CANADIAN
CHEESE, BUTTER, EGGS AND POULTRY.
Reference, London City and Midland Bank, West Smithfield. We buy outright.

FISH

It is not too early to see about your fish stock for Lenten trade—if you wish to get your share of this profitable business. Our stock is new and well assorted, the two extremes of Canada contributing their best to our stock. We have some lines new to the trade in a car of Pacific Coast fish just received.

From the PACIFIC

WESTERN CANADIAN FISH CO.

Maple Leaf

Pure Cod, 1 & 2-lb. blocks.
Cod Strips, 40-lb. boxes.

Behring Sea Whole Cod

50-lb. boxes.

Smoked Salmon

Halibut Strips, Smoked.
" Cutlets, ½-lb. cartons.

SCALED HERRINGS

—Fine large fish—

LABRADOR HERRINGS

Brls. and half brls.

A SNAP—Fresh Water

TROUT—$5.00 keg F.O.B. Midland

Guaranteed A1. Fall caught.

GET OUR QUOTATIONS

—PRICES RIGHT—

From the ATLANTIC

BLACK BRO'S. FAMOUS BRANDS

"HALIFAX"—

Shredded Cod, 10c. pkgs.
Fish Cakes, 1-lb. cartons.
Boneless Cod, 3-lb. boxes.

"ACADIA"—

Boneless Cod, 1-lb. blocks.
" " 2-lb. boxes.

"Bluenose"—Pure Cod, 1-lb. blocks.

Skinless Cod—50-lb. cases.

THE EBY, BLAIN CO. LIMITED

Wholesale Grocers, - - - TORONTO.

Veal	"	0 06	0 08
Lamb,	"	0 06	0 07
Pork		0 07	0 07½
Hams	"	0 12½	0 13½
Rolls	"	0 10	0 13
Lard, pure, tubs	"	0 08½	0 08½
" " pails	"	0 08½	0 09
Refined lard, tubs		0 08	0 08½
" " pails		0 08½	0 09

BUTTER—Price is a matter of quality. Good butter is high. Poor butter has been quite well cleaned up by western buyers.

Creamery butter	0 23	0 25
Best dairy butter	0 20	0 21
Good dairy tubs	0 17	0 18
Fair "	0 15	0 16

EGGS—Prices are unchanged but firm. For strictly fresh stock high prices rule.

Eggs, hennery	0 28	0 30
" case stock	0 23	0 25

CHEESE—There is but a fair demand. Large cheese dull. Twins are wanted. Prices rather higher.

Cheese, per lb	0 11	0 11½

New Butter-Making Process.

A new process of making butter has been invented according to which sweet cream is poured into shallow pans, the bottoms of which are covered with absorbent pads. The pads are composed of heavy white blotting paper supported on Turkish toweling, or some similar material, and absorb from the cream nearly all of its fat remains as a layer on the surface of the pads and after several hours' standing may be rolled off. In this condition the product contains rather too much water and milk proteids; on this account, and because of the absence of salt, it does not keep very well. If, however, the separated butter fat be worked and salted in the same way as the ordinary churned product, the result is a very fine grade of butter.

The process has the advantage of cheapness, since the pads may be used over and over again, lasting, it is said, for six months of daily use. The labor of churning is avoided, and, on account of the use of fresh cream instead of that that which has stood to ripen several days, the finished product keeps better than butter made in the ordinary way. The process has been patented in the United States, Canada, England, France and Germany.

Provision Notes.

The Victoria Creamery, Lindsay, Ont., has passed into the hands of M. J. Lewis.

A. & G. Taylor have purchased the old Pembroke creamery from T. Delaheye and already begun operations.

The Western Produce & Commission Co., of British Columbia, has been incorporated with capital stock of $25,000.

The chilled meat industry is to be introduced into the cattle raising districts of Canada by a company calling itself the Canadian Chilled Meat Co. The incorporators are: H. E. G. Cook and R. W. Meiklejohn, of Cochrane; A. C. Sparrow, G. H. Johnston and W. H. Manany, of Calgary, and the capital stock is $500,000.

A NOVELTY

The Wallaceburg Sugar Co., Wallaceburg, are about to start a factory for refining cane sugar. Full particulars will be given later. This departure is almost without precedent in Canadian manufacturing circles.

ANNIVERSARY.

Perkins, Ince & Co., Toronto, will celebrate within the next few months the sixtieth anniversary of their establishment in business at 43 Front Street E.

GOOD ADVERTISING MATTER.

E. D. Marceau, Montreal, is doing some very fine and effective advertising in the Montreal street cars. The handsome cards in the car racks are certainly speaking strongly of the merits of Madame Huot's Coffee and "Condor" brand teas. Mr. Marceau's ads. in The Grocer are always strong and speak to the point and the buyer is never left in doubt as to what he can secure in the way of teas, coffees and grocers' sundries.



RETURNED
FEB 27 190
To Le Pas Courant
Ast Book 30
Page 64

HAMILTON, Feb. 23, 1905.

Good morning, Mister Grocer.

Do I think sugar will go still higher? Really, I can't say. Haven't you made a mistake? I'm selling Aylmer Tomato Soup —not sugar.

Do you know I met a grocer the other day and he said, "Look here, young fellow, didn't you tell me a week or so ago that Aylmer Tomato Soup was as good as mother used to make? Well, I tried a can on your recommendation, and I'll be hanged if it is as good as mother used to make, but I will say this much, that next to mother's it's the best Tomato Soup I ever tasted. It's got the ripe tomatoes, beef stock, cream and butter all right, and I like the fancy wrapper label. You can send me five cases at once."

No, it's not too expensive for you to handle. That's where you are mistaken. While Aylmer Tomato Soup is as good or better than many of the imported soups, it costs less than half the money.

Where can you get a few cases? Why, all the leading Wholesale Grocers carry Aylmer Tomato Soup in stock. If your own jobber cannot supply you, drop a line to the Canadian Canners, Limited, Hamilton.

Well, goodbye for the present: I will see you again in a week or so.

THE CANNERS' DRUMMER.

THE JOHN L. CASSIDY CO. LIMITED
MONTREAL.

OUR EXCLUSIVE LINES
—IN—
Dinner and Toilet Ware
are irresistible, and will appeal to your better class trade—
"With Ample Margin For You."

Our stock also embraces the most saleable lines in
CHINA EARTHENWARE
GLASS SILVERWARE
LAMPS CUTLERY
WITH EVERYTHING IN
CROCKERY
IF YOU WANT A GOOD THING, WE HAVE IT.

STAPLE AS SUGAR
B. H. M.
—BUT INFINITELY MORE PROFITABLE FOR THE GROCER TO HANDLE—
ARE OUR
Allemania
AND Corker ASSORTMENTS
OF Cheap China
THE FORMER CONTAINING ARTICLES TO RETAIL AT 5c., 10c., 15c. AND 20c. EACH AND THE LATTER TO RETAIL AT 25c. AND 50c. EACH.
NOT OLD STOCK, CHRISTMAS GOODS, BUT NEW 1905 ASSORTMENTS THAT ARE, AS WE HAVE SAID, STAPLE AS SUGAR YOU KNOW WHAT THAT MEANS.
SEND FOR LISTS.
BARNARD & HOLLAND CO.
MONTREAL

Ammonia.
Gorman, Eckert & Co., London, Ont.

Baking Powder.
Maiden, J. H., Montreal.
Gillett, E. W., Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Greig, Robt., Co., Toronto.
Lumsden Bros., Hamilton.
McLaren's, W. D., Montreal.
Pure Gold Mfg. Co., Toronto.

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Canadian Swiss Trading Co., Mootreal.
Christie, Brown & Co., Toronto.
Cowan Co., Toronto.
Lamont, Corliss & Co., Montreal.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart, A. J., Toronto.

Blue and Black Lead.
Oakey, John, & Sons, London, Eng.

Business Brokers.
The Locators, Winnipeg, Man.

Canned Goods.
Canadian Canners', Hamilton.

Cans.
Acme Can Works, Montreal.

Cash Registers.
National Cash Register Co., Dayton, O.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Fortier, J. M., Montreal.
McAlpin Consumers Tobacco Co., Toronto
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Cocoas and Chocolates.
Canadian Swiss Trading Co., Montreal.
Cowan Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Lamont, Corliss & Co., Montreal.
MacLaren, A. F., Imperial Cheese Co., Toronto.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Colson, C. E. & Son, Montreal.
St. Charles Condensing Co., Ingersoll.

Corks.
Ewing, S. H., & Sons, Montreal.

Crockery, Glassware and Pottery.
Barnard & Holland, Montreal.
Cassidy, John L., Co., Montreal.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Fearman, F. W., Co., Hamilton.
Matthews, Geo. Co., Brantford, Hull, Peterboro'.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Ryan, Wm., & Co., Toronto.
Rutherford, Marshall & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Balfour & Co., Hamilton.
Black Bros. & Co., Halifax.
Connors Bros., Blacks Harbor, N.B.
Gillard, W. H., & Co., Hamilton.
James, F. T., Co., Toronto.
Laporte, Martin & Cie, Montreal.
Leonard Bros., Montreal.
Lucas, Steele & Bristol, Hamilton.
Sovereign & Lynx Brands.
Stavanger Preserving Co., Toronto and Vaneouver.
Todd, J. H., & Son, Victoria, B.C.
Turner, James, & Co., Hamilton.
Winnipeg Fish Co., Winnipeg, Man.

Foreign Importers.
Biermann, E., & Co., Cardiff, Wales.
Boyd, Thos., & Co., Liverpool, Eng.
Crichton, Alexander, Liverpool, Eng.
Duffus, Alex. S., London, Eog.
Griffin & Culverwell, Bristol, Eng.
Hall, R. C., & Co., London, Eng.
Lethem, John, & Sons, Leith, Scotland.
Marshall, James, Aberdeen, Scotland.
Meeker, George R., & Co., London, W.C.
Little, Geo., Manchester, Eng.
Salter & Stokes, London, Eng.
Scott, David, & Co., Liverpool, Eng.
Stokes Bros., Exeter, Eng.
Whiteley, Muir & Co., Liverpool, Eng.
Wickes, Hamilton, & Co., London, Eng.

Fruits—Dried, Green, and Nuts.
Adamson, J. T., & Co., Montreal.
Finkle & Aekerman, Bowmanville, Ont
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton.
Goodwillie's—Rose & Laflamme, Montreal.
Husband Bros. & Co., Toronto.
Laporte, Martin & Cie, Montreal.
MoWilliam & Everist, Toronto.
Rattray, D., & Sons, Montreal.
Robinson, O. E., & Co., Ingersoll.
Rose & Laflamme, Montreal.
Sloan, John, & Co., Toronto.
Stringer, W. B., & Co., Toronto.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Tippet, A. P., & Co., Montreal.

Grain, Flours and Cereals.
Chaput, L., Fils & Cie, Montreal.
Frontenac Cereal Co., Kingston.
Greig, Robt., Toronto.
Kinnear, T., & Co., Toronto.
Lake Huron & Manitoba Milling Co., Goderich.
McCann, Wm., & Co., Toronto.
Ogilvie Milling Co., Montreal.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Chaput, L., Fils & Cie., Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Kinnear, T., & Co., Toronto.
Laporte, Martin & Cie., Montreal.
Lucas, Steele & Bristol, Hamilton.
Marceau, E. D., Montreal.
"Ozo" Co., Montreal.
Sloan, John & Co., Toronto.
Todhunter, Mitchell & Co., Torooto.
Turner, James, & Co. Hamilton.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co., Mootreal.
Coles Mfg. Co., Philadelphia, Pa.

Hides.
Page, C. S., Hyde Park, Vt.

House Insect Destroyer.
Common Seose Mfg. Co., Toronto.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.
Walker Pivoted Bio and Store Fixture Co., Toronto.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Colson, C. E., & Son, Montreal.
"Ozo" Co., Montreal.
Smith, E. D., Winona, Ont.
Upton, Thos., & Co., Hamilton.

Macaroni
Tippet, A. P., & Co., Montreal.

Manufacturers' Agents, Brokers and Commission Merchants.
Adamson, J. T., Montreal.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Kyle, C. E., Toronto.
Lambe, W. G. A., & Co., Toronto.
Lawson, Reginald, Winnipeg.
Millman, W. H., & Sons, Toronto.
Milne, Chas., Vanoouver, B.C.
Nicholson & Baln, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Rattray, D., & Sons, Montreal.
Ryan, Wm., Co., Toronto.
Tippet, A. P. & Co., Montreal.
Rutherford, Marshall & Co., Toronto.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Mince Meat
Batee, Peacook Co., Hamilton.
Capstan Mfg. Co., Toronto.
Wethey J. H., St. Catharines.

Mops.
Tarbox Bros., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Medicines.
Mathieu, J. L. Co., Sherbrooke, Que,

Peels.
Colson, C. E., & Son, Montreal.
Greig, Robt. Co., Toronto.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Colson, C. E., & Son, Montreal.
Flett's—Rose & Laflamme, Montreal.
Gorman, Eckert & Co., London, Ont.
Heinz, H. J., Pittsburg, Pa.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Paterson's— Rose & Laflamme, Montreal.
Sutton, G. F., Sons & Co., London, Eng.

Polishes—Metal.
Anglo-Canadian Supply Co., Toronto.
Oakey, John, & Sons, London, Eng.

Polishes—Stove.
Morse Bros., Canton, Mass.
Nickel Plate Stove Polish Co., Chicago.
Prescott's.—W. H. Dunn, Montreal

Refined Cider.
Wilsoo, W. H. Co., Tillsonburg, Ont.

Refrigerators.
Eureka Refrigerator Co., Toronto.

Rice.
Orme & Sutton Rice Co., New York.

Salt.
Canadian Salt Co., Windsor, Ont.
Cerebos Salt.
Dominion Salt Agency, London, Ont.
Toronto Salt Works, Toronto.

Shelf Boxes.
Bennett Mfg., Co., Pickering, Ont.

Soap.
Duncan Company, Montreal.

Starch.
Brantford Stareh Works, Brantford.
Edwardsburg Stareh Co., Cardinal, Oot.

Steel Shingles and Siding.
Metallio Roofing Co., Toronto.

Store Lighting.
Aner Light Co., Montreal.

Sugars, Syrups and Molasses.
Canada Maple Exchange, Montreal.
Dominion Molassss Co., Halifax, N.S.
Edwardsburg Staroh Co., Cardinal, Oot.
Grimm Mfg. Co., Montreal.
Imperial Maple Syrup—Rose & Laflamme Montreal.
"Sugars" Limited, Montreal.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Ass'n.
Chaput, L., Fils & Cie, Montreal.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England
Dutch Chemical Works, Amsterdam, Holland.
Eby, Blain Co., Toronto.
Estabrooks, T. H., St. John, N.B.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Gorman, Eckert & Co., London, Ont.
Greig, Robert, Co., Toronto.
Japan Tea Traders' Ass'n.
Kinnear, T., & Co., Toronto.
Lumsden Bros., Hamilton.
Marceau, E. D., Montreal.
"Ozo" Co., Montreal.
Salada Tea Co., Montreal and Toronto.
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Todhunter, Mitchell & Co., Toronto.
Wood, Thos., & Co., Montreal.

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"Ozo" Co., Montreal.
Wilson, W. H., Co., Tillsonburg.

Washing Compound.
Keen's—Frank Magor & Co., Montreal.
Winn & Holland, Montreal.

Woodenware.
Woods, Walter, & Co., Hamilton.

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Douglas & Ratcliff, Toronto.

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Purest and Best

WINDSOR SALT

WE BEG TO INFORM YOU THAT

THE DOMINION SALT AGENCY
LONDON, ONT.

HAVE BEEN APPOINTED OUR GENERAL SELLING AGENTS FOR CANADA, AND WE SHALL FEEL OBLIGED IF YOU KINDLY SEND YOUR ORDERS DIRECT TO THEM.

WE DESIRE TO EXPRESS THANKS FOR THE LIBERAL PATRONAGE ACCORDED DURING THE PAST, AND TRUST BY CONTINUED EXCELLENCE OF MANUFACTURE, PROMPT SHIPMENTS AND CLOSE ATTENTION TO BUSINESS, TO MERIT A CONTINUANCE.

THE CANADIAN SALT CO., LIMITED

WINDSOR, ONT., FEB. 1ST, 1905.

FOODS FOR LENT

It pays during Lent to give special attention to foods suitable for the season. Fish is not the only thing you can sell.

HEINZ CREAM OF TOMATO SOUP
VEGETARIAN BAKED BEANS

are two varieties which are especially good at this time—the Soup because it is a pure cream of tomato without meat stock; the Beans because they are prepared with Tomato Sauce, but without Pork.

EVERYTHING THAT'S HEINZ IS SAFE TO BUY AND SAFE TO SELL.

H. J. HEINZ CO., Pittsburgh, U.S.A.

HAVEN'T YOU AN ORDER?

It Surprises Us

—and would you—to see how the makers of

Wrapping Papers, Twines, Paper Bags, Parchments

and such things are continually getting out something better — something that entitles them to the trade on a particular line.

We keep in closest touch with these men, and pass on to you any better thing they turn out.

DOUGLAS & RATCLIFF LIMITED
30 W. Market Street, TORONTO

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Northwest Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island, Newfoundland and abroad.

OFFICES

CANADA—
MONTREAL - - 232 McGill Street. Telephone Main 1255.
TORONTO - - 10 Front Street East. Telephone Main 2701.
WINNIPEG - Room 515, McIntyre Block Telephone 1846. F. R. Munro.
VANCOUVER - - - Geo. S. B. Perry.
ST. JOHN, N.B. - No. 3, Market Wharf. J. Hunter White.

UNITED STATES—
NEW YORK - - New York Life Bldg. W. T. Robson. - Telephone 19 Franklin.

GREAT BRITAIN—
LONDON - - 88 Fleet Street, E.C. Telephone, Central 12960. J. Meredith McKim.
MANCHESTER - - 92 Market Street. H. S. Ashburner.

FRANCE—
PARIS - - - - - - A. E. Dacam

AUSTRALIA—
ADELAIDE - - Steamships Building, W. H. Sharland, Jr.

Subscription, Canada and United States, $2.00.
Great Britain and elsewhere - - 12s.
Published every Friday.
Cable Address { Adscript, London. Adscript, Canada.

NEW ADVERTISEMENTS.

Anglo-Canadian Supply Co., Toronto.
Geo. R. Meeker & Co., London, W,C.
C. E. Kyle, Toronto,
Connors Bros., Black's Harbor, N.B.

INFERIOR GOODS.

THE charge which comes from London, England, to the effect that Canadian goods landed in Great Britain are found inferior to sample, should be investigated. It is not the first nor the second time that similar charges have been made. If they are true, the fact should be known beyond all question. When this is done and the cause ascertained, the remedy could be applied and the Dominion Government should see that it is applied. Cables derogatory to Canadian practices have sometimes their source in the correspondents of United States newspapers, but the particular charges which have just been made have their origin with the correspondents of the Canadian Associated Press. We cannot, therefore, take refuge in the plea that they are actuated by the spleen of American correspondents.

Some of these charges are, no doubt, groundless, but they cannot all be so. There are, no doubt, manufacturers here and there who neither value their own reputation nor that of the Dominion. It behooves the Government to provide the machinery to ferret out manufacturers of this type, and give them that publicity which, as a rule, is a cure for careless and dishonest business methods.

Canada cannot afford to have her reputation sullied by the acts of manufacturers who are either ignorant of what business means or are designedly crooked.

THE CREDIT EVIL.

IN our news columns will be found a full account of the proceedings at the organization meeting of the "Retail Merchants' Association of Western Canada" held in Winnipeg last week. With movements of this character The Canadian Grocer is in hearty sympathy, and it is gratifying to be able to report a very successful convention. In the matter of trade associations Western Canada leads the Dominion, and Western merchants as a class are fully alive to the advantages which may be gained by united action.

Perhaps one of the most important topics discussed was the evils of the credit system as it is established in the country west of the Lakes, and the remedy proposed would seem to be feasible provided united action can be taken at a stated time by the bulk of the retail trade. Speaker after speaker at the convention last week rose in his place to condemn the credit system and all its works of iniquity, and all present agreed that the Western merchant was confronted with a serious situation. Speaking from their own personal experience, prominent country merchants said that they were now giving five dollars credit where formerly they gave only one, and that the proportion of annual sales carried over on the books from one year to another was greater now than ever before. Clearly it is time to call a halt.

A special reason why some action should be taken at the present time afforded by the invasion of Winnipeg and the West by Toronto's largest departmental store. The strength of the departmental store lies in its ability to buy and sell for cash; its weakness consists in its heavy expenses for management, and in its red tape system of sales, and division and sub-division of departments, which, although necessary to its successful management, are nevertheless annoying to customers. Were it not for the handicap of the credit system, with its interest charges and bad debts making necessary a larger profit, the small merchant would have nothing to fear in his competition with the new-comer.

But while the evils of the credit system are apparent and the advantages of a cash system can be seen by all, there are special reasons why Western merchants feel that it is absolutely impossible to change from the one to the other. The whole of the West is dependent upon the wheat crop and until it is marketed the farmer, upon whom all classes depend, has no money. He gets his money only once a year, and in the present stage of the country's development his account must be carried by the Western merchant.

Plainly, this system, although it may be necessary, has grave dangers. As several merchants at the Convention pointed out, a general failure of crops or their destruction in any district by hail, frost, must or drouth would bring disastrous consequences to merchants with so many accounts on their books. For purposes of self-preservation immediate action is required.

The remedy proposed by the Convention is a compromise between the cash and credit systems. Since the average Western farmer gets his money about the first of November, it is proposed that accounts be rendered at that date and concerted measures taken to make collections. It is further proposed that from the first of November until the first of May no credit be allowed. Thus during the six months when the farmer has least money he is allowed credit, and during

the other six, when he should have money in pocket, he must pay cash.

We want the opinions of our readers, particularly in the West, as to whether this scheme is feasible provided a sufficient number of merchants undertake to carry it out. There is no subject in which the Western merchant is more vitally interested, and every reader has an opinion on this subject. Let us hear from you. Address Winnipeg office, 515, McIntyre Block.

TRAVELING SALESMEN.

COMPLAINTS are frequently heard from heads of firms that travelers are getting scarcer and more scarce every day. By this is not meant scarcity as regards quantity, but scarcity as associated with efficiency in salesmanship. There is no dearth of applicants for any and every position on the road, but there seems to be a lack of good men—men who are conscientious in their work, who make themselves familiar with all that should constitute thorough salesmanship, who study and know the goods they sell, who are posted, not only on what they are offering to their customers, but who are also able to combat claims put forward by their rivals on the road, and to meet on every point facts and figures put against them by their customers. That there is truth in this complaint is, unfortunately, too apparent to anyone having has experience with travelers.

An employer of help with a large traveling staff gave expression the other day to his experience, as follows:

"I find that our traveling men make little, if any, effort to keep posted regarding the details of the business. They do not familiarize themselves with our advertising matter, nor do they even fit themselves to deal effectively with the claims and assertions made by our competitors. For the most part, they are men who have been on the road for years, have become acquainted with the trade, and rely wholly on the old-time methods of talk and bluff to sell the goods. When a prospective customer mentions some claim or argument advanced by a competitor, the salesman is never prepared to meet it. He had obtained no previous knowledge of it, and is unable to produce any facts and figures disproving it. He is, therefore, compelled to 'bluff it out,' depending entirely on his glibness of tongue to counteract the effect of the competing claims."

It would seem that the conditions of our keen competition nowadays are not fully realized by the average salesman, nor is enough attention paid to details, to a thorough knowledge of the goods offered. As a general thing, travelers are recruited from the house staff, their ambition being to "get on the road," and to higher salary,—both commendable aspirations in themselves, only without a thorough training under good heads of departments, success cannot attend the beginner, unless, as is claimed, the "game of bluff" is worked. In the dry goods, clothing, boot and shoe, and hardware trades, a rather more thorough training seems to obtain, as salesmen in these lines require many years of warehouse experience and a closer personal contact with the goods than seems to be thought necessary by the grocery men. Why this is so does not seem reasonable to us.

In our opinion, the closest study should be made of every line sold by grocery travelers, and we are firmly convinced that a training in the warehouse is the proper step from the sample-room to the road; and not only this, but before the young man goes upon the road he should have a good knowledge of the leading lines at least, should be made familiar with the tea districts, the manner of their culture and preparation, the ports through which teas are handled; should have a knowledge of the class of teas consumed in the principal tea-consuming centres of the world. He should be posted in a general sense on the duties and the application of the same to his own country,—and over and above all, be thoroughly at home with the peculiarities of the various teas used; should watch the changing conditions of the trade, so as to be in a position to place the strongest arguments before his prospective customers. A knowledge of coffees will not be a handicap to him. To know coffee, places of growth, style, color and peculiarity of the bean, something of the manner of roasting and blending, is to every grocery traveler a good aid to sales. Canada is not, generally speaking, a coffee-drinking country, but it is becoming more and more so every day,—and if we digress a moment, we may say it is about time that our coffee trade was improved and our people educated to its proper preparation and use, for a really good cup of coffee in this country is a rarity, and such a thing as uniform quality,—that is almost a chimera. What confidence a salesman could create in his customer's mind and opinion if he could speak "by the book" on coffee.

And so on down the line of staples in groceries. "A little knowledge is a dangerous thing"—it certainly is—for the other fellow, if you have the knowledge of what you are selling; and not only knowledge, but confidence in your knowledge. A little knowledge of what your competitor is selling is dangerous—for your competitor. If you know what your competitors are advertising and pushing, and post yourself on their lines, values and arguments, you need fear no competition. Post yourself, is advice to the salesman; study your goods, know as much about them as you can; read your trade paper, which is always full of information pertaining to your goods; watch your firm's ads., and watch your competitors' ads.; keep in touch with new lines, new ideas, new methods of doing business. Keep your eyes on the world as it whirls around, but don't get dizzy watching it,—move with it.

AT IT AGAIN.

ONCE more that "'cute Canadian" advertising solicitor has cropped up in Birmingham. Our readers will remember him and his methods. They have both been pretty freely denounced in these columns in the past.

It is a shame that one man should be undoing the good work that Canadian agents and reputable trade papers have been doing to build up trade between England and Canada. Both he and the paper he represents must be severely condemned. They are a disgrace to Canadian journalism.

Here is the latest story from the columns of the Birmingham Gazette and Express:

Forty-five Birmingham manufacturers met in the Cosmopolitan Club

and spent an hour in comparing notes concerning a Canadian visitor, whose pilgrimage to Birmingham has left mingled memories. A brilliant bird of passage, the Canadian offered traders a quick way to fortune by advertising in a Canadian journal associated with commercial interests.

He brought a list of firms who were said to be longing to be in communication with Birmingham, and he took away signed contracts for big announcements in the paper from about 200 houses. Many of the latter, on sending catalogues to Canada to the addresses given, received a large percentage of them back through the dead letter office.

Yesterday all were concerned as to where the distinguished looking stranger is to be found.

Announced as "the celebrated Dr. ——," the visitor explained that he had come to England to consult a specialist about a kidney trouble, and incidentally hoped to do something while over here to stimulate trade between the Mother Country and the Dominion of Canada. At this point the list of firms was produced, the stranger would produce a blue pencil, and rapidly sketch a map on a piece of blotting paper, showing the places where goods such as those manufactured by the firm he was visiting were urgently wanted.

The visit usually concluded by the doctor taking an order for a year's advertisement, and predicting that the advertiser would be compelled within a few years' time to double the size of his factory.

"You will probably come to look on this visit," he told one gentleman, "as that of a guardian angel, and bless me to the last of your—I hope many—prosperous years."

So far from orders having poured in upon Birmingham in embarrassing quantities, not one of those present was able to trace a single customer to the "guardian angel." A commoner experience had been to receive a postcard from the Canadian firms to whom price lists had been sent on the "angel's" recommendation, somewhat to this effect:

"Thanks for your catalogue, but we have never any need to use the description of goods you specify."

The journal named actually exists, is published in Montreal, and is filled almost solely with Birmingham and West Bromwich business announcements.

The dilemma of those present yesterday was whether they could now resist liability for the contracts given to the swell from across the Atlantic, who was stated to be the paper's "European editor."

The actual editor of the journal, it seems, has an admirably free and easy way of dunning his Birmingham clients for money. Occasionally the editorial "we" is dropped with delightful naivete, as witness the following specimen:

"We should feel obliged if you would send your promissory note as I am largely engaged in building operations which are taxing my finances to the utmost."

After a long discussion on the legal bearings of the matter the meeting decided on combined resistance to the demands for payment now being presented. It is probable that more will be heard of the matter.

PERSONAL MENTION.

Mr. W. P. Lowney, of Lowney's Chocolates, Boston, is spending a few days in Montreal.

Mr. P. C. Larkin, of the Salada Tea Co., has gone to Florida for a few weeks.

Mr. M. Bull, of the Royal Soap Co., Winnipeg, is in Toronto this week calling upon the trade.

Mr. H. H. Munro, representing Hamilton Coffee & Spice Co., Hamilton, is in Montreal this week.

Mr. F. W. Mason, representing J. D. Bradshaw & Co., Toronto, was a caller on the Montreal trade this week.

Mr. L. C. Van Beaver has resigned the managership of Armour Limited, Toronto, to accept a position with the Wm. Davies Co.

Mr. Geo. D. MacAllister, representing the Dovercourt Twine Mills, Toronto, is calling on the trade in Montreal and Quebec this week.

Mr. Albert Nieghorn, of The Canada Chemical Mfg. Co., London, Ont., was a caller at the Montreal offices of The Grocer this week.

Mr. J. H. Butler, of McMahon, Loadfield & Co., wholesale crockery, Toronto, has been calling on the trade in Montreal during the past ten days.

Mr. W. Ince, jr., of Perkins, Ince & Co., wholesale groeers, Toronto, has left on an extended pleasure trip to Europe, sailing at the week end via New York for Naples.

Mr. Ed. Lowe, manager of the F. J. Castle Co., Ottawa, was in Montreal over Sunday. Mr. Lowe reports business as satisfactory despite the severe storms and heavy country roads.

In the report of interviews on the tea question in last week's Grocer, it was mentioned that Mr. Denis, of Kearney Bros., Montreal, had been seen on the subject. It should have read Mr. Geo. Leger, of Kearney Bros.

Mr. D. Byron McRae, representing the Wilson-Lytle, Badgerow Co. and T. A. Lytle Co., Toronto, is hustling in Montreal and the Eastern Townships. Must be something doing in vinegar, as D. B. hadn't time to talk on anything else.

Mr. Chas. Farnworth, representing the F. F. Dalley Co., Hamilton, Ont., was a caller at the Montreal offices of The Grocer this week, on his return from Quebec and intermediate points. He reports that "2 in 1" is still as popular as ever, and will shine during the coming season.

VISITOR FROM B.C.

MR. D. MOWAT, of the Western Canadian Fish Co., Barnet, B.C., was a caller at the Toronto offices of The Canadian Grocer this week. It may be news to the trade that the codfish industry has already assumed prominence in British Columbia. Mr. Mowat's firm handle dry, pickled and smoked codfish, halibut and salmon, all of which are being well received on the Canadian market.

JOINED THE E. W. GILLETT TRAVELING STAFF.

Mr. Walter J. Elliott, late manager of The Industrial Co-operative Society of Valleyfield, Que., has severed his connection with that company to join the traveling staff of E. W. Gillett Co., Limited, Toronto. Mr. Elliott has had a long training in the grocery trade, is thoroughly familiar with what he is selling, has a good knowledge of French, and experience on the road, and the interests of E. W. Gillett Co., Limited, should be well looked after by him. Mr. Elliott's headquarters will be in Montreal, his territory including the eastern part of Ontario, the Eastern Townships and the Province of Quebec to the Gaspe coast. Before entering upon his duties, Mr. Elliott spent some weeks in the factory and offices. The Grocer met him in Montreal on his initial trip this week, and he reported that business was most satisfactory.

The annual meeting of the Canada Grocers, Limited, was held in Toronto on Tuesday, Feb. 21.

H. N. Lavoie, general merchant, Bic, has voluntarily assigned to Lefaivre & Taschereau.

The business of J. E. Prignon, general merchant, Chicoutimi, was advertised to be sold February 22.

Freeman & Macdonald, general mer- Deloraine, has been succeeded by Freeman & Morris.

"SALADA"

Awarded Gold Medal St. Louis, 1904

Highest Award St. Louis, 1904

The total increase in sales for the first six weeks of 1905, as against the corresponding six weeks of last year amounted to

124,420 lbs.

This is a public endorsement against which there is no appeal.

The enormous increase of six weeks over the corresponding six weeks of 1904 amounts to over 1,380 full chests of tea, or over

62 Tons

The increase in Canada alone for the first six weeks over the corresponding six weeks of 1904 amounts to

79,209 lbs.

COLES Electrically Driven Coffee Mills.

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

GRANULATOR. PULVERIZER.



No. 65.

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.,
Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:

Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John, N.B. Gorman, Eckert & Co., London, Ont.

Brantford Prepared Corn Starch

is a heavily advertised staple Starch product that has fulfilled its advertised promises.

Wise dealers know that they must carry **Brantford Starch** sooner or later—the sooner the decision the wiser the dealer.

Cooks are delighted with the practical, common-sense recipes on the packages, and consumers realize that there is a "bouquet" and flavor to food made with **Brantford Prepared Corn Starch** that is deliciously different.

Don't resist the inevitable, but put in a supply of **BRANTFORD** and do it now.

BRANTFORD STARCH WORKS LIMITED,
BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Groceries.

Toronto, Feb. 23rd, 1905.

TRADE during the week has been on the quiet order on account of the impassible state of the country roads and the blockup on the railroads, which have kept travelers off the road temporarily. In fact one grocer characterized trade for the week forcibly, if not eloquently, by saying that it had been "rotten." Orders for the opening of navigation continue in fair volume. The starch business since the advance to former prices has been somewhat quiet. For the short period of reduced prices, however, an enormous quantity of starch changed hands, which means that the requirements of the retail trade are pretty well met now for some time to come.

Sugar shows a firmer tendency this week, raws being stronger and increased sales to New York refiners of raws reported. Canned goods are quiet. Large quantities of New Orleans molasses have been moving during the past week and Mocha coffees are fully 1c. higher in primary markets while Rios are firm and short in supply on spot. Teas are moving fairly well, advances in medium and high grade teas being noted.

Currants for importation have been selling hetter during the last week than for some time past. Beans continue strong; an advance of 5c. over last week is noted, and it is reported that orders will not be taken for the trade except subject to confirmation.

Fresh, frozen, and dried fish may be expected to move freely from now until the close of Lent. Trade is already looking up and the wholesalers are stocking plentifully in expectation of a big harvest.

CANNED GOODS.

Canned goods have tended a little to the quiet side during the week under review, both vegetables and fruits selling in only fair quantities. There is very little to feature in the markets and prices continue unchanged. We quote the following:

Tomatoes, 3's		1 25
Corn, 2's	1 15	1 20
Peas, 2's	0 82½	1 30
Sliced beets, 2's		0 85
" " 3's		0 95
" " whole		0 95
Pumpkin, 3's		0 75
" gal		2 50
Squash		1 00
Asparagus tips, 2's		2 50
Golden waxed beans, 2's		0 80
Refugee or Valentine beans, 2's		0 85
Crystal waxed beans, 2's		0 92½
Spinach, 2's		1 40
" 3's		1 80
Baked beans, plain, 1's		0 45
" " 2's		0 72
" " 3's		0 90
Tomato sauce, 1's		0 50
" " 2's		0 75
" " 3's		1 00
Chill sauce srme as tomato sauce.		
Catsups, tins, 2's		0 75
" " gal		4 50
" jugs		7 70
Apples, standard, 3's	1 85	2 00
" preserved, 3's		1 47½
" standard, gal	1 85	2 00
Pears, Flemish Beauty, 2's		1 52½
" " " 3's		2 00
" Bartlett, 2's		1 87½
" " 3's		2 82½
" whites, 2's		1 72½
" " 3's		2 67½
Peaches, pie, 3's		1 25
Oherries, red, pitted, 2's		2 20
" " not pitted, 2's		1 75
" English black, pitted, 2's		2 20
" " " not pitted, 2's		1 75
" white wax, pitted, 2's		2 42
" " " not pitted, 2's		2 00
Lawtonberries, heavy syrup, 2's		1 57½
" preserved, 2's		1 75
standard gal		4 97½
Plums, Damson, light syrup, 2's		1 00
" " heavy syrup, 2's		1 30
" " 3's		1 85
" Lombards, light syrup, 2's		1 05
" " heavy syrup, 2's		1 35
" " 3's		1 90
" green gage, light syrup, 2's		1 15
" heavy syrup, 2's		1 47½
" " 3's		2 00
" egg, heavy syrup, 2's		1 52½
" " 3's		2 10
Pineapple, sliced, standard, 2's		2 35
" extra " 2's		2 47½
" grated, " 2's		2 62½
Raspberries, red, heavy syrup, 2's		1 40
" " preserved, 2's		1 60
" black, heavy syrup, 2's		1 35
" " preserved, 2's		1 50
Rhubarb, preserved, 2's		1 15
" " 3's		1 90
" " gal		2 62½
Strawberries heavy, syrup, 2.s		1 60
" preserved, 2's		1 75
Lobster, talls		3 50
" 1-lb. flats		3 75
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Fraser River, "Horseshoe" and "Maple Leaf."		
1-lh. talls, 5 cases and over		1 77½
1-lh. talls, less than 5 cases		1 80
1-lb. flats, 5 cases and over		1 90
1-lb. flats, less than 5 cases		1 92
½-lh. flats, 5 cases and over		1 17
½-lb. flats, less than 5 cases		1 20
almon, "Clover Leaf."		
1-lb. talls, 1 to 4 cases		1 80
1-lb. flats, 1 to 4 cases		1 87½
1-lb. talls, 5 to 9 cases and over		1 77½
Chums	0 95	1 00
Sardines, Sportsman ¼'s		0 14
" ½s		0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestio, ¼'s	0 03½	0 04½
" " ½'s	0 09	0 11½
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies, per doz		1 00
Haddies, per case		4 00
Kippered herrings, domestlo		1 00
" imported	1 40	1 45
Herrings in tomato sauce, domestlo		1 00
" " imported	1 40	1 45
Oallfornia ripe olives, tins, per doz		4 75
Corned beef, 1s, per doz		1 50
" 2s, "		2 70
" 6s, "	8 00	10 00
" 14s. "		18 00
Lunch tongues, per doz		3 00
Petted meats, ¼s, "		0 50
" ½s, "		1 00

SUGAR.

The decline seems to have run its course, and beet sugar, after going to 14s. 11¼d. f.o.b. Hamburg, recovered to 15s. 3¾d., and at the close is quoted at 15s. 3d. This is equal to a parity of 5.26 for 96 test centrifugals, duty paid New York, or about ⅛ per cent. above present quotations for that description.

The improved feeling has manifested itself on this side by large purchases of Cuban sugar for account of American refiners. The Trust is reported to have secured some 150,000 to 200,000 bags Cuhans at 3¾ c. and f., equal to 5⅛ duty paid N.Y., and it is believed that refineries will still buy on this basis. The sugar has been purchased mostly for March-April shipment, and the price establishes an advance of 3-16 over recent lowest prices. Refiners are indifferent to nearby sugars on account of recent heavy arrivals, but it is believed that they would pay 3 3-16 c. and f., or say a further 1-16 advance, to secure moderate quantities for April shipment. It is more and more evident that Cuban planters are disposed to hold sugars tenaciously for forward shipment, and they are in a position to do so, having already marketed large quantities for Feh.-Mar. shipment.

The improved condition of raws is reflected in the firmer tone of the N. Y. refined market, where a large amount of new business has transpired; and this is not surprising in view of the small margin between raw and refined, which is now reduced to 78c. per 100 lbs., and we understand that one of the leading American refiners is showing little disposition to sell at current quotations, and may withdraw at any time. Present indications point to a further advance.

The Cuban situation is practically unchanged, except that Willet & Gray have increased their estimate of the Cuban crop by 50,000 tons, namely, 1,250,000 tons. This, however, is partially offset by a reduction of some 27,000 tons in the Cuban estimate.

Receipts at U. S. Atlantic ports for the week ending Feh. 15 were 55,904 tons, with meltings 31,000 tons, the same as last week, leaving total stock in all hands of 131,744 tons as against 106,840 tons a week ago. Combined stocks of U. S. and Cuba were 269,244 tons, an increase over last year of 29,942 tons. The total stock of Europe and America at latest uneven dates was 3,634,302 tons, as against 3,634,302 tons at the same uneven date a year ago.

Total stocks and afloats together show a visible supply of 2,916,244 tons, against 3,794,302 tons last year. Receipts in Cuba continue large, being 59,000 tons for the week, with 176 centrals now grinding and stock in the island of 137,500 tons.

The Canadian situation is practically unchanged; buyers appear to be taking more interest, and it would be well to watch developments across the line very closely. We quote the following prices:

Paris lumps, in 50-lh. boxes	6 38
" in 100-lb. "	6 28
St. Lawrence granulated	5 73
Redpath's granulated	5 73
Acadia granulated	5 73

Berlin granulated	5 68
Phoenix	5 58
Bright coffee	5 58
Bright yellow	5 48
No. 3 yellow	5 48
No. 2 "	5 33
No. 1 "	5 23

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

SYRUPS AND MOLASSES.

Syrups and molasses are moving fairly well although trade for this month on the whole is not up to the level of January business.

A large quantity of New Orleans molasses has been changing hands. Samples of West Indian have arrived on the market, although the regular new Barbadoes crop is not yet here. Our quotations are as follows:

yrups—		
Dark	....	....
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb	....	0 02½
" ½-bbls "	....	0 02¾
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. " "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10
Molasses—		
New Orleans, medium	0 25	0 30
" " ½ bbls	0 27	0 32
" open kettle	0 45	0 50
Barbadoes, extra fancy	0 45	0 50
Porto Rico	0 42	0 48
West Indian	0 32	0 35
Maple syrup—		
Imperial qts	....	0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

COFFEES.

The feature in this week's coffee market is the firm situation of Mochas which have risen in primary markets fully 1c. Rios still continue firm and supplies on spot are reported to be very low. During the week the speculative price of 7's went down to 8c. but has since gone up 10 points and at the close the market is firm. We quote the following:

	Per lb.	
Green Rios, No. 7	0 10	0 10½
" " No. 6	....	0 11
" " No. 5	....	0 11½
" " No. 4	....	0 12
" " No. 3	....	0 12½
" Mocha	0 21	0 23
" Java	0 22	0 35
" Santos	0 11	0 13
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
Green, Guatemala	0 22	0 25
" Jamalca	0 15	0 20
" Maracaibo	0 16	0 23

TEAS.

The tea trade has been remarkably good during the past month and satisfactory sales continue. In Ceylons medium Pekoes have advanced ½d. per pound. Some buying offers with limit based on the market during the first half of January became impracticable and cables report that buyers will have to increase their limits by ½d. if the balance of orders are to be filled. Common teas are ¼d. and strictly fine teas which are scarce have advanced from 1d. to 2d.

The feature of the past season has been the wide disparity between the price ruling for common teas and for strictly high quality, the former being low, the latter very high.

Our quotations are as follows:

Congou—half-chests, Kaisow, Moning	0 12	0 35
caddies, Pakling	0 19	0 40
Indian—Darjeelings, Pekoe souchongs	0 20	0 22
" Pekoes	0 25	0 30
" Orange Pekoes	0 35	0 45
Indian—Darjeelings	0 35	0 45
Assam Pekoes	0 18	0 22
Assam Pekoe Souchongs	0 16	0 18
Ceylon—Broken Orange Pekoes	0 22	0 24
Orange Pekoes	0 22	0 29
Pekoes	0 18	0 24
Pekoe Souchong	0 14	0 16
China Greens—Gunpowder, cases, extra first	0 35	0 42½
half-chests, ordinary firsts	0 22	0 28½
Young Hyson, cases, sifted, extra firsts	0 37½	0 47
cases, small leaf, firsts	0 30	0 37½
" half-chests, ordinary firsts	0 22½	0 32
" " seconds	0 22	0 24½
" " thirds	0 15	0 17
" " common	....	0 14
Pingsueys—Young Hyson, ½-chests, firsts	0 25	0 30
" " seconds	0 16	0 18
" half-boxes, firsts	0 25	0 30
Japan—½ chests, finests May pickings	0 34	0 38
Choice	0 31	0 36
Finest	0 27	0 29
Fine	0 24	0 27
Good medium	0 19	0 21
Medium	0 17	0 19
Good common	0 18	0 19
Common	0 13	0 14

SPICES.

Spices continue in seasonable demand with no specially interesting features in the market. Our quotations are as follows:

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 25	0 35
" white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 14	0 17
Cassia	0 21	0 25	Mace	0 80	0 90
Nutmeg	0 45	0 75			

RICE AND TAPIOCA.

A good movement is reported in Louisiana rice for the week under review, otherwise conditions continue unchanged. We quote the following prices:

	Per lb.			Per lb.	
Rice, stand. B	0 03¾	0 03¾	Tapioca, staple	0 03¼	0 03½
Rangoon	0 03⅝	0 03⅝			
Patna	0 05	0 05¼	" double goat	....	0 04
Japan	0 06	0 07	Carolina rice	....	0 08
Sago	0 03½	0 04	Louisiana rice	0 05	0 07

FOREIGN DRIED FRUITS.

Valencia and sultana raisins are still moving well although the most interesting item in dried fruits at this season of the year is undoubtedly prunes. Hallowees dates are quoted from ¼ to ½c. lower than last week and Sairs are ½c. lower in price. Some sales of currants for importation are reported during the week. The current market prices have fluctuated within narrower limits, viz., ¼c. less than at any time during the present season.

Our quotations are as follows:

PRUNES.

	Per lb.			Per lb.	
100-110s	....	0 04	60-70s	0 06	0 06½
90-100s	0 04	0 04½	50-60s	0 06½	0 06¾
80-90s	....	0 05	40-50s	....	0 08
70-80s	0 05¼	0 05½	30-40s	0 00	0 09

CANDIED PEELS.

	Per lb.			Per lb.	
Lemon	0 09	0 10	Citron	0 15	0 17
Orange	0 10	0 11			

FIGS

	Per lb.			Per lb.	
Tapnets	0 03½	0 04	Elemes	0 08	0 13
Naturals	0 06½	0 07½			

APRICOTS.

	Per lb.	
Californian evaporated	0 12½	0 14

PEACHES.

	Per lb.	
Californian evaporated	0 11	0 14

PEARS.

California evaporated, per lb	0 14

CURRANTS.

	Per lb.			Per lb.	
Fine Filiatras	0 04¼	up	Vostizzas	0 07	0 08
Patras	0 06	0 06½			

RAISINS.

	Per lb.	
New selects	0 05½	0 05¾
Fine off stalk	....	0 05¾
Sultana	0 06½	0 10
Californian seeded, 12-oz. Muscatals	0 06¾	0 07
" 1-lb. boxes "	0 07	0 08½
" unseeded, 2-crown. "	....	0 07½
" " 3-crown "	0 05¾	0 07
" " 4-crown "	0 07	0 08

DATES.

	Per lb.			Per lb.	
Hallowees	0 04½	0 04½	Fards new choicest	0 09	0 10½
Sairs	0 04	0 04½	" new choice	....	0 09½

FOREIGN NUTS.

Foreign nuts incline to the quiet side this week and the market is practically featureless, last week's prices continuing unchanged. We quote the following:

(The following quotations on peanuts are for sack lots, green.)

Selected Spanish	0 08½
A 1's, banners and suns	0 08½
Japanese Jumbo's	0 09
Virginia "	0 10

For sack lots roasted add 1c. to above quotations. For small, 2c

Almonds, Tarragona, per lb	0 12	0 12½
Walnuts, Grenoble, "	....	0 12½
" Bordeaux, "	0 09	0 10
Filberts, per lb	0 10½	0 11
Pecans, per lb	0 13	0 15
Brazils "	0 16	0 16½
Cocoanuts, Jamalca, per sack	....	4 50
Italian Chestnuts, per lb	....	0 10

DRIED FISH.

The trade in dried fish is fair and may be expected to take on a new lease of life during the Lenten season. One of the most interesting items in this department is cod fish, sales of which are reported to be excellent and increasing. Our quotations are as follows:

Boneless fish, per lb	....	0 04
Cod fish, 1-lb. bricks	....	0 06
Pure cod, per lb	....	0 10
Quail-on-toast, per lb	0 05½	0 06
Flitched cod fish, in cases of 100 lbs., per lb	0 06	0 06½
Labrador herring, per bbl	6 00	6 50
" per ½ bbl	3 25	3 40
Scaled herring	....	0 14½
Salmon trout, per keg	....	6 00

BIRD SEED.

There is nothing new to chronicle in the bird seed market. Trade is quiet and last quotations still rule. We quote the following:

Canary seed, per lb	0 06½
Hemp "	0 05
Cottam's	0 08
Brock's	0 07½

EVAPORATED APPLES.

Quite a few evaporated apples have been moving during the present week at prices ranging from 6½ to 7c.; there are no new conditions to report in the market. Dried apples are still being quoted to the trade nominally at from 3c. to 4c.

Country Produce.

EGGS.

The egg situation may be said to be similar to that of butter this week owing to country roads being blocked and arrivals in consequence very small. Some members of the trade think that if the present abnormal conditions were to continue for a fortnight longer there would be an egg famine just as there is practically a butter famine to-day. The breaking up of the country roads, however, will adjust matters in a very short time.

Strictly new laid eggs are from 2c. to

3c. higher than last week. Cold storage fresh 4c. higher, and cold storage pickled 2c. above the level of last week's quotations. We quote the following:

Eggs, strictly new laid	0 27	0 30
Cold storage fresh	0 22	0 23
" pickled	0 18	0 20

BEANS.

The bean market continues to exhibit additional firmess, prices having advanced 5c. during the week. The situation has become so strong that it is stated in certain quarters that orders arc not taken except subject to confirmation. Hand picked beans are 5c. higher than a week ago and a similar advance rulcs in No. 1 and No. 2 primes. By one or two dealers lower prices are quoted but these are invariably for lower grade stuff. We quote the following prices:

Beans, handpicked, per bush	1 75	1 85
" prime, No. 1	1 60	1 65
" prime, No. 2	1 40	1 45
" Lima, per lb	0 07	0 07½

HONEY.

A fair trade in honey is reported for the week under review with unchanged quotations. We quote the following prices.

Honey, extracted clover, per lb	0 03	0 05
" sections, No 1, per doz	1 90	2 25
" " No. 2, "		1 65
" Buckwheat, per lb		0 03
" " sections per doz	0 75	1 60

SEEDS.

The export trade is now at an end and domestic trade well under way. The recent break in the weather has been favorable to the development of the latter and as weather conditions improve an active tradc with firm markets is confidently expected. The range of prices on red clovcr is 15c. wider than last week. Our quotations are as follows:

Alsike clover, per bush	3 10	5 00
Red clover	5 00	7 00
Mammoth clover, per bush	6 00	7 25
Timothy	1 00	1 35

MAPLE PRODUCTS.

A brisk trade has already sprung up in maple products and the consumption may be expected to increase steadily as the season advances. We quote the following prices:

Maple sugar, 1 lb cakes, per lb	0 09	0 10
" large cakes in tubs, per lb		0 08

Vegetables.

For green fruit and vegetable markets see fruit department.

Fish and Oysters.

The fish trade shows signs of taking on a new lease of life. As Lent advances wholesalers are stocking up freely in expectation of brisk business during the next few weeks. White fish are scarce and high in price. It is thought that supplies will be exhausted within the next fortnight except for fancy fresh-caught white fish, which will be high in price.

Oysters are temporarily scarce owing to freeze up on the sea coast, but will probably become more plentiful and easier in price within the next few days. Sea herring and British Columbia salmon are both scarce and firm in price, final shipments of the former being due this week. Bloaters are 25c. firmer than last week, while Labrador herring are down 25c. Shrimps are quoted 10c. lower than last week and smelts generally are easier in price. We quote the following:

Frozen halibut	0 10	0 11
British Columbia salmon	0 10	0 11
Whitefish, frozen, per lb	0 07½	0 08
Haddock " per lb		0 05
Cod, steak " "		0 07
Trout, lake, per lb		0 07½
Pike, per lb	0 05	0 06
Finnan haddie, per lb	0 07	0 07½
Oysters, Long Island natives, per imp. gal		1 70
" Baltimores, per wine gal		1 40
" "Select," " "		4 80
Ciscoes, per basket	1 25	1 40
Bloaters, per box of 100	1 25	1 40
Labrador herring, ½ bbl	3 00	3 25
" " large bbl		6 00
Shrimps, per gal	1 15	1 25
Sea herring		2 25
Smelts, No. 1		0 10
" No. 2		0 06
" extras		0 15
Frozen fresh water herring		0 04

Grain, Flour and Breakfast Foods.

GRAIN.

On account of scarcity of grain, Manitoba wheat Northern No. 1 is up ½c. Northern No. 2 and No. 3 have each advanced 1c. per bushel during the week. Peas and buckwheat are also firmer by 1c. than thcy were last week. Oats continue to jump, an advance of 3c. being reported. A further outline of the oat situation will be found on another page of this week's issue.

We quote the following prices:

All on track Toronto.		
Manitoba wheat, Northern No. 1 new	1 14	1 14½
" " No. 2 "	1 10½	1 11
" " No. 3 "	1 05	1 05½
Red, per bushel, new	1 11	1 11½
White " "	1 11	1 11½
Barley " "	0 48	0 52
Oats, " "	0 45	45½
Peas "	0 74	0 75
Buckwheat "	0 69	0 61
Rye, per bushel, "	0 83	0 84

FLOUR.

A brisk trade in flour is reported for the week at quotations unchanged from last week, notwithstanding the fact that the wheat market is considerably higher. The improvement in the flour trade is principally in the way of export business. Our quotations are as follows:

Manitoba wheat patents, per bbl. in bags	5 40	5 60
Strong bakers " "	5 20	5 40
Ontario wheat patents " "	4 90	5 00
Straight roller " "	4 85	4 95

BREAKFAST FOODS.

The market for Canadian breakfast food products is very dull at the present time owing to the fact that American manufacturers continue to place their goods on this market at lower prices than Canadian trade can afford to quote. Prices continue unchanged. We quote the following:

Oatmeal, standard and granulated, carlots, on track, per bbl	4 70
Rolled wheat in boxes, 100 lbs	2 90
" " 50 lbs	1 50
Rolled oats, standard, carlots, per bbl., in bags	4 15
" " " " in wood	4 40
" " " " for broken lots	4 45
Rolled wheat, per 100-lb. bbl	3 00
Cornmeal	3 35
Split peas	5 00
Pot barley, in bags	4 00
" in wood	4 25

Hides, Tallow, Skins and Wool.

Trade continues quiet and prices unchanged. We quote the following:

HIDES.

No. 1 green steers, per lb		0 09½
" 2 " " "		0 08½
No. 1 green, per lb		0 09
" 2 " "		0 08

CALFSKINS.

Veal skins, No. 1, 5 to 12 lb. inclusive		0 11
" " " 2 " "		0 09
" " " 1 15 to 20 lb "		0 10
" " " 2 " "		0 08
Sheep skins	1 25	1 50

TALLOW.

Rendered tallow, per lb	0 04	0 04½

WOOL.

Unwashed wool, per lb	0 13	0 14
Fleece wool, new clip, per lb	0 22	0 23
"Rejections"	0 16	0 17
Pulled wools, super, per lb	0 23	0 26
" extra "	0 24	0 26

QUEBEC MARKETS.

Groceries.

Montreal, Feb. 23, 1905

TRADE during the week has been on the quiet side in wholesale circles. The country roads are in such a condition that travelers find difficulty in covering their ground. Collections are good considering the existing trade conditions. Sugars are unchanged and the easier tone of last week still obtain. In some quarters a decline is looked for. Butter is the most interesting subject and the abnormally high prices that are ruling have caused some excitement in the grocery and provision trade. Stocks are short and prices soaring. Beans are advancing and it is reported that farmers in the West are getting $1.50 to $1.55 per bushel. The first cargo of new Barbadoes molasses is reported as having arrived at Halifax this week.

SUGAR.

New York has advanced from 5-10 points. Prices here are firm and sales are better. The easier tone of last week still obtains and no advance is looked for.

Granulated, bbls	$5 65
" ½-bbls	5 80
" bags	5 60
Paris lump, boxes and bbls	6 15
" ½-boxes and ½-bbls	6 25
Extra ground, bbls	6 00
" 50-lb. boxes	6 20
" 25-lb. boxes	6 10
Powdered, bbls	5 80
" 50-lb. boxes	6 00
Phoenix	5 60
Bright coffee	5 50
" yellow	5 45
No. 3 yellow	5 40
No. 2 "	5 25
No. 1 " bbls	5 10
No. 1 " bags	5 10
Raw Trinidad	4 50
Trinidad crystals	4 85

TEA.

Ceylon blacks are unchanged. Japans are moving better than last week and prices are firm. Stocks in hands of the country trade are fairly good and the outlook for heavy orders is not bright at the moment.

Japans—Fine	0 26	0 28
Medium	0 20	0 24
Good common		0 18
Common	0 12½	0 15

Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders	0 12	0 12
Congous—Kalsows	....	0 12
Pakling boxes	0 12	0 14

SYRUPS AND MOLASSES.

No changes in prices since last week. A cargo of Barbadoes, new 1905 crop, is reported as having come to Canada. The quality is said to be excellent. Syrups are unchanged and sales are fair.

Barbadoes, in puncheons	....	0 33
" in barrels	....	0 35½
" in half-barrels	....	0 36½
New Orleans	0 22	0 35
Antigua	....	0 27
Porto Rico	....	0 45
Corn syrups, bbls	....	0 02¾
" ½-bbls	....	0 02¾
" ¼-bbls	....	0 03
" 38½-lb. pails	....	1 30
" 25-lb. pails	....	0 90
Cases, 2-lb. tins, 2 doz. per case	....	1 90
" 5-lb. " 1 doz. "	....	2 35
" 10-lb. " ½ doz. "	....	2 25
" 20-lb. " ¼ doz. "	....	2 10

SPICES.

Prices are unchanged and sales are not very heavy. The tendency, however, is firmer prices in some lines. Spot stocks are light.

	Per lb.	
Peppers, black	0 18	0 22
" white	0 25	0 30
Ginger	0 15	0 24
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 30
Allspice	0 16	0 19
Nutmegs	0 30	0 50

COFFEE.

Prices unchanged and sales fair. New York reports are that trade is only normal and though the tendeney is for firmer prices no changes are noted.

Good Cocutas	0 10	0 10½
Choice "	0 11½	0 12¼
Jamaica coffee	0 10¼	0 11
Java	0 18	0 22
Mocha	0 16	0 19
Rio	0 08	0 09

CANNED GOODS.

Prices unchanged. Stocks moving slowly. Canned apples have a fair demand, as also canned fruits of all kinds are being asked for and the approach of Lent will liven up trade in these lines.

Salmon, pink	0 90	1 00
" spring	....	1 55
" Rivers Inlet red sockeye	....	1 65
" Fraser River red sockeye	1 50	1 75
Lobsters, talls	....	3 45
" 1-lb. flats	3 50	4 00
" ½-lb. flats	....	2 25
Canadian Sardines, ¼s	3 65	4 00
California asparagus	4 50	5 00
Asparagus tips	3 50	3 75

VEGETABLES.	Per doz.
Corn, 2-lb. tins	$1 20
" 2-lb. sucotash	1 25
Gallon corn	5 00
Tomatoes, 3-lb. tins	1 30
Gallon tins	3 60
Sugar beets	$0 85 0 95
2's Asparagus Tips	2 50
2's Beans, Golden Wax	0 80
2's " Refugee or Valentine	0 82½
2's " Crystal Wax	0 92½
2's Peas, No. 4 "Standards"	0 82½
2's " No. 3 "Early Junes"	0 85
2's " No. 2 "Sweet Wrinkled"	0 95
2's " No. 1 "Extra Fine Sifted"	1 30
2's Table Spinach	1 40

FRUITS.		
Pears—Flemish Beauty Bartletts and pie in 2, 2½ and 3's	$1 15	$2 20
Peaches—White yellow and pie, 1½'s, 2's, 2½'s 3's	1 25	2 82½
Gallon pears	3 15	3 67½
" peaches	3 55	4 50
Pumpkins, 3-lb. tins	....	0 72½
" Gal.	....	2 50
3-lb. squash	....	1 00
2's Cherries, red, pitted	....	2 20
2's " " not pitted	....	1 75
2's " black, pitted	....	2 20
2's " black, not pitted	....	1 75
2's " white, pitted	....	2 40
2's " white, not pitted	....	2 00
2's Currants, red, heavy syrup	....	1 57½
2's " red, preserved	....	1 77½
Gals. " red, standard	....	4 75
Gals. " red, solid pack	....	7 00
2's " black, heavy syrup	....	1 75
2's " black, preserved	....	2 05
Gals. " black. standard	....	5 00
Gals. " black, solid pack	....	8 00
2's Gooseberries, heavy syrup	....	1 62½
2's " preserved	....	1 85
Gals. " standard	....	7 25
2's Lawtonberries, heavy syrup	....	1 57½
2's " preserved	....	1 85
Gals. standard	....	4 97½
2's Pineapple, sliced	....	2 25
2's " grated	....	2 35
3's " whole	....	2 50
2's Plums, Damson, light syrup	....	1 00
2's " heavy syrup	....	1 30
2½'s " " "	....	1 57½
3's " " "	....	1 85
Gals. " standard	....	2 95
2's " Lombard, light syrup	....	1 05
2's " heavy syrup	....	1 35
2½'s " " "	....	1 62½
3's " " "	....	1 90
Gals. " standard	....	3 15
2's " Green Gage, light syrup	....	1 15
2's " heavy syrup	....	1 47½
2½'s " " "	....	1 72½
3's " " "	....	2 00
Gals. " standard	....	3 45
2's " Egg, heavy syrup	....	1 52½
2½'s " "	....	1 80
3's " "	....	2 10
2's Raspberries, red, heavy syrup	....	1 40
2's " preserved	....	1 60
Gals. " standard	....	5
Gals. " solid pack	....	8 00
2's " black, heavy syrup	....	1 35
2's " preserved	....	1 50
Gals. " standard	....	4 75
2's Rhubarb, preserved	....	1 15
3's "	....	1 90
Gals. " standard	....	2 62½
2's Strawberries, heavy syrup, 1903 pack	....	1 47½
2's " 1904 pack	....	1 60
2's " preserved	....	1 75
Gals. " standard	....	5 50
Gals. " solid pack	....	8 50

RICE.

Market unchanged. Sales fair. Nothing worthy of note to chroniele. Usual amount of business doing.

B rice, in 10 bag lots	....	3 05
B rice, less than 10 bags	....	3 15
C rice, in 10 bag lots	....	2 95
C rice, in less than 10 bag lots	....	3 05

Foreign Dried Fruits.

No changes since last week. Business still quiet. Evaporated apples unchanged and remain firm at from 6½c. to 7c. No reports at hand of any changes in condition of Greek and Denia markets.

VALENCIA RAISINS.

Fine off-stalk, per lb	0 05	0 06
Selected, per lb.	....	0 06½
Layers "	0 07	0 07½

DATES.

Dates, Hallowees, per lb	0 04	0 04½

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per b	....	0 13½
Peaches "	....	0 10½
Pears "	....	0 13

MALAGA RAISINS.

London Layers	....	2 00
"Connoisseur Clusters" Quarter boxes	....	2 50
	....	0 80
"Royal Buckingham Clusters," ½-boxes	....	1 10
" Boxes	....	3 50
"Excelsior Windsor Clusters	....	4 50
" " ¼s	....	1 35

CALIFORNIAN RAISINS.

Loose muscatels, per lb	0 07½	0 08
" " seeded, in 1-lb. packages	0 08	0 09
" " 2 crown	....	0 06
" " 3 "	....	0 06½
" " 4 "	....	0 08

PRUNES.

	Per lb.	Per lb.
30-40s	....	0 08½
40-50s	....	0 06
50-60s	....	0 07
60-70s	....	0 06
70-80s	....	0 06
80-90s	....	0 05
90-100s	....	0 05
Oregon Prunes (Italian style) 40-50s	....	0 08
" " 50-60s	....	0 07
Oregon prunes (Frenoh style), 60-70s	....	0 06
" " 90-100s	....	0 04
" " 100-120s	....	0 04

CURRANTS.

Filiatras, uncleaned	....	0 04½
Fine Filiatras, per lb. in oases	0 04½	0 05
" " cleaned	0 04½	0 05½
" " in 1-lb. cartons	00 5½	0 06
Finest Vostizzas "	0 06½	0 07½
Amalias "	....	0 06

SULTANA RAISINS.

Sultana raisins, per lb	0 06½	0 06
" " 1-lb. carton	....	0 09

ELEME TABLE FIGS.

Six crown, extra fancy, 40-lb. boxes	....	0 13
Five crown, fancy, 10-lb. boxes	....	....
Four crown, fancy, 10-lb. boxes	....	0 09
Three crown	0 07	0 07½
Glove boxes, fine quality, per box	....	0 11
Fancy washed figs, in baskets, per basket	....	0 20
" pulled figs, in boxes, per box	....	0 22
" stuffed figs, " "	....	0 28
12-oz. boxes	0 06½	0 07

NUTS.

Practieally no change in nuts. Trade is light and stocks moving slowly.

Grenoble walnuts	0 12½	0 14
Tarragona almonds	....	0 12
Sicily filberts	....	0 11
Shelled walnuts	....	0 16
Marbot Walnuts	0 10	0 11
New Brazils	0 15	0 16
Jumbo pecans	....	0 16
Large "	....	0 14
Shelled almonds	....	0 24
Peanuts, Spanish shelled	....	0 11
" Virginlan brand, shelled	....	0 11
New chestnuts, per lb	....	0 11
Peanuts, Bon Tons	....	0 11
" Sun brand	....	0 9½
" Diamond G brand	....	0 08½
" Coon brand	....	0 07
Italian chestnuts, per lb	....	0 07

For Quebec fruit and vegetable markets see fruit department.

Fish.

The demand for the Lenten season has now opened up and more aetivity is being shown in the fish trade. Tom cods are plentiful and cheaper. Frozen herring are scarce and new arrivals are meeting with ready sale. Changes slight in most lines.

Sea herring, small, per 100	....	1 00
Tom cods, per bbl	....	1 50
Standard bulk oysters, per gal	1 50	1 60
Selects	1 60	1 75
Shell oysters, bbl	3 00	5 00
Fancy Malpecques	8 00	10 00
Dressed bullheads	....	0 09
Haddies	....	0 06
Bloaters in boxes, 100 fish	....	1 00
Smoked herring, per box, new	....	0 11
Frozen haddock, per lb	0 03½	0 04
Pike, " round winter caught	0 05	0 05½
Halibut, per lb	0 08	0 08½
Gaspe salmon, fresh frozen	....	0 15
B. C. Salmon, frozen	0 08½	0 09
Frozen steak cod	....	0 05½
Market cod	0 03½	0 04
Small whitefish	0 06½	0 07
Dore	0 06	0 06½
Fresh frozen Smelts	0 06	0 10
No. 1 Labrador herring in 20-lb pails	....	0 60
Sea herring (large), per 100	2 00	2 25
No. 1 Herring, Labrador, per bbl	....	5 00
" " half bbl	....	2 75
No. 1 Holland herring, per half bbl	....	6 50
No. 1 Scotch herring, " "	....	6 50
" " per keg	....	1 00
Holland herring, per keg	0 65	0 75
No. 1 Salt mackerel, call of 20 lbs	....	2 00
Boneless cod, 1 and 2-lb. blocks, per lb	....	0 06
" fish, " "	....	0 05½
" " loose, in 25 lb. boxes	....	0 04½
Skinless cod, cases 100 lb. (new)	....	5 00
Green Codfish, (200-lbs.) No. 2	5 50	6 00
" " No. 1	....	7 00
Large "	5 50	7 50
Green pollock	....	5 00
Labrador Salmon, half bbl	....	9 00
" " (200 lbs.) bbls	....	16 00
" " Large (300 lbs.)	....	24 00
B.C. salt salmon, bbl	....	14 00
" " ½ bbl	....	7 50
Lake trout, salt, 100 lbs	....	4 75
Sea Trout in bbls. 200 lbs	....	9 50
" half bbls	....	5 50
Marshall's kippered herring, per doz	....	140
Canadian kippered, per doz	....	1 00
Canadian ¼ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz	....	1 30
Canned cove oysters, No. 2 size, per doz	....	2 25

Country Produce.

BEANS.

Very strong market and prices advancing. Western advices to hand report advanee of 20c. to 25c. per bushel. Shipments to New York at good figures were made. Car lots choice prime are quoted at $1.45 to $1.50, in smaller quantities as high as $1.65 to $1.70 is mentioned.

Choice prime	1 50	1 55
Primes	1 40	1 50

Toronto, Dec. 3, 1904

The Canadian Grocer,

Toronto, Ont.

Gentlemen,

We shall be glad to have you renew our order for advertising space in THE CANADIAN GROCER for the year 1905. We are convinced of the value of this paper as a sound advertising medium and have been gratified at the response made to special advertisements in our regular space during the past year.

Yours truly,

(Signed) GOWANS, KENT & CO.

EVAPORATED APPLES.

Fair demand at recent advances. Quantity price where any fair sized lots are obtainable is 6¼c. to 6½c. Single case lots 7c. Dried apples 3½c. to 4c. with few selling.

MAPLE PRODUCTS.

Little demand and dull market. Prices unchanged.

Maple syrup, in wood, per lb	0 07½	0 08
Maple syrup, in large tins	0 07½	0 07½
Pure sugar, per lb	0 07½	0 07½
Pure Beauce county, per lb	0 06	0 06½

HONEY.

The market is favoring buyers as supplies are coming in freely. Stocks plentiful and consequently easier tone prevailing. White extracted is particularly plentiful.

White clover, extracted, tins	0 07½	0 08
" " kegs	0 07½	0 07½
" " comb	0 12½	0 13½
Buckwheat	0 06	0 07½

HOPS.

Prices declined during the week on account of slow demand.

Choice	0 30	0 32
Fair to good	0 25	0 28

Flour and Feed.

FLOUR.

Market unchanged. Shipments are badly delayed on account of the heavy storms. We quote

Manitoba spring wheat patents	5 00
" strong bakers'	5 50
Winter wheat patents	5 50 5 75
Straight rollers	5 20 5 35
Extra	4 55 4 50
Straight rollers, bags, 90 per cent	2 55 2 65

FEED.

Bran is in good demand from both local and country buyers. Choice Ontario white wheat bran is still scarce.

Manitoba bran, in bags, per ton	16 50	17 00
" shorts		19 00
Ontario bran, in bulk	16 00	19 00
" shorts	19 00	20 00
Moullie	25 00	28 00

ROLLED OATS.

In sympathy with strong position of oats, prices are gradually being put up. Prices are advanced this week from 5c. to 10c. bag. Demand is improving.

Fine oatmeal, bags		2 60
Standard oatmeal, bags		2 60
Granulated " "		2 50
Rolled oats, "	2 40	2 50
" bbls	5 10	5 25

HAY.

Receipts have been very light due to the heavy snow storms of the past two weeks. This has produced a better feeling and higher prices are looked for. Fair local demand.

No. 1 timothy	9 00	9 50
" 2 " choice	8 00	8 50
" 2 " ordinary	7 00	7 25
Clover	6 50	7 00
Clover mixed	7 00	7 50

LAST MINUTE QUOTATIONS.

Montreal, Thursday, Feb. 23, 1905.

CHEESE—There is absolutely nothing new to report in this article, in the absence of any trade passing either locally or over the cable. Dullness seems to be the key-note of the situation in the United Kingdom. Some firms over there are large holders of well-bought cheese, which they keep offering at low prices, and until these are exhausted the real situation as to the small stocks on both sides of the Atlantic will not be realised. It is just possible that the amount of Canadian cheese held will turn out less than will be required for the U.K. consumption before new becomes available, in which case there may be a scramble after cheese, perhaps causing new to open up at high prices. Unless this state of things is realized by the merchants abroad before the middle of March holders on both sides will not make much out of their stocks, and may have to let go at almost present prices, 52s. to 53s.

BUTTER.—There has been a sensational advance in this market, 28 to 30c. having been realized for finest creamery butter. There never was such a scarcity in the article, and until rolls come in freely no lower prices can be expected.

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, Feb. 23, 12.30 p.m.

CHEESE—No change. Very little doing.

BUTTER—Consumption curtailed by high prices. Supplies light. Range for finest creamery 28 to 30c.

EGGS—Firm market. Supplies light. Montreal limed, 19 to 19½c.; lower grades, 16½ to 18c.; selected Fall fresh, 23 to 24c.; strictly fresh, 30c. per doz.

PROVISIONS—Firm undertone to the market. Business good. Demand fair. Abattoir fresh killed sold to-day at $8.50 to $9.; country dressed, from $7.50 to $8, and some dealers quoted as high as $8 to $8.25.

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,
St. John, N. B., Feb., 1905.

BUSINESS is rather quiet. It is many years since we had so much snow. Railways are either tied up as is the case with the small roads or greatly handicapped, as is the case with the big ones. The situation is worse in Nova Scotia than in New Brunswick. The disgraceful condition in regard to winter communication with Prince Edward Island is as bad, if not worse, than usual. Travelers are snowed up all along the line. The people through the country cannot get to the stores. The trade here find it almost impossible to get their goods through from the West and even after the goods arrive, the railway yards are so congested there are long delays in getting delivery. However, a few weeks at most must see a change.

In markets there is little of interest. Rice is very firm this spring and prices will have to be advanced. In about all lines of spice prices are easy. Cream of tartar is steady. The high price of oats is a feature.

Oil.

Dealers are still busy, the low price now charged by the tank waggons of 15½c. means very cheap burning oil. Lubricating oil has but a limited sale at present for consumption, but Spring business occupies the attention of dealers. In linseed oil the very low prices still rule. Turpentine is firm at full figures. Cod oil, while having light local sale, is held very firm.

Salt.

Quite a large cargo of Liverpool coarse salt has been received. The stock held is not, however, large and prices are very firm. In fine salt it is early for business.

Canned Goods.

Some little American corn continues to arrive. While giving quite good satisfaction, Canadian is preferred. Prices are firm. Tomatoes seem at least sufficient to meet requirements. Prices are held firm at full figures. Peas are in good supply. In fruits there is but a fair sale with prices unchanged. Gallon apples are dull. Salmon is unchanged in price, but is at least no higher. Lobsters are scarce. Meats for spring quoted as last year. Oysters are more freely offered. Domestic sardines, haddies and kippered herring are in light supply.

Dried Fruit.

Trade is quiet. There is a fair stock of seeded raisins held. In this line and in currants the casters have the market. Prices in both lines are low. In Valencias raisings and California loose, stocks are very light. Prunes are low. There is but a fair sale. Small sizes have the demand. Apricots and peaches were never large sellers, and this year the sale is particularly light. Apricots are high. Dates are freely offered with prices low. In peels the outlook is for higher prices this year. Figs are in light demand. Evaporated apples are firm at the higher prices. Onions are higher and sale not large. Peanuts are higher than usual at this season.

Sugar.

There has been no change since the slight decline lately reported. Market seems firm. Present price for granulated in barrels is $5.80.

Molasses.

Market is firm. Business rather light. In Porto Rico quite a full stock held.

Fish.

Some few fresh herring were received this week. It is many years since smelt were so scarce. There is a fair supply of fresh cod and haddock. In dry cod fish the extreme high price of $5.00 per 100 lbs. is still held. The fact that boneless fish has shown little change but

sells at quite low figures, has been a great disappointment to dealers. With Lent coming pickled herring are held quite firm. Smoked herring are low. Haddies are being freely shipped west at full figures.

Flour, Meal and Seed.

In flour, while prices are unchanged market is very firm. Feed is high and has little inquiry. Oats are very high, stock is light. Owing to American competition, prices in oatmeal are lower than they would otherwise be. Local prices quite firm. Cornmeal unchanged. Beans have a fair sale. Prices are firm. In seeds a fair quantity have been bought. American timothy is higher. Canadian clover are firm. The high price of clover will restrict sales.

SUGGESTION TO WHOLESALE TRADE.

THE following letter contains a number of suggestions which the Canadian wholesale grocery trade will do well to consider seriously:

Editor "Canadian Grocer":

I think it is time that attention was called to a practice that has become far too common of late with certain wholesale houses of delaying the acceptance of sight drafts made on them by foreign shippers, on the plea of non-arrival of the goods.

As a rule foreign purchases are subject to draft against letter of credit, but in shipments from England, and in some instances in shipments from foreign countries (when a purchase is not large enough to warrant the trouble of opening a letter of credit), shippers sometimes waive this and sell "sight draft against documents." It is in these cases that certain buyers take advantage of the seller, and instead of promptly accepting draft, put off the bank through whom it is presented with the reply "goods not yet arrived"; and in some aggravated cases delay the acceptance even further after arrival of the goods if it does not suit their convenience at the time to take delivery.

The bank, after suffering the annoyance of presenting the documents several times, with the same result, notify the London bankers that the draft is not accepted, and they in turn notify the Continental bankers, thus placing the makers of the draft in a very unenviable, and to them thoroughly inexplicable position. The bad reputation that the houses referred to have thus earned for the Canadian trade has in some instances resulted in the absolute refusal of shippers to sell to Canada under any conditions except orders are accompanied by letters of credit.

It is only necessary to point out that goods once sold on a f.o.b. or c. and f. basis are at once "for account and risk" of the buyer; and that on presentation of the draft, with the documents representing the property shipped, the draft should be honored, and all the complication and annoyance of reporting its non-acceptance, through the various banking channels, back to the drawer, be thus avoided.

In this particular, Canadian houses have gained an unenviable reputation among foreign merchants.

(Signed) Commerce.

Toronto, Feb. 21, 1905.

STARTED IN THE BROKERAGE BUSINESS

Mr. C. E. Kyle, who for over 27 years has been actively connected with the wholesale and retail grocery trades of



Mr. C. E. Klye.

Canada, is about to start into business for himself as broker and manufacturers' agent. His office will be at 127 Front St. E., Toronto, and he intends to start business March 1. Mr. Kyle is one of the best-known travelers in Canada, having been during the last 17 years on the road for H. P. Eckardt & Co., of Toronto. Ten years previous to this he was on the road for The Eby, Blain Co., Toronto. Mr. Kyle is a member of the Toronto Board of Trade, and of the Toronto Industrial Exhibition Board. In 1899 amd 1901 he was president of the Commercial Travelers' Association of Canada. Like most new brokers, Mr. Kyle is looking for some additional agencies.

BUSINESS CHANCES.

THE LOCATORS—W. B. Herbert, General Manager. The largest and oldest exclusive business brokers in the West. Address The Locators, 63 Merchants' Bank Building, Winnipeg.

GROCERIES and Crockery—About one hundred and fifty miles from Regina on Prince Albert branch. Stock thirty-five hundred, doing fifteen thousand five hundred a year and clearing two thousand annually at ninety cents. This can be bought with two thousand down, and is an excellent opportunity in a new country. The Locators.

GROCERIES, Crockery and Fruits—About 80 miles from Winnipeg, doing seventeen thousand a year on a stock of twenty-five hundred, and clearing three thousand. This is a snap. Photo is at our office. Write at once. The Locators.

GROCERY—Good Winnipeg business, doing thirty thousand a year and clearing ten per cent. In best locality. Stock four thousand. Enquire at once. The Locators.

GROCERY—This is situated in Winnipeg and doing a nice growing business. Stock about seven hundred. Splendid store, three dwellings, all attached, go with this. Purchase price of buildings seven thousand five hundred, on a small cash payment. There is no better district than where this is located. Enquire at once. The Locators.

GROCERY Stock of One Thousand in good Manitoba town doing nine thousand a year. This is good—you had better write now. The Locators.

GROCERY—About seventy miles from Winnipeg. Stock three thousand doing twelve thousand a year. Splendid opportunity, and business can be doubled. The Locators.

WE want any party with thirty thousand dollars to invest to write us, and if bona fide we will go into particulars of a proposition that will clear him fifteen per cent. for fifteen years on A1 security. The Locators.

IF you want a copy of our new book of Business Opportunities in the Great West, write us and we will send you one. Address, The Locators, 63 Merchants' Bank building, Winnipeg.

MAPLE



SYRUP

To Wholesale Men.—Telfer Bros., Winnipeg, took in Jan., 1903, 22 cases Small's Brand; Jan., 1904, 355 cases, and in Jan., 1905, 1072 cases or over 3 cars. Are you sharing like increased trade, profits, and satisfaction?

2 FACTS. — Small's Maple Leaf Brand is oldest registered brand in British Empire. It has captured 5 out of 6 Gold and Silver Medals offered in Canada, and many from abroad. Every package bears certificate of purity from Quebec Government Analyst. That's all! Product

CANADA MAPLE EXCHANGE, Montreal.

Annual Meeting of Grocers' Guild

THE annual meeting of the Dominion Wholesale Grocers' Guild, which includes practically every wholesale grocery establishment in the Dominion, is in session this week in Toronto, as The Canadian Grocer goes to press.

Mayor Laporte, of Montreal, is president of the Guild, and J. Stanley Cook, of Montreal, secretary.

Among matters of common interest being discussed are several connected with railway freights and transportation generally. These will shortly be brought before the Transportation Commission or the railway companies themselves. Action will also be taken in connection with steamship bills of lading, concerning which there has been a great deal of dissatisfaction among the trade of late.

The uniformity of trade discounts is also being discussed, this being the ideal of the Dominion Guild. The feeling, however, seems to be that Provincial Associations, rather than the Dominion organization, are in the best position to deal with trade discounts. Considerable interest has been shown in a general conference on the sugar situation.

Banquet.

On Wednesday evening, the Toronto Guild entertained the outside members at dinner. Col. J. I. Davidson presided and Mr. Eby and Mr. Kinnear were in the vice-chairs. It was the most important dinner in the 25 years' history of the Guild. It marked an important epoch in the history of Canadian trade. For the first time, every section of the Dominion was represented about the table. The speeches were capital, brief and to the point. Two themes ran through them all, a united Canada and the good work done in the early days by Messrs. Wm. Ince and C. P. Hebert, both of whom were, unfortunately, absent. It was not only the actual work these men did, but it was the high and honorable ideals which they held and practised themselves, and which they instilled in the trade generally.

There were only three toasts. Col. Davidson, in very few words, proposed "The Dominion Guild," to which the president, Mr. Laporte, responded. Mr Laporte, as probably all readers of The Grocer know, is also mayor of Montreal, and the head of a coterie of keen, able business men, who have lifted the affairs of that city from the disreputable position into which they had fallen in the hands of incompetent—many Montrealers would say something stronger—aldermen. His work for the Guild has been most important. In his response, he dealt chiefly with the early endeavors to fill up the Guild and the many trials through which they went before they were able to put it on a satisfactory basis. He paid a high tribute to Messrs. Ince, Hebert, and the late Mr. Childs, and Mr. Gillard for the work they had done in organizing and inspiring himself and the other members to bring to the most successful issue the numerous troubles and affairs that the Guild has had to deal with for many years. The Guild has done a great deal to cement a friendship between the French and English-speaking members in the trade.

Mr. Eby proposed "Sister Guild," making humorous references to the various sections represented. The first response came from young Mr. Hebert, chairman of the Price Committee. Mr. Hebert seems to be developing all the good points that made his father one of the most successful business men in Canada, and he seems to command the same respect in his trade as his father has. Mr. Hebert did not anticipate making a speech, but made a good one, nevertheless. One of his points that particularly interested the members from the furthermost parts of the Dominion, was the reference to the change that had come over the trade in Montreal. When he first went into business, the grocery trade in Montreal was in the hands of English firms. To-day it is nearly all French-Canadian. They had not tried to take this trade away, it was simply forced into their hands.

They did all they could to meet the interests of their English friends, for the proceedings of the Montreal Guild were invariably conducted in the English language.

Mr. McKenzie spoke for Manitoba, and referred to the birth of twins yesterday, but he relieved the gathering very much when he explained that they were two new provinces.

Mr. McMillan represented British Columbia, and said that until quite recently the trade there did not feel they were part of Canada at all. Now, however, that they were working with the Guild, they were becoming enthusiastic Canadians, and they felt more proud than ever that they belonged to a great country and that they realized that a strong bond of sympathy existed among the people of the East, which they had not realized before.

Mr. Billman, of Halifax, responding for Nova Scotia, said that they were inclined to move slowly down there, but their New Brunswick friends had invaded their territory and compelled them to work more together and take an active interest in the general affairs of the trade.

Mr. Peters, for the New Brunswick Guild, said the grocers in his province were enthusiastic supporters of the Guild, for through it they were enabled to make fair profits, which had not always been possible before.

Mr. Carrier, for the City of Quebec, also spoke of the friendly relations between the French and English, and was most enthusiastic about his reception in the city of Toronto. He wished some of the demogogues who stirred up trouble between the two people could be punished. Although they had only one English-speaking member of the Guild in Quebec,—the Hon. Richard Turner, of whom he spoke most highly,—he said that their members always were a unit on putting Mr. Turner forward on all occasions to represent them. Mr. Carrier made the hit of the evening in urging the Guild to hold its meeting in his city in 1906, and, speaking of the natural beauties of Quebec, said: "If we could live on nature we would all be millionaires in Quebec."

Mr. Craig, of the Kingston Guild, recalled interesting reminiscences of the first meeting in Kingston, about twenty years ago. He regretted that there were some firms in the wholesale trade not yet in the Guild. He said there was no community in Canada doing as much public good without reward as the wholesale grocers, unless it was the retail grocers. He gave a practical turn to his remarks by dealing with several important business subjects.

Colonel Smith spoke for London. Colonel Smith is the society bachelor of the trade in Canada, and also occupies the unique position of having inherited a fortune and a splendid business from his father,—a business which he has maintained and increased without seeming to give himself the least worry about business affairs. He has been a soldier, he rides to hounds, travels abroad, moves in the best society everywhere, and yet never loses touch with his business. He made a formal reply for his Guild.

Mr. James Ince rose to thank the speakers for the many kind things they had said about his father. He regretted that his brother,—who is now on the ocean, crossing for the first time, so active had been his business life,—was not present to speak for his father, who was not well enough to attend.

Mr. James Turner, of Hamilton, who is now the oldest member of the Guild, in speaking for that city, paid a high tribute to Mr. Ince and recalled in the

Java, Mocha, Bogota

Ceylon, Mexican, and Maracaibo

are admittedly the finest coffees in the world. We do not use any other kinds in our

No. 1 BLEND to retail at 40 cts.

If you have any doubt about the superiority over all others of this brand, write for a sample tin and test it at your own table.

Gorman, Eckert & Co., Limited, **London, Ont,**
Winnipeg, Man.,
108 Princess Street.

NEW DEAL "FORCE" NEW DEAL

1	Case,	36x2s,	Packs.	- -	$4 50
2	"	"	"	- -	4.25
5	"	"	"	- -	4 00

1 Per Cent. 10 Days or 30 Days Net

Freight allowed to competing point on single case. Five cases or more, freight paid from factory.

Send Us Your Orders.

L. CHAPUT, FILS & CIE.
WHOLESALE GROCERS AND IMPORTERS OF TEAS, COFFEES, WINES AND LIQUORS
MONTREAL.

early days of the Guild, that one of the most active members was a boy whom he always felt would develop into a successful business man. This was the indefatigable Mr. Beckett.

Mr. Geoffrion, Montreal, gave a most interesting account of how the first agreement of price came about. This antedated the Guild many years. Competition was so close in Montreal that they used to sell a barrel of high wines, worth about $70, at a profit of 20 cents only. In those days beggars were numerous on Commissioners Street, and they used to come in asking for one cent. He happened to overhear several beggars talking among themselves and planning how they should most effectively work the trade, and particularly his firm. It dawned on him then that if beggars would combine to work a cent, why should not common-sense business men do the same. He went over at once to see Mr Hebert, and the result was an agreement under which they immediately increased the profit on a barrel of whiskey from 20 cents to $5.

Mr. Kinnear proposed the last toast, "The Guests," who were Messrs. Malcolmson and Innes, of the Canners' Co., and Lt.-Col. Maclean, of The Grocer, and spoke of the tangible evidences they had of the success of the company, and ststed he had been informed that they had recently completed plans for manufacturing their own labels, and of making them very much more attractive, which would make them more valuable.

Mr. Malcolmson, of Chatham, who, besides being a canner, is one of the foremost wholesale and retail grocers in Western Ontario, referred particularly to the West, its greatness, and the importance of all business men taking the trip there to realize its possibilities.

Mr. Innes, who is a son of the man who made Simcoe known from one end of Canada to the other, and synonymous with superior quality, also added a few words.

Mr. Stanley Cooke, the secretary, was praised by Colonel Davidson, who said he considered his work more than his pay, and also by Mr. Laporte, and he responded with the wittiest speech of the evening, and left no doubt on the minds of the Guild that he valued his pay very highly.

The following is a list of the delegates: A. Hebert, of Hudon, Hebert & Cie, of Montreal; Mayor Laporte, of Laporte, Martin & Cie, Montreal; L. E. Geoffrion, of L. Chaput, Fils & Cie, Montreal; Alex. Orsali, of Hudon & Orsali, Montreal; H. A. Archambault, of A. Rouitaille & Cie, of Montreal; L. O. Demers, of Demers, Fletcher and Cie, Montreal; A. Desroches, of Lalonde & Desroches, Montreal; J. Billman, of Billman, Chisholm & Co., Halifax; J. Frank Crowe, of J. Frank Crowe & Co., Halifax; R. Murray, of R. McGregor & Son, New Glasgow, N.S.; A. Pyke, secretary Maritime Wholesale Grocers' Guild, Halifax; C. Peters, of Baird & Peters, St. John, N.B.; W. J. McMillan, of W. J. McMillan & Co., Vancouver, B.C.; A. Turner, of Jas. Turner & Co., Hamilton; A. M. Smith, of London; R. T. Steele and G. E. Bristol, of Lucas, Steele & Bristol, Hamilton; J. Ince, of Perkins, Ince & Co., Toronto; T. B. Escott, of T. B. Escott & Co., London; J. Garvey, of London; G. E. Barbour, of G. E. Barbour & Co., St. John, N.B.; W. C. Cross, of Hall & Fairweather, St. John, N.B.; A. G. Olive, and O. E. Truesdale, of Geo. Foster & Sons, Brantford; J. T. Edgett, of F. P. Reid & Co., Moncton, N.B.; A. F. Randolph, of A. F. Randolph & Sons, Fredericton, N.B.; Kenneth MacKenzie, of Kenneth MacKenzie & Co., Winnipeg, Man.; Col. J. I. Davidson and H. H. Pafford, of Davidson & Hay, Toronto; J. F. Smyth, of J. F. Smyth & Co., Windsor; W. Turnbull, London; F. W. Humphrey, Toronto; Stanley B. Cook, Montreal; Fred. T. Smye and J. Somerville, of Balfour & Co., Hamilton; F. F. Telfer, of Telfer Bros., Collingwood; R. Wells, of Warren Bros. & Co., Toronto; T. Kinnear, Toronto; J. and F. Sloan, Toronto; L. A. Carrier, of A. Carrier & Fils, Levis, Que.; P. J. Bazin, of Nazaire Turcotte & Cie., Quebec, Que.; M. S. Sutherland, of Fenwick, Hendry & Co., Kingston; S. M. Kenney, of Kenney, Walmsley & Co., Belleville; J. R. Gardner, of the F. J. Castle Co., Ottawa; R. J. Carson, Kingston; W. G. Craig, of W. G. Craig & Co., Kingston; J. Nicolle, of Robertson, Nicolle & Co., Kingston; H. C. Beckett, of W. H. Gillard & Co., Hamilton; J. F. Eby, of the Eby, Blain Co., Toronto.

Business Changes

ONTARIO.

THE style of the firm of Cottam, Bart & Co., dealers in bird seed, London, has been changed to Cottam Bird Seed Co.

Wm. Gowdy, grocer, Guelph, has sold his business to W. H. Field ng.

W. C. Smith, general merchant, Nelles Corners, has assigned to Charles S. Scott, Hamilton.

Mutchmore & Co., general merchants, Killaloe Station, have been burnt out; partial insurance.

J. Lanthier & Co., general merchants, Vendover, have assigned. Meeting of creditors, February 21.

J. C. Sherin & Son, general merchants, Lakefield, have sold to F. E. Kine, who is to take possession on April 1.

A meeting of the creditors of W. Dupuis, general merchant, Glen Robertson, was to be held on February 21.

The Robert Hunter Co., Ltd., wholesale produce merchants, Ottawa, have assigned to E. A. Larmouth. Meeting of creditors is to be held February 27.

QUEBEC.

Raby & Frere, grocers, Montreal, have dissolved partnership.

The assets of Jos. Paiement, grocer, Montreal, have been sold.

Charles Winters, general merchant, Grand Mere, has compromised.

The assets of J. L. Bernard, general merchant, Namur, have been sold.

L. P. Forest, grocer and liquor dealer, Montreal, is offering his business for sale.

The business of James E. Manning, grocer, Montreal, is advertised for sale.

C. E. Frechette, general merchant, Grand Mere, has assigned to H. Lamarre.

G. B. Morrison, general merchant, Glen Gyle, has succeeded the McKee Supply Co.

J. M. Gagnon and Arthur Gagnon have registered as Gagnon & Frere, grocers and butchers, Montreal.

The petition of C. Dignard & Co., biscuit manufacturers, Montreal, for liquidation has been granted.

NEW BRUNSWICK.

Wm. Dunlop & Sons, grocers and feed merchants, St. John, are selling their stock by auction.

Illsey & Harry have closed up their grocery business in Wolfville and will devote their whole attention to their business in Port Williams.

MANITOBA AND N.W.T.

Johnson & Abram, grocers, Winnipeg, have dissolved partnership.

Johnson & Abram, grocers, Winnipeg, have dissolved partnership.

Messrs. Barber have opened up a general store in Indian Head.

Angus McQueen, jr., confectioner, Killarney, has sold out to F. Swanick.

George Freeman, confectioner, Moosomin, has been burnt out; no insurance.

Anderson & Benson, general merchants, Winnipeg Beach, have dissolved partnership.

The stock of Morgan & Mills, grocers, Winnipeg, has been sold at 80c. on the dollar.

R. T. Galbraith, baker and confectioner, Arcola, has sold out to W. M. Connor.

BRITISH COLUMBIA.

The business of M. Charmer, confectioner, White Horse, is advertised for sale.

WHY IS A SOVEREIGN WORTH $4.86⅔?

Because the gold in the coin will sell for that equivalent in the currency of any nation.

It is worth what it represents.

JUST SO WITH

RED ROSE TEA

It is worth what it represents, and has always proved to be *just as represented.* It is without doubt the best tea that has ever been put on the Canadian market, and its great success has been due entirely to the quality of the tea.

There has never been any advertising scheme, such as prizes or premiums of any kind connected with it. People who buy it once are pretty sure to continue buying it for years to come.

If you are selling it, you know all about it. If you are not selling it, I would much like to have the privilege of sending you a sample case.

T. H. ESTABROOKS

Tea Importer and Blender

Branches: TORONTO, WINNIPEG

St. John, N.B.

MANITOBA MARKETS.

Special Report from the Winnipeg Office of THE CANADIAN GROCER.

Quotations corrected by telegraph up to 12 a.m. Thursday, February 23rd, 1905.

WHOLESALE grocery trade is of average proportions this week. The influx of country merchants during the second week of the Bonspiel to attend the trade conventions, then in session, helped business last week and brought the wholesale and retail branches of the trade into personal touch. Perhaps the subject upon which the most important conferences took place was that of slow collections. The retailer is finding difficulty in getting in his money and many renewals have been asked for. Various remedies have been proposed but perhaps the remedy approved by the Retail Merchants' Association and referred to in another part of this issue is the most feasible.

Throughout almost the entire list prices are steady this week. Sugar is holding its strong position. The decline of 30 cents on all grades of refined sugars announced some little time ago by the B. C. Refinery to apply to all points between Dunmore and the B. C. boundary has been followed a few days ago by an advance of 20 cents and hence the situation in the West is practically the same as before. The sugar market is still strong. The trade are buying freely such dried fruits as apricots, peaches, prunes and nectarines in anticipation of an advance. In doing so they are well advised. The local coffee market is firm and price quoted for Rios is being pretty well maintained. Evaporated apples continue very firm and may be expected to experience another advance very soon. White beans have advanced to $1.75 per bushel for the grade known as "3 to 4 lb. picker." Bananas are cheaper.

Sugar.

The reduction noted in last issue has not been followed by any further declines at time of writing and the market seems to be firmer than before. An advance was announced last week (a few hours too late to be noticed in last week's issue) by the British Columbia Refinery of 20 cents on all grades of refined sugar to apply to all points between Dunmore and the B. C. boundary. Meanwhile the local sugar market is very firm and no immediate declines are looked for. Dear sugar seems to be assured for some time to come. We quote:

Montreal granulated, in bbls	6 30
" " in sacks	6 25
" yellow, in bbls	5 80
" " in sacks	5 75
Wallaceburg, in bbls	6 20
" in sacks	6 15
Icing sugar in bbls	6 90
" " In boxes	7 10
" " In small quantities	7 35
Powdered sugar, in bbls	6 70
" " in boxes	6 90
" " in small quantities	7 15
Lump, hard, in bbls	7 00
" " in ½-bbls	7 10
" " in 100-lb cases	7 00

Canned Goods.

Trade is quiet and prices throughout our list seem to be steady. A scarcity in canned finnan haddie is reported by local jobbers. We quote:

Apples, 3's, 2 doz. cases, per case	2 15	2 20
Cherries, red pitted, 2's, 2 doz.		4 40
Currants, red, 2 doz. cases, per case		3 35
" black, " "		3 75
Gooseberries, " "		3 50
Lawtonberries, 2's, " "		3 35
Pears (Bartletts), " "		3 50
Peaches, 2's, " "		3 75
" 3's, " "		3 75
Raspberries, red, " "		2 90
" black, " "		3 00
Strawberries, " "		3 50
Plums, Lombard, 2 doz. per case		2 35
" green gages, 2 doz. case, per case		2 50
Tomatoes, 3's, per 2 doz. cases	2 85	3 00
Corn, 2's " "		2 60
Peas, 2's " "		1 90
Beans, 2's " "	1 90	1 95
Salmon, finest sockeye, per case		7 00
" humpback, "		3 75
" cohoes, "		5 25
Boneless chicken, lb. tins, per doz		3 5
" turkey " "		3 25
" ducks " "		3 25

Baking Powder.

As noted before there has been a recent decline in Price's baking powder. Prices now are as follows:

Price's baking powder, 6 oz. size	1 90
" " 12 oz. size	3 75
" " 2½ lb. size	11 40
" " 4 lb. size	17 25
" " 5 lb. size	21 50

Jam.

The price of Upton's jam is now 50 cents per pail in Winnipeg.

The Brandon price is 52 cents, the price in Calgary and Lethbridge 57 cents, and the Edmonton price 60 cents.

Spices.

The local spice market is dull and without features of interest. We quote:

Pepper, black, per lb	0 18
" white, "	0 25
Cayenne, "	0 21
Cloves, ground "	0 25
Cassia, "	0 16
Allspice, "	0 14
Ginger, "	0 15
Cloves, whole	0 25

Rice, Tapioca, Etc.

We quote unchanged prices as follows:

Rangoon rice, per lb	0 04
Patna "	0 04½
Tapioca, per lb	0 03½
Sago, "	0 03½

Syrups and Molasses.

Prices are firm and unchanged. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 40
" " 5-lb tins, per 1 "	2 70
" " 10-lb tins, per ½ "	2 50
" " 20-lb tins, per ¼ "	2 40
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Barbadoes molasses in ½-bbls. per lb	0 04
New Orleans molasses in ½-bbls, per l	0 02½
" " in barrels	0 02½
Porto Rico molasses in ½-bbls., per bbl.	0 04½

Coffee.

Green Rios are firmer than last week and the local figures are well within the market. They are being pretty firmly maintained. We quote, as before:

Green Rio, per lb	0 11½
Roasted, per lb	0 14

Nuts.

We quote:

Almonds, per lb	0 12½
" (shelled), per lb	0 28
Filberts	0 11
Peanuts, extra choice	0 11½
Jumbos	0 14
Walnut, per lb	0 12
" (shelled) "	0 25
Pecans, per lb	0 15 0 16
Brazils, per lb	0 16

Foreign Dried Fruits.

There is little of interest to add to our reports for several weeks on the condition of this market. Merchants have been buying freely California fruits in anticipation of an advance. Consequently the local stocks are pretty well cleaned up and further advances can not be much longer delayed. We quote:

Valencia raisins, Trenor's, per case f.o.s	2 00
" selects	2 20
" layers	2 25
California raisins, muscatels, 3 crown, per lb	0 06½
" " " 4 "	0 07½
" " choice seeded in ¾-lb. packages per package	0 06¾
" " choice seeded in 1-lb packages per package	0 08 0 08½
" " fancy seeded, 1-lb. packages, per package	0 09½
Prunes, 90-100 per lb	0 04½
" 80-90 "	0 04¾
" 70-80 "	0 05½
" 60-70 "	0 05¾
" 50-60 "	0 06½
" 40-50 "	0 07½
" silver "	0 07½
Currants, uncleaned, loose pack, per lb	0 05½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 06¾
" Vostizzas, uncleaned	0 06½
Dates, new per lb	0 05
Figs, cooking in bags, per lb	0 04½ 0 04½
Apricots, choice, in 25-lb. boxes, per lb	0 13½
" standard, " "	0 12½
Peaches, choice, " "	0 13½
" standard " "	0 13
Pears, (choice halves) " "	0 13½
Nectarines, choice " "	0 11
Plums, choice (dark pitted) per lb	0 10½
Candied Peel—Lemon peel, per lb	0 09
Orange "	0 09½
Citron "	0 14

Evaporated Apples.

Local stocks are selling freely at present prices. In view of the strong Eastern market, local prices are very low. It is doubtful whether new supplies will be brought from the East until after the opening of navigation. We quote:

Evaporated apples (new), 50-lb. cases	0 07
" 25-lb. cases	0 07½

For Manitoba fruit and vegetable markets, see fruit department.

Flour.

Prices are steady. We quote:

No. 1, patent	2 95
" 2, "	2 75
" 3, "	2 00
" 4, "	1 50

Fish and Oysters.

Local market is fairly active. White fish are selling freely, the Slave Lake variety being particularly popular. With the approach of the Lenten season grocers not handling fish should give this profitable line some consideration. We quote:

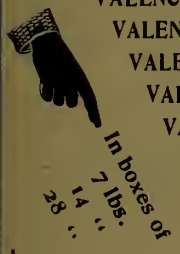
Lake Winnipeg whitefish	per lb.	0 06
Slave Lake whitefish	"	0 07½
Yellow pike (pickerel)	"	0 05
Lake Superior trout	"	0 08½
Lake Superior loose frozen herring	"	0 03
Tubbees	"	0 04
Gold eyes	"	0 03
Blue fish	"	0 18
Mackerel	"	0 15
Red snapper	"	0 15
B.C. salmon (case lots 9c.)	"	0 09½
Halibut	"	0 08½
Jack fish	"	0 03½
Tomicods	"	0 05
Hake	"	0 07
Perch	"	0 04½
Eels	"	0 08
Cod, steak size	"	0 08
Cod, market size	"	0 07
Flounders	"	0 05
Haddock	"	0 08
Brook trout	"	0 22



Dry Fruits! Dry Fruits! Dry Fruits!

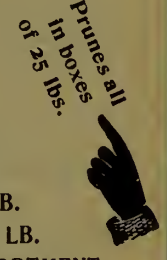
Raisins and Prunes

The biggest and most varied stock of fruits in Montreal



VALENCIA RAISINS, ARAUDA, F.O.S.
VALENCIA RAISINS, ARAUDA, SELECTED.
VALENCIA RAISINS, ARGUIMBAU, F.O.S.
VALENCIA RAISINS, JOSE PART, F.O.S.
VALENCIA RAISINS, JOSE PART, SELECTED.
VALENCIA RAISINS, JOSE PART, 4 CROWNS.
VALENCIA RAISINS, P.C.P. 14 LBS. SELECTED.
VALENCIA RAISINS, MERLE, SELECTED.
VALENCIA RAISINS, PALARES, 4 CROWNS.
VALENCIA RAISINS, FLORENS, 4 CROWNS.

PRUNES, CARNATION, 50/60 TO THE LB.
PRUNES, CARNATION, 60/70 TO THE LB.
PRUNES, CARNATION, 70/80 TO THE LB.
PRUNES, GRIFFIN & SKELLEY, 50/60 TO THE LB.
PRUNES, GRIFFIN & SKELLEY, 60/70 TO THE LB.
PRUNES, GRIFFIN & SKELLEY, 70/80 TO THE LB.
PRUNES, GRIFFIN & SKELLEY, 80/90 TO THE LB.
PRUNES, GRIFFIN & SKELLEY, 90/100 TO THE LB.
PRUNES, OREGON HUNTER, COMPLETE ASSORTMENT.
PRUNES, CASTLE BRAND, COMPLETE ASSORTMENT.



——Also——

CURRANTS, SULTANAS, TABLE RAISINS, FIGS, EVAPORATED APPLES, in considerable quantities, and NUTS of all kinds :

Grenobles, Peanuts, green,
Filberts, Peanuts, roasted,
Tarragonas, Shelled Almonds,
Pecans, new, Shelled Walnuts.

Our assortment of the above-mentioned goods is the best that can be ! !

Our prices on them are positively the lowest ever quoted ! ! !

An actual demand

is made for canned preserves—**Strawberries, Pears, Raspberries, Plums, Peaches, Cherries** and **Apples** in their juice or in heavy syrup, all of which our stock is large and our assortment perfect.

For the Lenten Season

With the absence of green cod from the fish market, a careful attention should be paid this year to the buying of what you need for the Lenten period. Our stock, to speak briefly, comprises **Herrings, No. 1 Labrador and Nova Scotia**, in bbls. and ½ bbls ; **Lake Trout, the very finest** ; **Labrador Red Flesh Trout**, both in kegs of 100 lbs. ; Codfish, half dry, skinless, in boxes of 100 lbs. ; Boneless Codfish, in blocks of 1 and 2 lbs. and in boxes of 20, 30 and 40 lbs. Besides this, we carry the heaviest stock of canned fish that Canadian trade requires. Your kind visit is expected.

Laporte, Martin & Cie., Limited

72, 74, 76, 78 St. Peter Street, Montreal



OUR SHEET STEEL PRESSED BRICK

Is an ideal covering, either for new buildings or improving old ones.

IT IS VERY EASILY AND QUICKLY APPLIED, GIVES PERFECT WEATHER PROOF PROTECTION, IS FIRE, LIGHTNING AND RUST PROOF AND COSTS VERY LITTLE.

Consider its fine appearance — its splendid enduring qualities—and slight expense—and decide to serve your own best interests by using it.

Fullest details of information in our catalog.

METALLIC ROOFING CO., LIMITED,
Wholesale Manufacturers,
TORONTO, CANADA.

COMMON SENSE

KILLS {Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W
TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

OUTFIT FOR CANNING FACTORY FOR SALE

as follows, viz.:

1 Horse Power Boiler
1 Horse Power Engine in good repair
1 Conant Cooker and Filler
1 Burtt Wiper
1 Pea Filler for 2 lb. cans
1 Bean Filler for 3 lb. cans
2 Copper Jacket Kettles for Jelly
4 Retorts with trucks and pans
5 Copper Blanching Tanks
1 Test Tank
1 Solder Kettle
1 Pea Sheller and 1 Pea Separator
2 Corn Shellers with tables
1 Corn Sifter with pans
1 March Can Making Outfit (United States outfit) with shears, dies, etc., for making cans, also machinery for canning apples, with shafting, belting and pulleys to equip a factory.

For further information address,

H. Paxton Baird - Woodstock, N.B.
(10)

Atlantic smelts, extra, 20-lb. boxes	"	0 12
" " No. 1, " "	"	0 08½
" " No. 2, " "	"	0 07½
"Halifax" brand salt cod, fish cakes 24-1's	"	0 11
"Acadia" " " 20-1's	"	0 09
"Bluenose" " " 20-1's	"	0 07
"Acadia" " 2-lb. boxes	"	0 09
" " 4-lb. "	"	0 09
" " shredded, 24 cartons, per bx.		2 00
" " " bulk, in 15-lb. boxs.		0 08
Large Labrador and Nfld. salt herrings per 100 lb.		5 00
" " " per 20-lb. pail.		1 20
Salt mackerel, in 20 or 30-lb. pails		0 12½
Finnanhaddie, in 15 or 30-lb. boxes		0 08½
Smoked halibut strips		0 11
Kippered gold eyes, per doz		0 50
Yarmouth bloaters, 60 in box, per box		1 75
Lobsters, fresh boiled, per lb.		0 25
Shrimps, large size, per quart		0 60
Caviar, extra, small jars, per jar		0 40
Frog legs, 6 doz. in box, per doz.		0 40
Oysters, standard, per gallon		2 00
" select, "	2 15	2 25

Breakfast Cereals.

Market is quiet. Cornmeal is easy in tendency but no changes have been made. We quote:

Rolled Oats, 80-lb. sacks, per cwt		2 00
40-lb. " "		2 05
20-lb. " "		2 10
8-lb. " "		2 40
Cornmeal, in sacks, per cwt		1 50
" in ½ sacks, "		1 55

Eggs.

Prices continue steady at former quotations. We quote:

Eggs, fresh	0 26
" finest glycerine pickled	0 24

(Packed in 25c. cases) which are not returnable.

VICTORIA B. C. BOARD OF TRADE.

At the annual meeting of the Victoria B. C. Board of Trade on Feb. 8, the following officers were elected for the ensuing year:

President, Mr. William Mathers; vice-president, Mr. D. S. Curtis; secretary, Mr. A. E. White; executive council, Messrs. T. J. Trapp, F. R. Glover, A E. Rand, H. G. Brymner, C. G. Major, F. J. Hart, T. S. Annandale, L. A. Lewis, Judge Bole, D. S. Curtis, H. Ryall, W. R. Gilley, Dr. H. A. Holmes, J. W. Creighton, M. Sinclair and J. Cunningham.

Among other timely topics discussed was the proposal to place a duty on lumber exported from the United States to Canada. Statistics were given showing the amount of lumber used in Winnipeg during the past year and it was stated that the greater part of this lumber had come from the States. It was demonstrated that had this lumber been the product of British Columbia mills it would have meant thousands of dollars for the Province, which had instead gone over to the American side. The same thing was going on all over Manitoba and the Territories.

SOAP EXHIBIT.

The N. K. Fairbanks Co., Montreal, have a splendid exhibit of their various products in The S. Carsley Co.'s, Limited, store. Fairy soap, glycerine tar soap, and the ubiquitous and industrious "Gold Dust Twins" are very prominently displayed.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

FOR SALE.

OLD established combined grocery, meat and liquor business, Hamilton; large and paying trade, and first class location. Splendid opportunity for a good man; satisfactory reason for retiring; the premises also for sale. Address P.O. Box 374, Hamilton. (9)

FIRST-CLASS General Store business, with Post Office in connection, in one of the best dairy sections of Eastern Ontario. Stock $3,000. Good store and nice dwelling attached. Will sell stock and real estate separately or together. A splendid opportunity. Satisfactory reason for selling. Address Box 210, THE CANADIAN GROCER, Toronto. (9)

SITUATION WANTED.

BY young man with seven years' experience in grocery business—both buying and selling—will take position either traveling or clerking. References. Address Box 219, CANADIAN GROCER, Toronto. (9)

WANTED—Position in wholesale, by young man, seven years in general store. Good references. Box 218 CANADIAN GROCER, Toronto. (8)

WANTED.—Position as traveler. Grocery preferred, young and willing to hustle. Reply to E. R. Smith, care CANADIAN GROCER, Montreal. (9)

ENERGETIC, sober young Englishman (28) wants start on the road with wholesale house. Fourteen years' sound experience in the trade (two in this country). At present with first-class retail house in Montreal, but desirous of getting ahead. Address Box M 222, CANADIAN GROCER, Montreal. (9)

COMMISSION AGENT.

WANTED—Staple lines, such as groceries, meats or fruits, on commission; territory covered, eastern townships. Address Manufacturers' Agent, Box 125, Farnham, Que. (11)

AGENCIES WANTED.

An experienced and successful Wholesale Grocery Traveler, who is going into the Brokerage business and sell to wholesale dealers and manufacturers, wishes agencies in the above, and other suitable lines, from good, reliable firms.

Can furnish highest references.

Address,
BROKER,
Box 221, "THE CANADIAN GROCER,"
TORONTO, CANADA.

BATH BRICKS

THE BEST MADE ARE
McDOUGALL'S
Insist upon this make.
D. McDOUGALL & CO., Glasgow, Scotland.

Blue Ribbon Ceylon Tea

Sometimes people **forget,** and require to be **reminded.**

And so we would call your attention to the **steadfastness** of Blue Ribbon Tea.

It has endured.

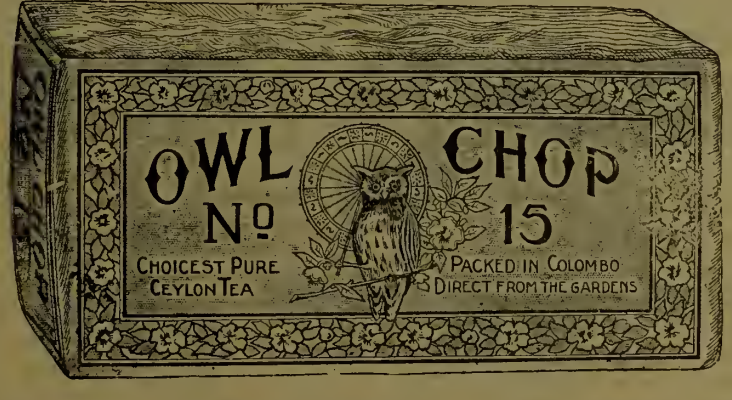
The fight—for it was a fight—has determined the victor.

No tea **Sold in Canada** is **so highly esteemed** as Blue Ribbon, and the grocery trade **are friendly.**

RETURNED
FEB 24 1905
To Montreal
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OWL CHOP TEAS

PURE, DELICIOUS JAPAN



RICH, WHOLESOME CEYLON

OWL PURE CEYLON BLACK

We have a nice assortment in other grades. Prices right. Quality A 1.
PROMPT SHIPMENT. Freight paid on 5 case lots.

L. CHAPUT, FILS & CIE.

Wholesale Grocers and Importers of Teas, Coffees, Wines and Liquors,
MONTREAL

Tomatoes
Celery
Lettuce
Cabbage, etc.

McWILLIAM
Mc. AND E.
EVERIST

TORONTO, - - ONTARIO

Lemons
Oranges
Grapes
Nuts
Dates
Figs, etc.

The
DAWSON Commission Co., Limited
FRUIT, PRODUCE AND COMMISSION MERCHANTS.
Cor. Market and Colborne Streets. TORONTO

DRIED APPLES
We pay highest market prices for bright dry quarters and make prompt remittance.
The W. A. GIBB CO.
Packers and Exporters
5 and 7 Market St., HAMILTON

Marmalade Oranges
Our first shipment of Marmalade Oranges will arrive this week.
Sizes—160s, 200s and 240s.
Get your order in early.
Send for Samples of our Navels.
HUSBAND Bros. & Co.
Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO.

GREEN FRUITS AND VEGETABLES

Fruit and Vegetable Markets.

ONTARIO.

GREEN FRUITS.

THE green fruit market has brightened considerably owing to the milder weather. Shipments to country points are still delayed on account of the heavy snow, but a marked increase in consumption of fruit is shown in the cities. The navel orange situation is better, the over supplies of the last two weeks being pretty well cleaned up. Quality is also improving. Florida oranges have firmed 25c during the week. This fruit is very scarce and in great demand for table use, especially in the United States, which makes it a wonder that Florida oranges are not quicker sellers on this market. Mexican oranges are out of the market. The second direct shipment of bitter oranges is due on Friday of this week. Valencias are scarce, 714's having been crossed from our list. Owing to scarcity in the English market, California navels are largely taking their place this season, selling at from 1 to 4s. per case. Heretofore it has been out of the question for California oranges to compete with Valencias in the English market at this time of year.

Florida grape fruit is 25c stiffer in price, and Havana pines have appeared on the market, being quoted at $3.50 per case. Bananas are scarce, owing to recent severe weather; several cars having been rejected by the trade owing to poor condition in which they arrived. Sweet potatoes are 50c higher, as well as cranberries. Stocks Stocks of the latter article are within very small compass, a very different state of affairs from that prevailing last year at this time; the reason is that buyers this year have been more than cautious about repeating last year's error. We quote the following prices:

Florida oranges, per box	2 75	3 00
Florida grape fruit, per box	4 75	5 00
Jamaica grape fruit	4 50	4 75
Florida tangerines (half straps)	2 25	2 50
Florida pineapple, per case	4 50	5 00
Havana pines per case		3 50
Marmalade Oranges, per box		2 50
California navel oranges, per box	2 50	3 00
Valencias ordinary, 420's	3 50	3 75
New messina lemons, 300's, per box	2 50	2 75
" " 360's, per box	2 50	2 75
Bananas, large bunches, crated	1 50	2 00
Bananas, 8's, per bunch, crated	1 00	1 25
Apples, Winter varieties	1 50	3 00
Sweet potatoes, kiln dried, per bbl	6 00	7 00
" " bush. crates	2 75	3 00
Almeria grapes, per bbl. fancy	7 00	8 00
Cranberries, Howes	10 00	10 50
Smyrna figs, Eleme, four crowns		0 07
" " five "		0 08
" " six "		0 09
" " seven "		0 13
" " glove boxes, 1-lb	0 07	0 08
" " Protoben, four crowns	0 09	0 10
" " " five "	0 12½	0 13
Comadre figs	0 03½	003½

VEGETABLES.

Trade in vegetables continues brisk and seasonable, especially in domestic stock. Beets are 15c firmer than last week, and Spanish onions have advanced 25c as a result of large exportations from the United States to the old country. The celery market is strong with supplies arriving freely and of good quality.

It is now thought that the recent frosts in the Southern States will not delay arrivals of early vegetables more than a fortnight. In many districts where the crops were supposed to have been ruined it has been discovered that they were only slightly damaged. Hot house cucumbers are scarce and $1 higher in price Florida head lettuce is off the market, all supplies being now from domestic sources. California has had excessive rains, which have entirely destroyed the cauliflower crop; this means that there will be no more stuff from California this season. Samples, however, have already arrived from Florida. Our quotations are as follows:

Greenhouse lettuce, per dozen bunches		0 35
Greenhouse radishes, per doz. bunches	0 40	0 50
Dry Mint, per doz bunches		0 20
Parsley, " "		0 20
Sage, per doz		0 20
Savoury, per doz		0 15
Carrots, per bag		0 60
Beets, per bu		0 75
Beets, per bag		0 60
Dry Onions, per bag	1 90	2 00
Dry Onions, per basket		0 50
Spanish onions, per case	4 00	4 25
Green house water cress, per doz		0 25
Canadian celery, per doz	0 50	1 00
Potatoes, per bag		0 90
Parsnips, per bu		0 60
Parsnips, per bag		0 75
Cabbage, per head	0 08	0 15
" per doz	1	0 00
Turnips, per bag	0 30	5 35
California celery, per case		5 00
Hothouse cucumbers, per doz	2 00	2 75
Artichokes, per bu		1 00
Oyster plant, per bu		1 25
Greenhouse rhubarb, per doz	1 00	1 25
" onions, "	0 15	0 20
Florida tomatoes, per case	4 25	5 00
California cauliflower, per case		3 50

QUEBEC.

GREEN FRUITS.

No marked changes are noted. City trade has been more active than during the past week. Country trade is improving. Celery is in good demand, selling freely at $5 per crate. The sale of navels has improved owing to the low prices, but it is expected within a week that the price will be from 25 to 50c. per crate higher. We quote the following prices:

Cocoanuts, per bag of 100		4 00
Pineapples, 24 to case		4 50
" 30 to case		3 50
Cranberries, finest dark		11 00
" dark		9 50
" 25 quart boxes		2 75
Jamaica oranges, per box	2 50	2 75
" grape fruit, per box		5 00
Florida oranges, per box		5 00
Florida grape fruit, per box		5 50
Mexican oranges, per box	1 65	1 90
California navel oranges, per box		2 75
New Messina lemons 300's		2 50
" " 360's		2 25
Bananas, large bunches, crated	1 25	1 50
Apples Winter varieties	2 50	4 00
Sweet potatoes, per bbl		6 00
Almeria grapes, per bbl	7 00	8 00
Celery, California golden heart, per case		5 00
Tomatoes, Floridas, crate		4 50
Lettuce, Boston	0 75	0 85

VEGETABLES.

Potatoes—Good demand in jobbing way

and the market is firm. Turnips steady at $9 to $10 per ton for Quebec swedes. Onions are decidedly firmer and scarce. Other lines are steady, with no changes to note. Our quotations are as follows:

Potatoes, carlots	0 68	0 70
Less than carlots	0 75	0 80
Bunch lettuce, per doz. bunches		0 75
Radishes, per doz. bunches		0 25
Mushrooms, per lb		1 70
Mint, per doz. bunches		0 20
Parsley, " "		0 20
Sage, per doz		1 00
Savory, per doz		1 00
Beets, new per doz		0 25
Egg plant, per basket		0 75
Rhubarb, outdoor, per doz		0 35
Green onions, per doz		0 15
Spanish onions, large cases, per case		3 75
" " crates, per case		1 50
Red onions, in 75-lb. bags, per bag		2 50
Yellow onions, in 80-lb. bags, per bag		1 75
Green house water cress, per doz		0 45
Green cucumbers, per bush, hamper		1 25
" per half bushel hamper	0 60	0 75
" per bbl		3 50
" per doz	0 40	0 50
Green cabbage, per doz		0 60
" beans, per bush	1 00	1 25
Waxed beans, per bush		1 00
Cauliflowers, home grown, per doz		1 50
Green peppers, per basket		0 45
California celery, per case		5 50
Canadian celery, per doz		0 75

APPLE SHIPMENTS.

Total shipments from all ports week ending February 20, 1905:

	To Liverpool.	London.	Glasgow.	Various.	Total.
	6,682	1,695	1,506	5,910	*15,793
Same week 1904	24,970	28,608	13,134	12,817	79,529
" 1903	41,851	11,029	7.890	8,607	69,377

*Railways in Nova Scotia being blocked, there were no apple shipments from Halifax last week.

Total shipments since season opened	2,013,813
" " same time 1903-4	3,086,317
" " " 1902-3	2,141,287

MANITOBA.

GREEN VEGETABLES.

Prices are steady, We quote:—

Native onions, per lb	0 04
Spanish onions, per case	1 75
Carrots, per bush	0 40
Beets, "	0 70
Turnips "	0 40
Potatoes "	0 70 0 80
Celery per case (7 to 9 doz)	6 50
" " (doz.)	1 00

GREEN FRUITS.

The green fruit market is steady and prices are unchanged except for a decline in bananas, which are now quoted at $3 50 to $4.00 per bunch. A car of bitter oranges for marmalade making, which has just arrived, is being offered at $4 50 per case. We quote:—

ORANGES.

Fancy navels, 96's to 112's, per case	3 00
" 126's to 150's	3 50
" 176's to 250's	3 75

LEMONS.

Fancy California lemons, 360's	4 25
(10c. off 5 case lots of oranges and lemons).	

CRANBERRIES.

Cape Cod cranberries (frozen), per bbl	6 00
Jersey cranberries (unfrozen) "	11 00

BANANAS.

Per express only, per bunch	4 00

APPLES.

Fancy XXX apples, Spies, per bbl.	5 00
Fancy XX apples, Spies, "	4 00
Fancy XXX apples, Baldwins, "	3 50
Fancy XXX apples, Greenings, "	3 25

GRAPES.

Malaga keg grapes, per keg	00

NEW BRUNSWICK.

GREEN FRUITS.

Sales are light. In oranges no import prices of Valencias received for some time. Great damage from frost is reported. Local prices not changed. Californias are rather higher. Floridas have little sale. Some nice Jamaicas still sold. Lemons are rather higher. Apples are dull at quite reasonable figures. Cranberries are higher.

MESSINA LEMONS

Notwithstanding that the **Lemon Market** is higher and is likely to further advance, we are in a position to offer a special this week, having contracted before the rise.

HOME GUARD BRAND
Extra Fancy 300s or 360s.

BLACK WATCH BRAND
Extra Choice 300s or 360s.

CALIFORNIA CELERY

We are receiving now an average of two cars per week of California best celery, packed in crates, 5, 5½, 6 and 6½ doz. crates.

Large, beautiful stock, $5.00 per crate.

White & Co. WHOLESALE FRUIT, FISH AND PRODUCE Toronto

Send for Weekly Price List.

J. J. MCCABE "ST. NICHOLAS" W. B. STRINGER

In Lemons means the **first selection** from only the finest Groves in Sicily. In a retail way "St Nicholas" brand sells at 25c. to 40c. more per box than any "just-as-good brands." W. B. Stringer & Co., 61 Front St. East, Toronto, are sole Canadian Agents, and are now quoting Fresh Cut Stock for spring shipment to Montreal. They are completely sold out of November Cuts, and have only a limited quantity of Fresh Cuts left for this shipment. They would be pleased to receive your prompt enquiry for a car.

IT Saves Time and Worry By Ordering From us What you need in

FANCY ORANGES, LEMONS, ETC.

Knowing You will get Quick Service and

HUGH WALKER & SON, GUELPH, ONT QUALITY AND PRICES RIGHT.

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.
INGERSOLL
Established - - 1886

FINKLE & ACKERMAN
BOWMANVILLE, ONT.
MANUFACTURERS
Evaporated Onions
and other Dried Vegetables.

TRADE MARK
This design a guarantee of quality.

WATERPROOF WRAPPING PAPER

For Express and Long Distance Packages. Put up in rolls 36 in. wide, 250 and 300 yards in a roll. Clean paper on both sides—waterproof substance in the centre—therefore it will not soil or stain delicate goods as ordinary waterproof paper will. Practically odorless. May be used either for case lining or wrapping packages.

SAMPLES AND PRICES WITH PLEASURE.

CANADA PAPER CO. TORONTO LIMITED MONTREAL

Value of Fruit Marks Act.

In a late report received by the Extension of Markets Division, Department of Agriculture, from the department's inspector in London, Eng., covering the out-turn of apples ex the steamer Fremona from Portland, Me., the following reference appears:

"A striking illustration of the value to Canadian shippers of the Fruit Marks Act is shown by the following incident:

"Besides the Canadian apples there were by this steamer 992 barrels of American apples, by different shippers, which on being landed over fifty were found to be without marks of any description; as a consequence the several consignees wanted to pick and choose, thereby causing trouble and delay during which time the apples from the Canadian shippers had been placed on the market.

QUALITY AND MERIT

are the features of

S. H. & A. S. EWING'S

DELICIOUS HIGH-GRADE

COFFEES and SPICES

ON THE MARKET SINCE 1845, THE PERFECTED PRODUCTS OF THE OLD RELIABLE FIRM.

PLACING an order with the OZO CO. means something more to the buyer than assurance of the delivery of a certain quantity of goods at such and such a price. Our product not only gives the impression of neatness and wholesomeness, which is the token of carefully prepared goods, but has a fitness which attracts the customer and inevitably ends in a sale. The firm controls the planting, the handling and the making of their product, make their own vinegar, and such a vinegar as experience has taught them will go a long way towards making the best pickles. Our goods cost no more than others, their selling ability is double that of the common article. Turning your dollar over twice makes the profit of double that capital and is business.

THE OZO CO., LIMITED
MONTREAL

N.B.—We have an illustrated Price Current of our products, that is certainly worth the post card that will bring it.

OF INTEREST TO THE TRADE.

We have pleasure in directing the attention of readers of The Canadian Grocer to the firm of Geo. R. Meeker & Co., 11-12 Bedford Hotel Chambers, Covent Garden, London, Eng. The headquarters of this firm are in the Mattlage Building, 97 Warren St., corner Greenwich, New York City, through which the London branch imports large quantities of deciduous and citrous fruits as well as canned goods, including the products of the well-known Earl Co.

Geo. R. Meeker & Co. are also large exporters of barreled apples from the United States eastern seaboard ports. The sale of such fruits, no matter at what point in Europe, is superintended by the London firm, which is a "sine qua non" that the interests of shippers are not only strictly safe-guarded but served in the best possible degree.

WIN THE BRISTOL CUP.

The Toronto branches of the Canada Grocers defeated the Hamilton branches of the Canada Grocers at the Thistle Rink, Hamilton, Feb. 18, by the score of 3 to 1. The game was very close and fast, the score at half time being 1 all. This makes the Toronto branches winners of the Bristol cup. Stewart and Warren played the star game for the winners, while Matheson and Dewey were the pick of the losers, the latter making some brilliant stops in goal. Teams:

Toronto branches (3)—Goal, Howard; point, Willie; cover-point, Barnhouse; cover, Stewart; centre, Hortop (capt.); right, Smith; left, Warren.

Hamilton branches (1)—Goal, Dewey; point, Matheson; cover-point, Turnbull; cover, Ramsay; centre, Leith (capt.); right, Hickey; left, Robertson.

Referee, Harry Truesdale.

Photographs of the winning team and of the trophy will be reproduced in next week's issue of the Canadian Grocer.

The Dominion Exhibition will be held in New Westminster, B. C., this year.

"THE MEMORY OF QUALITY LINGERS WHEN PRICES ARE FORGOTTEN."



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PURE GOLD BRAND COFFEE HAS QUALITY.

PACKED

F.O.B.—TORONTO

15-2 lb. Tins in a case, 30c. per lb.
30-1 lb. " " " 30c. "
3 doz. "Camper's" Tins, 90c. doz.

F.O.B.—WINNIPEG and VANCOUVER

15-2 lb. Tins in a case, 32c. per lb.
30-1 lb. " " " 32c. "
3 doz. "Camper's" Tins, 95c. doz.

TO GIVE AN OPPORTUNITY FOR YOUR CRITICAL CUSTOMERS TO TEST THE QUALITY OF ∴ ∵ ∴

PURE GOLD BRAND COFFEE

EACH CASE OF ONE AND TWO POUND TINS CONTAINS (12) TWELVE CAMPERS' SIZE ∴ ∵ ∴

FREE OF CHARGE

PURE GOLD BRAND COFFEE IS NEVER PACKED IN BULK.

SAMPLE ON APPLICATION.

Coffee is more criticised than any article you sell.

To obtain first-class Coffee that is maintained absolutely uniform in quality means increased trade with critical and good customers.

We are endeavoring to meet these conditions, and ask your initial order for

"PURE GOLD BRAND"

guaranteeing satisfaction or accepting return of the Coffee at our expense, and we feel confident the introduction of this line will result in a satisfactory increase of your Coffee trade.

PURE GOLD MANUFACTURING CO., Limited

TORONTO

JAMS
PRESERVES
MARMALADE
CONFECTIONERY

McGREGOR

Get this list firmly planted in your mind and order accordingly.

McGregor-Harris Co.
Limited
33 Pearl St., - TORONTO.

Established 1870. 7 Gold and Silver Medals.
MAPLE SYRUP
Small's Brand is Standard
Government certificate of analysis on every package. That's all! Product of the Canada Maple Exchange, Montreal.
For sale through the wholesale trade only.
TRADE MARK
Smalls

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

WHITE DOVE COCOANUT
TRADE MARK
W.P.DOWNEY
26 & 7 PETER STREET MONTREAL

WE HAVE THE BEST
COCOANUT
IN CANADA

We have most up-to-date machinery, and are turning out the finest cocoanut on sale. "White Dove" brand is what you should ask for and insist upon getting.

W. P. DOWNEY, 26 St. Peter St., MONTREAL

EPPS'S
GRATEFUL
COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS COCOA

DIAMOND BRAND MAPLE SYRUP

has that exquisite flavor of the New Sap goods, fresh from the tree.
All jobbers handle it.

SUGARS LIMITED, MONTREAL

A Wise Grocer
Counts the Cost

It costs more to sell an unknown brand than it does one with which the public is familiar.

Chase & Sanborn's Coffees

are known everywhere—they are easy to sell and always give satisfaction.

CHASE & SANBORN

The Importers, Montreal

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

More
Chocolate is
being consumed in
Canada every year.
Are you getting your share of this
growing trade?
You will if you sell

MOTT'S

"Diamond" Brand
and
"Elite"
Chocolates

For Sale by all Jobbers.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO. JOS. E. HUXLEY, WINNIPEG.

EASTER is easily in sight for the man who stocks confectionery—i. e., Special Confectionery — for this season.

No other confectionery makers approach us in the variety, quality and exclusiveness of our Easter offerings.

If our salesmen miss you write us, and we'll see you are served to your complete satisfaction.

A. J. STEWART
LIMITED

STEWART'S FINE CHOCOLATES

TORONTO.

JERSEY CREAM YEAST CAKES
The only Yeast with Cream in it.

ALL FALLING INTO LINE

Ontario, Quebec, Manitoba, British Columbia, New Brunswick, Prince Edward Island, Newfoundland, South Africa, Australia, Japan Just received the following letter from South Africa :

WOODSTOCK, S.A., January 25, 1905.

MESSRS. LUMSDEN BROS , Hamilton, Ont., Can.

DEAR SIRS,—We are pleased to report we have made further tests with your Yeast, and have used it for buns, rolls, and various other kinds of bread, and we are very pleased with the results.

There has been much interest shown in the working of this Yeast. We having met nearly all the up-country bakers, who are visiting the Exhibition, and they all express surprise at the quality of bread turned out.

The writer must be brief, as only a few minutes to mail time.

I have just been in to town to arrange with Messrs. Moffatt, Hutchins & Co., Canadian House, Wales street. Much as we would like to have the agency for your Yeast, we feel compelled to make arrangements with the aforementioned firm in your interest. We being bakers ourselves, we possibly would not be in a position to devote the time necessary to thoroughly push it along. We feel sure Messrs. M. H. & Co. will be able with our assistance, in demonstrating to any interested person, and in many other ways, the great advantages of this special yeast.

There is every chance of also doing a domestic trade, by having it put up in smaller packets.

Our future requirements we shall now draw from Messrs. M. H. & Co., who are now writing to you to make arrangements for shipping some by next boat.

A small shipment of 100 lbs. comes very expensive, costing delivered here, 24 cents per pound. This, of course, will be reduced when shipping in larger quantities.

Wishing you every success, we remain,

Yours faithfully, HUMPHREY & MARTIN.

JERSEY CREAM YEAST CAKES
The only Yeast with Cream in it.

BISCUITS AND CONFECTIONERY

A DEPARTMENT FOR RETAILERS.

Will Feature Easter Trade.

GROCERS are now beginning to stock up for the two breaks in the Lenten season, St Patrick's Day and Easter. St. Patrick's Day is now recognized as a day set apart from the long severity of Lent, and confectioners have not been slow to seize the chance by putting candy novelties on the market. Boxes of chocolates done up in the shape of a shamrock and decorated with the same leaf, are very attractive. Some of these are worked out very elaborately. Another novelty is in a box the shape of a silk hat, with a couple of pipes crossed on the side and the whole tied with green ribbon. These are just examples of what is being done to force the sale of candy during the usually quiet season. As the public is glad of a little relaxation, the efforts of the candy makers should meet with much favor.

French Candy Sugar Factories on the Wane.

The small sugar factories in France, says the "Chemiker Zeitung," tend to disappear. In the year 1903-4 the number has come down to 292. That is a reduction of 27. The number in 1890-1 was 377, and in 1900-1 it was 344. but whilst the industry becomes concentrated the beet plantations do not seriously decline. They remain about as before, and there is even talk of their being increased in the coming year in consequence of the important rise in the price of sugar abroad, and the increased home consumption through the lowering of the inland tariff.

New Biscuit.

Christie, Brown & Co., Toronto and Montreal, are placing on the market a new biscuit called the "Bango." This biscuit is peculiarly the people's biscuit; it is sweet, with a delicious lemon flavor and has the additional advantage of being moderate in price. Samples will be mailed to any member of the trade so desiring, on condition that the CANADIAN GROCER is mentioned in the application.

English Confectioners up in Arms.

The English confectioners are up in arms against the duty which was placed on sugar three years ago. Their representations show that the business is in a disastrous condition. A large number of men are out of work, and the past year saw more failures in their line of business than in any previous year. Without discussing the present conditions, which seem to result largely from the high price of sugar, we are reminded of the extremely peculiar conditions of the English confectionery business for years preceding the adoption of the sugar convention. As a result of a desire to cultivate the beet sugar industry, a number of European countries, especially Germany and France, paid heavy export bounties on the raw product. As a consequence, the producers of beet sugar exported their product to England, sold it for less than the cost of production, and still made a handsome profit out of the Government bounties. England, which produced no beet sugar, was buying sugar far cheaper than the countries which actually produced it. Under these artificial conditions England soon was making candy for all Europe France and Germany could not commence to compete with her, even in their own markets. By the sugar convention, these abnormal conditions ceased to exist. Now all bonused sugar is excluded from the country.

Confectionery Notes.

Mr. Bert Hare, who for the past nine months has been in the grocery department of the R. D. McNaughton Co., Moosomin, Assa., has accepted a position as traveler for Long Bros., biscuit and confectionery dealers, Montreal.

The Gardiner biscuit factory, Kingston, Ont., was destroyed by fire on Feb. 14. Loss estimated at $8,000 to $10,000.

A FOREIGN TRADE SCHEME.

IN a report from the British Charge d'Affairs in Nicaragua, he describes a system by which German firms establish themselves in business, which should interest those Canadians who are reaching out for foreign trade.

"It appears that German firms, either singly or several firms, combined, choose some young man in their employment whom they consider suitable, and send him out to the country with which they wish to do business. This man receives a salary for the first few years, as well as a share in any profits that may be made; but in addition to this he is allowed to draw on them at his discretion for a considerable sum of money for advertising, traveling expenses, etc.

"His instructions are to settle himself modestly in the principal town, with the avowed intention of setting up a little general business for himself. If possible, he is to obtain regular employment until he is able to do so. He is then to give orders to the regular commercial travelers of all nations who frequent the place, for small quantities of the goods they usually supply there. In a year's time he is probably in a position to know what class of each kind of goods sells best, and the reasons for the preference. He has also noticed what improvements could be made, as well as all the details concerning packing, weight, color, quality, size, etc., that play so important a part in the sale of goods in foreign countries. During all this time he is constantly sending home to his employers samples of these goods, and explanations how to make them still more suitable to the market.

"In the first year the little store probably pays its way, and in two or three years it is not only making a profit, but a quantity of really trustworthy information has been obtained concerning the goods in general use in the country.

"During this time the goods are being produced at home, with the improvements recommended, so that the home firms are in a position to compete with any foreigners.

"Their representative then establishes branches in other towns, and the extension of the business simply depends on the capabilities and good fortune of the man employed. Sometimes factories are established.

"Men sent abroad under these conditions have a real incentive to work, as instead of being simply employes, they are working for themselves from the first, with the prospect of gaining a good and independent position.

"A further advantage in this system is that even if the man starts an independent business as soon as he is able, as so many Germans do, the connection still remains, and the knowledge gained, even in a few years, of the actual requirements of the country is worth the money expended.

"In the case of the complete failure of the man sent out, the loss need not be a serious one, if divided among several firms who have allowed a credit of a few hundred pounds each."

BUSINESS CHANGES HANDS.

John E. McCarthy, of St. Catharines, Ont., has sold his grocery business to Garner & Tetty, who will carry on the business at the old stand. Mr. McCarthy was one of the oldest grocers in St. Catharines and has been a subscriber to The Canadian Grocer since 1893.

The Fame of Mooney's

Perfection

Cream

Sodas

expands East, West, North, South —everywhere in Canada you will find them. They are national sodas—

Distance from Stratford should be no barrier to the grocer.

Send in your order 3-lb. cards or tins.

THE MOONEY BISCUIT & CANDY COMPANY, LIMITED,

STRATFORD, CANADA.

COMPANIES INCORPORATED.

The Dominion of Canada Malt Co., of Toronto, have been incorporated with share capital of $100,000, to manufacture and deal in malt, and all kinds of malt products. Provisional directors: H. Carson, F. W. May, E. W. Borbridge, J. Bingham and G. Carson, all of Ottawa.

The Peterborough Cereal Co., Limited, Peterborough, with share capital of $250,000, have been incorporated to manufacture and deal in grain, cereals, fruit, produce, etc. Provisional directors: W. H. Meldrum, W. H. Collier, W. G. Ferguson, A. Hall and R. H. Hall, all of Peterborough.

The Spencer Industrial Co., Limited, Toronto, have been incorporated with share capital of $15,000 to manufacture and deal in novelties and groceries and general mercantile supplies. Provisional directors: A. E. Spencer and W. Boadway, both of Chicago; and I. Boadway, of the County of Simcoe, Ont.

NEW AGENCY.

Mr. M. Roberts, a well-known manufacturer's agent, 2071 St. Catherine street, Montreal, has secured the agency for that city and district of R. Turner, the well-known manufacturers of unfermented wines, bitters, sauces, catsups, lime-fruit juice, vinegars, mustard, and flavoring extracts. Mr. Roberts has a good connection in the trade and should prove a valuable representative.

FACTORIES FOR FORT WILLIAM.

Since Jan. 1, no less than four manufacturing firms have secured options on property in Fort Wifliam, Ont. Already two of the largest soap manufacturing firms on the continent, J. J. Case, and Fowler & Co., soap manufacturers, Chicago, have purchased factory sites in Fort William.

Professor G. M. Gowell, poultry specialist at the experiment station, University of Maine, Orono, is the possessor of a Plymouth Rock hen which holds the egg laying record for the world, namely, two hundred and fifty one eggs in a year.



You have heard of Winona Nurseries

Well, it is on this property —630 acres—where the fine fruit grows that we put into

E. D. S.

Jams, Jellies and Sealed Fruits

(IN GLASS)

See the advantage we have for making a good article at the lowest possible cost.

E. D. SMITH'S

FRUIT FARMS

WINONA, - - ONT.

COWAN'S COCOA Maple Leaf Label Our Trade Mark

COWAN'S CHOCOLATE, CAKE ICINGS, CREAM BARS,

and COWAN'S famous MILK CHOCOLATE

are absolutely pure goods.

THE COWAN CO., LIMITED, TORONTO

A WONDERFUL CHANGE!

IN THE PAST FEW YEARS!!

Have you noticed it in your own business?
People are not now satisfied with anything short of the best.

VAN HOUTEN'S COCOA

Obtainable from all Wholesale Grocers from Halifax to Vancouver. : : : :

BEST AND GOES FARTHEST

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

COFFEE

LONG years of experience in Coffee buying and blending have resulted in **Todhunter's Famous Coffee Blends.** They solve effectually the grocer's coffee troubles.

Excelsior. Mocha and Java. Our Own Blend.

TODHUNTER, MITCHELL & CO., TORONTO

Wanted

One of the largest SWISS CHOCOLATE manufacturers, producing highest class goods, with an already established trade, seeks

Sole Agent for Canada

—Applications received only
—from first-class, responsible
—Jobbing Houses.

MOST ADVANTAGEOUS TERMS OFFERED.

Address
C. HAUG,
17 St. John Street, - - MONTREAL.



THIS



AND





are all you will require when selling your customers

Condensed Milk and Evaporated Cream.

They are BORDEN'S and The Best.

Ask your Jobber, or write to

WILLIAM H. DUNN, - MONTREAL

JOS. IRVING, 92 Wellesley St, TORONTO.
ERB & RANKIN, Halifax, N.S.
SCOTT, BATHGATE & CO., Winnipeg, Man.
W. S. CLAWSON & CO. St. John, N.B.
SHALLCROSS, MACAULAY & CO., Victoria and Vancouver, B.C.

"I Am Good For One Car a Month."

Strong Advertising in local newspapers enables the grocer to more than double his sales. A prosperous grocer in Paris, Ontario, writes THE OGILVIE FLOUR MILLS CO., LIMITED, Montreal, as follows :—

PARIS, ONT., February 6th, 1905.

"Your advertising through the local papers is bringing your flours to the front in this section of Ontario, which I think the hardest part of Ontario in which to introduce hard wheat flour. It took me three months to sell my first car, but I think from now on I am good for a car a month." T. M. NICOL.

This is the way the sales double up when

"Royal Household" Flour

is once introduced. Once the women have given it a trial the WORK is all over. After that comes a steady demand—and no other flour can take the place of "ROYAL HOUSEHOLD."

If you push "ROYAL HOUSEHOLD" you get the trade.

THE OGILVIE FLOUR MILLS COMPANY, Limited

MONTREAL.



YOU CAN ALWAYS RECOMMEND THE

WHITE SWAN GOODS

GREIG'S WHITE SWAN

Buckwheat Flour

—Self-Rising—is a dependable line, and in great demand at this pancake season.

ATTRACTIVE PACKAGES—3 DOZ. IN A CASE

GOLD MEDAL AT ST. LOUIS

The Robert Greig Co., Limited

White Swan Mills

TORONTO.

FLOUR AND CEREAL FOODS

Oats and Oatmeal

THE oat and oatmeal situation in Ontario at present is a very interesting one and, in many respects, just the opposite of a year ago. In 1903, Ontario harvested the largest crop of els, according to the U. S. Government report giving the quantity as 110,000,000 hushels, and the quality was very fine.

The U. S. crop, on the other hand, was a small one, only 784,000,000 bushels, according to the U. S. Government report, and the quality was poor. The oats obtainable by the American Cereal Co. for their mills in the United States only averaged from the 1903 crop 26 lbs. Winchester measure, which is 32 lbs. per bushel; as against 34 lbs. per bushel, Imperial measure, in Canada. This year the U. S. crop averaged 4 pounds heavier, and the yield is estimated at 894,000,000 bushels.

Ontario oats this year, on the other hand, are only of fair quality, and although the Ontario Government gave the yield as 102,000,000 bushels, it is now plainly evident that it was overestimated, and the actual yield would more nearly approach the figures given in the issue of The Canadian Grocer of Dec. 2, namely, about 75,000,000 bushels. Even this quantity would appear ample to meet all requirements without prices going too high and it, no doubt would have done so, had it not been for an unusual combination of circumstances which have occurred this year.

Prince Edward Island grows a great many oats, this being its principal grain crop, and generally supplies the Newfoundland market largely, as well as shipping liberal quantities to adjacent points in Nova Scotia and New Brunswick. This year, Prince Edward Island had a short crop, and Ontario was called upon, not only to supply a fair portion of the Newfoundland requirements, but also to make up most of the deficiency in the Nova Scotia and New Brunswick supply, occasioned by the shortage in Prince Edward Island.

In addition to the above, in spite of the relatively high price at which Ontario oats have been selling this year as compared with the price in the United States, a large portion of the oat trade to Bermuda, Jamaica and other West India Islands, which Ontario secured last year owing to the good quality of her oats, has been retained; sales being made as high as 40½c. and 41c., at Ontario points last week, for both Bermuda and Jamaica.

There has also been a larger demand on Ontario this year to supply the requirements of the lumber camps in Northern Ontario and along the main line of the C.P.R. east of Sudbury, which last year was largely supplied by oats from Manitoba. Several large shipments were also made hy boat to Ontario and Quebec points a year ago, but this year, on account of the immense immigration which poured into that country, and the probabilities of very large quantities of oats being required to supply the construction parties, not only on the Grand Trunk Pacific, but also in extending the lines and branches of both the C.P.R. and Canadian Northern, Manitoba requires all her oats to supply this demand.

Last year, and for several years back, the American Cereal Co. manufactured their oatmeal for export to Great Britain and other continental countries, at Peterhoro,' the good quality and comparatively low price of Ontario oats enabling them to do so to better advantage than they could in the U.S. This year, however, the price of Ontario oats has been relatively so high that for several months the mill at Peterboro' has only been running on orders for local consumption, being shut down the greater part of the time. This is not to be wondered at, with Ontario oats selling around 40c. and May oats in Chicago for only 31c., or say, 33c. per 34 pounds, to make the same weight as our bushel. The difference in price would mean about 80c. in cost of manufacturing a barrel of oatmeal, so it is no wonder that the American Cereal Co., and other Ontario oatmeal millers, not only find themselves unable to sell any meal for export, but that the U. S. millers are able to send their oatmeal into various points in Canada and undersell the Canadian oatmeal millers.

Canada is so often spoken of as a "protectionist country" that one would naturally have thought the duty would have been sufficient to have kept American oatmeal out, or that at least Canadian millers could have brought in American oats to as good advantage and have manufactured the oatmeal here, giving employment to Canadian citizens instead of foreigners getting the benefit of it. While this is what one would naturally expect, we find that the duty on oatmeal is only 20 per cent. ad valorem, or equal to 55c. to 60c. per barrel, while the duty on the quantity of oats required to make a barrel of oatmeal would come to $1.20. This, of course, throws the manufacture of oatmeal from U. S. oats into the hands of the U. S. miller and, instead of Canadian industries getting the benefit of the protection, it is the miller in the United States who profits.

The duty on oatmeal going into the U.S. is $1 per 100 lbs., thus shutting out the Canadian miller entirely. The Canadian oatmeal millers have on several occasions, pressed the Government to equalize the duty on oats and oatmeal coming into Canada, so as to give the Canadian mills a chance to manufacture the oatmeal here when conditions warrant it, instead of importing the finished article, but they have so far been unsuccessful. While in a season like last year it would make no difference, the mills here are now suffering so severely from the competition from the U. S. that many mills are already shut down, and indications are that most of them will be closed before very long on account of their inability to sell to jobbers in competition with U. S. prices. The only trade they are able to retain at present is the local trade at their own doors.

They cannot look for lower prices for oats in the immediate future to relieve the situation, as on Feb. 21, sales were made by Toronto dealers at 41½c. f.o.b. cars outside, or equal to about 44½c. on track Toronto for No. 2 white oats for local consumption. While there is a duty of 10c. per bbl. on American oats coming into Canada, the farmers cannot get the benefit of more than half of this as long as oatmeal is allowed to come in at 20 per cent. ad valorum, which is only equal to 5c. or less per bushel, as pointed out above.

Will Drawbacks be Allowed.

ON Feb. 14, American millers were astounded to learn that the U.S. Senate had adopted an amendment to the Agricultural Appropriation Bill, the effect of which, had it been concurred in by the House of Repre-



The Train's Coming!

Bad for the bear if he gets hit.

You see, the right of way belongs to the strongest power. Take breakfast foods, for instance. There's

Orange Meat

It is having a success that makes some makers growl—just a little, you know, so too many won't hear. But we can't help it. We're making, evidently, a better article, and the people have found it out.

The grocers know it by their sales.

The Frontenac Cereal Co.
Limited.
KINGSTON, ONTARIO.

sentatives, would have been to abolish the allowance of drawback on exportations of flour from the United States, manufactured wholly from imported wheat or in part from imported and in part from domestic wheat, and all this on the eve of the drawback of the duty being made effective by the decision of the Attorney-General, and application by the Secretary of the U. S. Treasury.

A stream of vigorous protests poured in from leading American flour milling interests, who contended that the result of such an amendment would practically destroy the United States export flour trade, and that the conditions under which the U. S. milling interests were manufacturing imported wheat into flour for the export trade were identical with those under which manufacturers of agricultural implements, woolen goods, canned fruits, etc., received drawback on exportations of such articles. The House of Representatives in turn claimed that the action of the Senate in this regard was unconstitutional. The combined result is that the amendment has been struck out and the Bill passed as received from the House, the whole situation standing where it did a week ago.

Important Decision.

A conference of grain and railway men was held in Winnipeg last week to consider the advisability of making Winnipeg an order point and sample market. The conclusion was arrived at that the time had not arrived for making Winnipeg a sample market, the establishment of which would neeessarily involve Winnipeg being also made an order point.

Too Many Mills.

ACCORDING to the London Miller, the time is coming when United States millers will have to acknowledge that their country is oversupplied with mills, and that in order to keep going they will have to import wheat in much the same fashion as Great Britain. They may get a lift now that "food fads" have narrowed down to within reasonable compass, but the broad fact still remains that there are too many mills.

There is a further tendency to increase the number of mills in the United States that are grinding Canadian wheat in bond, and there will, no doubt, be an increased supply of flour available for export from this source. There is no indication, however, at present that such can be produced at a price London can afford to pay, while on the other hand the Scotch and Irish trade may, perhaps, be able to handle it in moderate quantity. It is also among the possibilities of the future that by April or May, if the outlook is then favorable for the next crop on the American side, the small surplus which is generally conceded to exist in the States, may begin to come out and possibly for the greater part in the form of flour.

Canada Will Hold Her Own.

THE proposed reciprocity treaty between Newfoundland and the United States has brought the following interesting statement from Mr. Robt. Meighan, of the Lake of the Woods Milling Co., in regard to the passing of flour as a free commodity between the two countries:

"Canada would not be placed at a disadvantage in view of the fact that some time ago the Newfoundland duty against Canadian flour was removed. It seems as if it would be merely another instance of equal competition as the United States will not, in all probability, cease from being flour exporters for many years to come. Canada has shipped a good deal of flour to Newfoundland, especially within the last few years. In 1904 this trade was extraordinarily heavy, owing to light crops in the United States. Even in the event of good crops across the line there is no reason why we ought not to compete successfully with them. Canadian flour has already competed successfully in the markets of the world, and will do the same in Newfoundland as long as it is permitted to enter that country under the same conditions as flour from other countries."

Gossip of the Trade.

The John McNair Co., Glasgow, Scot., the big American flour importers, have failed with liabilities of $80,000.

The pot and pearl barley mills of John MacKay, Limited, of Bowmanville, Ont., lately destroyed by fire, are being rebuilt, and will resume operations about the middle of August.

The municipal authorities of Peterboro,' Ont., have granted a site and fixed assessment on $1,000 to the Peterboro' Cereal Co., a new industry which will manufacture cereal and shredded vegetable foods.

Judging from the American grocery trade press, U. S. grocers are dissatisfied with the withdrawal merely of the part cash feature of cereal coupons as found in packages of oatmeal and other cereals, and are strenuously exerting themselves to secure the abolishment of all premiums whatsoever.

At a meeting of the grain section of the Toronto Board of Trade last week the following officers were elected for the ensuing year:

D. Plews, jr., chairman.
C. W. Band, vice-chairman.
F. G. Morley, secretary-treasurer.
Executive Committee—F. W. Hay, John Carrick, Hedley Shaw, W. D. Matthews, J. L. Fisher, A. V. Pearce, C. D. Watts.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.



In 1-lb. and 2½-lb. pockets



In 1-lb. and 3-lb. pockets

$5.00
or thereabouts is all the money it requires to stock
ONE BALE OF
Pocket Rice
a better, cleaner rice than has been, will prove a "find" to the good grocer.

Order a 100 lb. bale (100 1s, 33 3s) from any one of the following distributers:

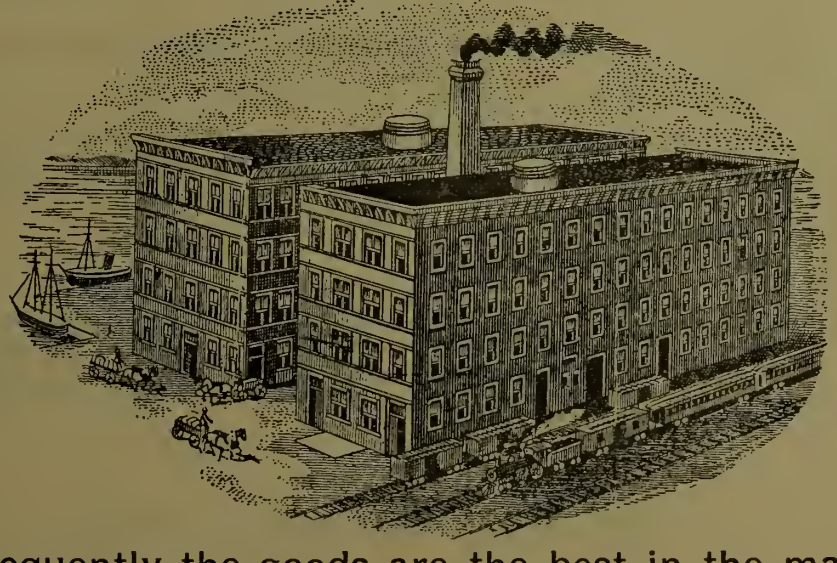
TORONTO	HAMILTON
Eby Blain Co., Limited	Balfour & Co.
Davidson & Hay, Limited	W. H. Gillard & Co.
Warren Bros. & Co.	Lucas, Steele & Bristol.
James Lumbers	

LONDON	
A. M. Smith & Co.	E. Adams & Co.
Elliott, Marr & Co.	Lind, Kerrigan & Co.

ORME & SUTTON RICE CO.,
MILLS: NEW ORLEANS.
104 WALL STREET NEW YORK
BRANCH OFFICES: Philadelphia, Bourse Bldg. Toronto, J. S. Donaldson & Co., 50 Front St. E.

We beg to call the attention of the trade to the fact that we have the most modern machinery for manufacturing the following goods:

Rolled Oats
Gran. Wheat
Gold Dust
Family Oatmeal
Ground Wheat
Sd. and Gr. Oatmeal



Pot and Pearl Barley
Ground Oats
Flaked Wheat
Split Peas
Pea Meal
Ground Corn
All kinds of Feed

Consequently the goods are the best in the market.

PHONE, WIRE OR WRITE US FOR QUOTATIONS. PROMPT DELIVERY IN MIXED CAR LOTS OR OTHERWISE. LETTER ORDERS A SPECIALTY.

WM. McCANN MILLING CO., OFFICE and MILLS FOOT JARVIS STREET Toronto

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Grocers and Tobacco.

IN calling upon a number of the large and small cigar manufacturers and soliciting advertising, the constant reply is "grocers have not the time to give to tobacco and cigars." On enquiry the very opposite seems to be the case. Grocers handle nearly all the best known brands of cigars and cigarettes. We come to the conclusion that the cigar men with swollen heads who think the grocer's trade is not worthy of attention have another think coming to them. Instead of the grocer not having time it would appear that the dude travelers sometimes are too fond of sitting around the hotels, and often fail to get after the grocer, who is generally the best tobacco and cigar seller in the town.

The hustler is after the grocer and he gets the business. Any manufacturer who is neglecting the grocer is bound to be thoroughly left in the long run. It might be observed that the big makers who are prosperous, who lead in their respective lines, and who made enough money last year and every year to visit Cuba in person, are each and every one users of the grocery trade for selling their goods. In fact most of the leaders have been using the Canadian Grocer for years, and with profit. The old cry that the local tobacconist will not handle brands that are sold by the grocer in the same town is absurd. Try him and see.

Tobacco in Ireland.

Even in Ireland the nutritive potato may be compelled to yield some share of popularity to the aromatic weed.

Professor Harper, of Lexington, Ky., who spent some months in Ireland assisting in the curing of the tobacco raised by Col. Nugent Everard, at Navan, has returned home, bringing with him some samples of Irish tobacco, which experts have pronounced first-class. This may open up a rich harvest for the green field of Ireland.

The New Tuckett Factory.

Arrangements are now under way for opening the new factory by the George E. Tuckett Cigar Mfg. Co., to replace the one in Montreal recently destroyed by fire. The company will fill all orders temporarily from their London and Hamilton factories, so that the trade will be in no way inconvenienced. Premises have been secured at 862 and 864 St. Lawrence street, and at Fraser Bros. warehouse on St. James street, to be used as storehouses for tobacco and cigars. The company are negotiating for further temporary accommodation.

Tobacco Improperly Packed.

According to the Kingsville Reporter, tobacco growers in that section are bringing in their tobacco very poorly packed, and complaints are frequent because buyers object to giving top-notch prices for inferior looking leaf.

Fake Brands.

Smart retailers would do well to watch out for a number of fake brands that are being foisted upon unsuspecting folk. Grocers, especially, should beware of any man who says he can sell you a Manuel Garcia cigar wholesale at less than five cents each. They cost in reality far more than that at wholesale. The fake brands in question are very cleverly put up with a blue band signifying the 'importers' guarantee, which may mean, however, that the cigars were made in New York and thus imported into Canada, but not from Havana.

Source of U. S. Cigars.

It may interest the trade to know that only one twenty-eighth—nearly 250,000,000 —of the total number of cigars made in the United States are Key West or Florida make. The banner cigar-making state of the Union is Pennsylvania, which manufactures in a year nearly 2,000,000,000 cigars. New York makes 1,500,000,000 in a year, and Ohio 750,000,000. The other states are practically trailers to these, with the exception of Virginia, which manufactures in a year 500,000,000 cigars, and is the only one of the big tobacco producing states which makes cigars in large numbers. Kentucky, which furnishes an enormous amount of tobacco, makes comparatively few cigars, New Jersey makes yearly nearly twice as many as Florida.

News of the Trade.

A unique invention is being displayed in leading tobacco and cigar stores in the shape of a rubber top for tobacco in bags

All First-Class Grocers
Handle
OLD CHUM
Cut Plug Smoking Tobacco
It's a Trade Bringer.

Are You this Man?

You bought Cigars from us. You were satisfied. Then some grocery traveller induced you to add lines of Cigars his house sold. Showed you how much more money you could make. You listened. You bought. You found you had bought Cigars your customers never heard of, didn't like, and wouldn't buy again. You became disgusted. Said you would throw out Cigars altogether. Then you woke up in time and returned to our **PEBBLE** for a 5-center; and our **PHARAOH** for a 10-center, which are guaranteed to sell or money back.

J. BRUCE PAYNE, LIMITED, Mfrs., GRANBY, QUE.

Feb. 24, 1905

Choose that investment which will best promote your regular business.

GOOD SENSE

that can be applied in lots of ways.

In Tobaccos, for instance, what tobacco should you put your money in other than **T** & **B**? To do so is surely to promote your regular business. It stamps you as a grocer of quality.

GEO. E. TUCKETT & SON CO., Limited, Hamilton, Ont.

It facilitates the opening and closing of the bag and should be a boon to those who make their own cigarettes.

The Empire Tobacco Co., Granby, Que., is receiving large shipments of Western Ontario tobacco.

A large stock of leaf tobacco was ruined by a fire in the Padrone Cigar Store, Portage la Prairie, last week.

The Hilda cigar factory, Hamilton, Ont., have opened a branch in Winnipeg under the managership of E. McCoy.

Messrs. Callahan, cigar dealers, Vancouver, are opening up a new stand on Granville street, near their present place of business.

A. E. Myers, a leading Montreal retail tobacco merchant, has just distributed a dainty Russia leather-covered note book. It is a handy and most acceptable present, and has been distributed in large numbers. His name appears in small gold letters at the extreme edge of the cover, where the book opens, and cannot fail to be seen.

The tobacco growers of China have risen in their wrath against a new tax recently levied upon them. They were ready to pay the "long squeeze," which is levied upon every kind of trade, but the new tax increased their imposts four-fold. It will be generally conceded that the "long squeeze," if its name means anything, would exhaust the patience of even a Chinaman.

M. Michaels, owner of the cigar emporium at the Windsor Hotel, Montreal, and Chateau Frontenac, Quebec, has decided to take a rest. He left last week on an extended tour to the Mediterranean and different countries in Europe and Asia. Mr. Michaels has an art department in conjunction with his cigar stands and intends selecting exclusive articles while abroad that will delight the connoisseur. Mr. Michaels is accompanied by his wife and family, and will be absent over three months.

Royal Egyptian Cigarettes

Rich in Flavor

Copious in Value

Great Sellers

All First-class Grocers should have them

J. M. Fortier, Limited, Manufacturer, Montreal

It's certainly worth an effort. We can give you the names of hundreds upon hundreds of grocers who have done what we are asking you to do—namely, to let your customers find out if our tobaccos—**McAlpin's Tobaccos**—are not more to be desired than any others.

Besides being good, **they are the most profitable.**

Freights And Charters

WITH the last week of orthodox calendar winter ended, all eyes centre on spring shipping and transportation. It is naturally expected that for a few weeks the means of getting about either by railway or any other method will be hampered by the storm, thaws and frosts. Last Monday, Feb. 20, the Allan R.M.S. Corinthian sailed from Halifax for Liverpool. Her cargo was larger than when five weeks ago she left St. John and Halifax.

This week the well-known R.M.S. Parisian will be the Allan boat and her cargo for departure on Monday, Feb. 27, promises to be one of the best during the winter season.

It is interesting to compare the cargoes carried by the Allan Liner Ionian and the C.P.R. ss. Lake Manitoba, which were as follows: SS. Ionian for Liverpool, from St. John, N.B., Feb. 5, 1905—Grain, C. P.R., 23,903 bush. wheat; flour, sacks, C.P.R., 210: butter, pkgs, C.P.R., 965 local; cheese, boxes, C.P.R., 254 local. Provisions — C.P.R., 431 boxes bacon, 144 boxes hams, 633 boxes provisions, 4,140 pkgs lard, 142 pkgs meats, 1,231 boxes poultry. Apples, brls.—C.P.R., 332. Miscellaneous — C.P.R., 53 cases typewriters, 5 pkgs rubber hose, etc., 1 case pipes, 38 pkgs agricultural implements, 50 pkgs cotton, 17 pkgs mica pipe.

SS. Lake Manitoba for Liverpool from St. John, Feb. 11, 1905—Grain—C.P.R., 8,443 bush. peas, 24,903 bush. wheat, 34,285 bush. corn. Flour, sacks—C.P.R., 12,413. Cheese, boxes—C.P.R. 43 local, 934 through. Hay, bales—C.P.R., 6,274 long, 2,236 cut. Apples, brls.—C.P.R., 504. Provisions—C.P.R., 67 boxes bacon, 2,435 pkgs lard, 100 cases canned meats, 96 boxes meats, 627 pkgs provisions, 166 boxes hams. Lumber—C.P.R., 45,971 pcs deals, 2,773 maple blocks, 1,005 pcs lumber, 1,981 pkgs lumber, 1,900

On Saturday, February 25th, the C. P. R. boat will be the Lake Champlain, which is one of their largest carriers. While touching upon the C.P.R's. ability to manage well their immense transportation system, which girdles a large portion of the universe, another stroke, on their part, has just been executed. By the acquisition of the Esquimalt and Nanaimo Railway, the purchase of which is confirmed by Sir Thomas Shaughnessy, the C.P.R. also secures control of the car ferry system operating between Vancouver on the mainland and Victoria on the island.

SWEET CAPORAL



CIGARETTES
STANDARD OF THE WORLD
Sold by all Leading Wholesale Houses.

BERTH QUOTATIONS--St. John, Halifax and Portland

The under-noted rates from West St. John are subject to 5 per cent. primage additional.

Description.	Liverpool.	London.	Antwerp	Bristol.	Glasgow.	Manchester.	Belfast.	Dublin	Capetown and Port Elizabeth.	Leith.	Aberdeen.	Cardiff.	Hamburg.
Oil Cake	* 7/6	* 7/6	* 8/9	* 8/9	* 7/6	* 7/6	*10/6	*11/6	.....	.....	.....	.....	.....
Sack flour	* 7/6	* 7/6	*10/	* 8/9	* 7/6	* 7/6	*11/	*12/	.....	.....	.....	.....	.....
Canned meats, fish	*12/6	*12/6	*15/	*15/	*15/	*10/	*15/	*15/	.....	.....	.....	....	.....
Provisions	*10/	*12/6	*15/	*15/	*15/	*10/	*17/6	*17/6	.....	.....	.. ..	.....	.....
Tierces lard	*10/	*12/6	*15/	*15/	*15/	*10/	*17/6	*17/6	.....	.....	.....	.....	.....
Pail lard	*15/	*17/6	*20/	*20/	*20/	*15/	*20/	*20/	.....	.....	.....	.....	.....
Butter	*22/6	*25/	*25/	*25/	*30/	*22/6	.....	.....	.....	.....	.....	.....	.....
Cheese	*17/6	*20/	*20/	*20/	*25/	*17/6	.....	.....	.....	.....	.....	.....	.....
Eggs in c's (meas't)	*12/6	*15/	*15/	*15/	*15/	*12/6	.....	.....	.. ..	.. ..	.....	.....	.....
Clover seed	*10/	*10/	*15/	.....	*15/	*10/	*15/	*15/	.....	.....	.....	.....	.....
Cotton	‡15c	.....	.....	.....	.....	‡15c	.....	.....	.....	.....	.....	.....	.....
Apples, per bbl	Fine2/	2/	‡ 3/	Fine 2/6	Fine 2/6	Fine 2/	3/	3/	.....	.....	.....	.....	.....
Meas't goods	†20/ 7/6	Tariff	.....	†12/6 20/	†12/6 20/	†10/ 20/	†12/6	†12/6	.....	.....	.....	.....	.....
Leather sole	*20/	*25/	*30/	*25/	*30/	*20/	*22/6	*22/6	.....	.....	.....	.....	.....
Leather finish	*15/	*20/	*25/	*20/	*20/	*15/	*17/6	*17/6	.....	.....	.....	.....	.....
Lumber, hard	*10/	‡10½c	*15/	*12/6	*14c	*10/	*15/	*15/	.....	.....	.....	.....	.....
Lumber, soft	*12/6	‡12c	*17/6	*15/	‡16c	*12/6	.....	.....	.....	.....	.....	.....	.....

* Per ton 2,240 lbs. † Per ton of 40 cubic feet. ‡ Cents per 100 lbs. without primage.

The above is for general information only. These rates liable to change without notice and are therefore **Subject to Confirmation.**

When ocean charges are collectable at port of destination, rates exchange on basis of $4.80 to £1 sterling. When ocean charges are prepaid, rates exchanged on basis of $4.86 to £1 sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option prompt advice will be facilitated by informing us of the relative weight and measurement of the mdse. when applying for rate. It is also necessary to know shipping point and on whose account engagement is to be made. All contracts subject to confirmation.

WELFARE FEATURES.

A PHYSICIAN, two trained nurses, a class in first aid for the injured and beds for emergency cases are some of the many precautions taken by the National Cash Register Company, of Dayton, Ohio, for the health and welfare of its employes.

The company believes in good health for its employes just as it believes in



A physician and trained nurse are in constant attendance at the factory to care for emergency cases.

good materials out of which to make its products. It has followed out such a policy for a number of years, and it is safe to assert that there is not another manufacturing concern in the United States which has healthier or happier employes.

When a person makes application for employment at the factory one of the first requirements is that he shall submit to a physical and medical examination. This is required for two reasons. First, it is the aim of the company to take into its employ only strong and healthy men and women. Second, its employes must be protected from all contagious diseases.

A special study of means to promote the health of its employes is made by



The lock and drill department, showing how welfare features have been applied.

the Welfare Department—one of the most important departments of the factory.

A physician employed by the company is at the call of all employes while in the factory without cost to them. He conducts classes in first aid to the injured, and many of the employes have become quite proficient in the work. The physician is aided by two trained nurses, who, themselves, are in close touch with the young women employed in the factory. The rest room in which the girls may go when ill in under their charge.

Ventilation and light receive special attention. The factory buildings are models of the builders' art in this respect. They are clean and light and are supplied with pure air. Everywhere are seen unusual sanitary provisions. For instance, in the polishing room, the air is changed every fifteen minutes, and the emery dust is drawn down by suction into a general exhaust pipe and conveyed out of the building.

The young women are provided with high back chairs and foot rests. They are also supplied with immaculately clean aprons and sleevelets to protect their gowns while at work.

Every building has its bathroom with tubs and shower appliances, and employes are given company's time for bathing.

All employes are given Saturday afternoon as a half holiday the year round. The young women in the factory are permitted to take a recess in the morning of ten minutes, and ten minutes in the afternoon, and leave the factory ten minutes earlier than the men.

Dining rooms are provided where employes may secure warm lunches at a nominal charge. None but the purest of foods are served. Lectures on health and food are frequently given in the Assembly Hall for all the employes by recognized authorities on these subjects. All the known hygienic laws are observed throughout the factory. In addition to all these precautions, the employes of the factory have a Relief Association in which its members are entitled to sick benefits and the services of a physician when needed.

There is a Men's Welfare League, which is the means of providing outdoor athletics of all kinds for the men employes of the factory. A constant effort is being maintained at all times by the company to do everything in its power for the health of its employes, and the good results of this work are becoming more apparent each year.

CANADIAN TRADE INCREASING

THE trade figures for the past seven months are not as encouraging as one could wish, nevertheless, indications of a revival are not wanting. The total imports for consumption were $147,916,422, an increase of $5,768,902, as compared with the same period of the previous year. The schedules in which the increases are shown are coin and bullion, $4,085,899, and free goods, $2,732,674. The increase in the value of free goods brought in denotes that manufacturing is brisk. Imports of dutiable goods show a diminution of $1,049,674. Taking the figures for the month of January, the imports were $18,063,708, as against $17,472,980 for the same four weeks of 1904. Imports



One of the rest rooms for the use of the women employees.

of dutiable goods fell off, but there was a gain of over $400,000 in free goods. The export of domestic goods for the seven months aggregated $125,240,493, being a falling off of slightly over $10,000,000 contrasted with the same period of the year preceding. For the month of January only the decrease of exports is just $263,147. Business has begun to pick up again. That is shown by the gain of $343,361 in the exports of manufactures last month. The farmers and fishermen share the increase with the manufacturers. This is evident from the gain of $316,008 in the value of animals and their produce, and of $335,900 in the fisheries exports. Lumber and agricultural products exhibit a decrease.



The tool room where all the tools for constructing the parts of a National Cash Register are made.

BRANTFORD GROCERS DINE.

The grocers and butchers of Brantford, Ont., held their fourth annual banquet on Feb. 14, when about 200 members of the trade attended, including a number of guests from Hamilton and near-by towns.

WM. BRAID & CO.
COFFEE IMPORTERS

How is your Coffee Trade?

BRAID'S BEST COFFEE is increasing in popularity every day because consumers appreciate its merit.

ARE YOU SWIMMING WITH THE TIDE?

If not, now is the time to change.
Don't let your neighbor outstrip you, as he surely will unless you carry a good stock of Braid's Best Coffees.
Bucking the current has carried down many a strong swimmer.

BRAID'S BLENDED COFFEES are the best for grocers to buy—

FIRST—Because they yield him a satisfactory profit.
SECOND—Because the quality never varies.
THIRD—Because they give the public better satisfaction than any other coffee sold.

These Coffees are a triumph of the expert coffee man's art. An order will make you a permanent customer of ours, and every sale a steady patron for you.

Write us for Samples

WM. BRAID & CO.,
Importers of Teas, Coffees, Spices, etc., VANCOUVER, B. C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

February 23, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—
"Bee" brand, 48 5c. pkgs., per case....$1 75
" " 27 10c. pkgs, " 2 00
" " 10 25c. pkgs, " 1 75

Coak's Friend— Per doz.
Size 1, in 2 and 4 doz. boxes..... $2 40
" 10, in 4 doz. boxes..... 2 10
" 2, in 6 " 0 80
" 12, in 6 " 0 70
" 3, in 4 " 0 45
Pound tins, 2 doz. in case..... 3 00
12-oz. tins, " " 2 40
5-lb. " ½ " " 14 00

W. H. GILLARD & CO.
Diamond—
1-lb. tins, 2 doz. in case $2 00
½-lb. tins, 3 " " 1 25
¼-lb. tins, 4 " " 0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
2 doz.	4-oz.	1 75
1 doz.	12-oz.	3 50
½ doz.	12-oz.	3 40
½ doz.	2½lb.	10 50
¼ doz.	5lb.	19 75

JERSEY CREAM BAKING POWDER.

1	Size, 5 doz. in case	$0 40
2	" 4 " "	0 75
3	" 3 " "	1 25
4	" 2 " "	2 25

OCEAN MILLS. Per doz.
Ocean Baking Powder, ¼ lb., 4 doz. ..$ 45
Ocean Baking Powder, ½ lb. 5 doz. .. 90
Ocean Baking Powdar, 1 lb., 3 doz... 1 25
Ocean Borax, ½-lb. packages, 4 doz. 40
Ocean Cornstarch, 40 pks. in a case.. 78
Freight paid, 5 p.c. 30 days.

MAGIC BAKING POWDER.



Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.
1-lb. tins, cases 4 doz, per doz..... ...$2 25

HOME BAKING POWDER, CO., MONTREAL.

Sizes.	Per doz.
2 doz. case ½ lb.	$2 40
1 " 1 lb.	4 75

1 to 5 cases, 5 per cent.
5 to 10 cases, 10 per cent.



EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

"BEE" BRAND BAKING POWDER.
"Bee" brand, 48 6 oz. tins.....$3 50
" " 36 10 " 4 00
" " 24 16 " 4 50
"Beaver" brand, 24-16 pkgs..... 4 80

Blue.

Keen's Oxford, per lb..... $0 17
In 10-box lots or case 0 16
Reckitt's Square Blue, 12-lb. box 0 17
Reckitt's Square Blue, 5 box lots 0 16
Gillett's Mammoth, ¼ gross box..... 2 00
Nixey's "Cervus," in squares, per lb. 0 16
" " in bags, per gross 1 25
" " in pepper boxes, according to size..... 0 02 0 10



J. M. DOUGLAS & CO.—Laundry Blues.
"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 16½c
"Sapphire"—14-lb. boxes, ½-lb. pkgs. per lb.....12½
"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb. 10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.



JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 60 pkgs.... 2 25
" " 10 oz., cases, 48 " 3 25
" " 16 oz., cases, 48 " 4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 45
" 5-doz. 10c. "	0 90

Boeckh's Brooms.

Bamboo Handles, A, 4 strings.....$4 50
" " B, 4 " 4 20
" " C, 4 strings..... 3 95
" " D, 4 " 3 70
" " F, 4 " 3 40
" " G, 3 " 3 10
" " L, 3 " 2 70

Cereals.

Wheat Oil, 2-lb. pkgs., per pkg..... 0 25
" " 7-lb. cotton bags, per bag. 0 18½

Chocolates and Cocoas.

THE COWAN CO., LIMITED.
Cocoa—

Hygienic, 1-lb. tins .....per doz.	$6 75
" ½-lb. tins ..... "	3 50
" ¼-lb. tins ..... "	2 00
" fancy tins..... "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.....	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 55

BATGER'S

STRAWBERRY JAM

IS

1.—GOOD JAM.

2.—PUT UP IN A VERY ATTRACTIVE SQUARE JAR, WITH A METAL AND CORK SCREW TOP.

3.—A GOOD SELLER.

ORDER

A TRIAL CASE OF 4 DOZEN.

ROSE & LAFLAMME
MONTREAL



Paterson's Camp Coffee Essence

was put on the market by the makers with the firm conviction that it was unexcelled.

This conviction has been sustained by the increasing yearly sales.

ROSE & LAFLAMME,
Agents, Montreal.

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, 1lbs	$1.75
Orange, white and almond, ½-lbs	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caracas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

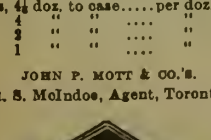
BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb tins, 4½ doz. to case	per doz.,	$	90
½ " " 4 " "	"	2	40
½ " " 2 " "	"	4	75
1 " " 1 " "	"	9	00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.



	Per lb
Mott's Brosna	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ¼s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb, tins.	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44

Sweet chocolate powder—
6-lb. boxes, 12 boxes in case, ½-lb. tins. 32c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 34c.

Premium chocolate—
6-lb bxs., 12 bxs. in case, ½-lb. pkgs. 33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 35c.

Medallion sweet chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs. 44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 44c.

Milk chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs 35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 35c.

Vanilla sweet chocolate—
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs. 32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 32c.

Tid-Bit chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 30c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 30c.

Diamond sweet chocolate—
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs. 23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs 23c.

Condensed Milk.

Anchor " brand, cases 4 doz., per case	$5 00
" evap. cream, 4p. 4d. "	4 65





Borden's Condensed Milk Co.

Eagle " brand	$1 50
Gold Seal " brand	1 30
Peerless " brand evaporated cream	1 20





TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream, per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70
"Beaver" coffee, 24-1 lb. pkgs.	4 80
"Sun" brand, 25 and 50 lb. tins—	
Gem, roasted or ground	0 30
Extra, " "	0 26
Fine " "	0 22
Fancy " "	0 18
"Beaver" (ground only compound)	0 15

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 17

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 13½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 60

100 lb. delivered in Ontario and Quebec.

Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	10 00
Small size	"	12 00
Roquefort—Large size	"	3 40
Small size	"	1 40

RECKITT'S BLUE and ZEBRA PASTE {Always give your Customers Satisfaction.

Of the many grades of Syrups sold in Canada the most satisfactory to handle is

"Crown" brand Table Syrup

—It is pure.
—It is clear.
—It has finest syrup flavor.
—It is all syrup.

PUT UP IN TINS—

2-lb. tins—cases	2 doz.	Also in Brls., ½ Brls.
5 " " "	1 "	Kegs and Pails.
10 " " "	½ "	
20 " " "	¼ "	

Freight paid on 5 cases and over to all railway stations East of North Bay.

FOR SALE BY ALL JOBBERS

MANUFACTURED ONLY BY

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT. | Works: CARDINAL, ONT. | 164 St. James St., MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. O. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$ 1 00 to 3 00 books	3	cents each
5 00 books	4	"
10 00 "	5½	"
15 00 "	6½	"
20 00 "	7½	"
25 00 "	8	"
50 00 "	12	"

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case $0 62
doz. packages (12 to a case) 0 75
doz. packages (12 to a case) 0 95

Cleaner.



	Per doz.
4-oz. cans	$ 0.90
8-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agen

The Davidson & Hay, Limited, Toronto

Food.

Robinson's patent barley	½-lb. tins	$1 25
" "	1-lb. tins	2 25
" " groats	½-lb. tins	1 25
" "	1-lb. tins	2 25

	Per doz
" " 5 doz., at.	$ 1 40
" " 1 doz., at.	1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 85 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
12-oz. glass jars, 2 doz in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 06½
7 and 14-lb. wood pails, per lb.	0 06½
30-lb. wood pails "	0 06½
Pure Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	0 95
2-lb. tins, 2 doz. in case "	1 60
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate, per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz	$ 3 60
3 cases "	3 50
5 cases or more	3 40

Matches.

UNITED FACTORIES, LIMITED. Per case.

Sunlight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

	1 case.	5 cases.
Parlor—		
Imperial	$5 75	$5 50
Best	3 75	3 50
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat.

Wethey's condensed, per gross net $12 00
per case of doz. net 3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F.,	1-lb. tins per doz.	$ 1 40
"	½-lb. tins "	2 80
	1-lb. tins "	5 00
Durham 4-lb. jar, per jar.		0 75
" 1-lb. jar "		0 25
F.D.,	½-lb. tins per doz.	0 85
"	½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12.1b. boxes—		
	½-lb. tins per lb.	$ 0 35
	½-lb. tins "	0 35
	1-lb. tins "	0 32½
	4-lb. jars per jar	1 20
	1-lb. jars "	0 35
Old Crow," 12-lb. boxes—		
	½-lb. tins. per lb.	0 25
	½-lb. tins "	0 23
	1-lb. tins "	0 22½
	4-lb. jars per jar	0 70
	1-lb. jars "	0 25



Orange Meat.

Cases, 36 15c. packages $4.50
5 case lots 4.40
(Freight paid.)
Cases, 20 25c. packages 4.00
5 case lots 4.00
(Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart geen jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints) per doz.	$ 2 30
Corked " "	1 90

Soda.

COW BRAND.



Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 90 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " 30 1-lb. " / 60 ½-lb. "	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

"BEE" BRAND.

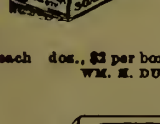
"Bee" brand, 8 oz., cases, 120 pkgs.	Per case
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	$2 75

Soap and Soap Powders.

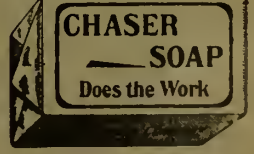
A. P. TIPPET & CO., Agents.

Maypole soap, colors per gross	$10 20
" " black	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

BABBITT'S.



Babbitt's "1776" 6-oz. pkgs $3.50 per box. 5 boxes as freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, bxs each dos., $2 per box.
WM. M. DUNN AGENT.



You'll Have to Hurry!

NEARLY ALL SOLD!

We haven't very many left. The book—

100 Good Ads for a Grocery Store

is finding its way to a good many grocers who want good ads at the smallest cost of time and trouble.

Sent for approval. If you keep it send $1.00; if you don't keep it, then we'll get it back.

THE CANADIAN GROCER, 10 Front St. E., Toronto.

CHASER SOAP.

1 case $2 40
Special quotations for quantities.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 04½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large orystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 06½
"Bee" brand starch—	
" laundry, 64-12 oz. pkg. per case	$5 00
" " 32-12 " per ½ "	2 50
" corn starch 40-16 oz. pkg. " "	3 00
"Sun" borated starch, 40-16 oz. pk. per case	3 00
" borated starch, 50 box. 100 lb. keg	0 06½
" laundry " 50 " " "	0 05½
"Gem" " " 100 & 200 lb. kegs	0 05½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. orystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb.	0 06½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 06½
" 100-lb. kegs	0 06½
Canada Laundry, 40 to 46 lb.	0 05½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½



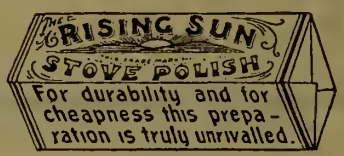
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

SAN TOY STARCH.

10c. pkges, cases 5 doz., per case.... 4 75

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



DUNN, AGENT.



	pr. dz
Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 80
Blackene, 5-lb. cans, per lb.	0 10
Enameline stove dressing, per doz.	0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

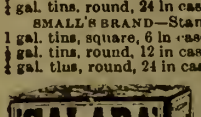
	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10
(10 and 20 lb. tins have wire handles.)	

"BEAVER" BRAND. Per case.

1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 60

SMALL'S BRAND—Standard. Per case.

1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 30



Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, 1's	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb. " "	0 20
Blue Label, retail at 30c.	0 23
Green Label. " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	
" " 120 ½-lb.	0 36



LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Lacel, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCHAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 40
" III 80-lb. boxes	0 36½
EMD AAA Japan, 40 lb " at	0 32½
" AA " 40 "	0 30
Blue Jay, basket fired Japan, 70 lbs.	0 27½
"Condor" IV 80-lb. "	0 52½
" V 80-lb. "	0 27½
" XXXX 80-lb. boxes	0 23½
" XXXX 30-lb. "	0 24½
" XXX 80-lb. "	0 21
" XXX 30-lb. "	0 22
" XX 80-lb. "	0 19
" XX 30-lb. "	0 20
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

Black Teas—"Nectar" in lead packets	
Green Label, retails	0 25 at 0 20
Chocolate Label "	0 35 at 0 25
Blue Label "	0 50 at 0 36
Maroon Label "	0 60 at 0 45
Fancy tins—Chocolate, 1-lb.	0 32½
" " —Blue, 1-lb.	0 42½
" " Maroon, 1-lb.	0 50
" " —Maroon, 1-lb.	1 50

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and 1s, 60-lb. cases, retail	0 25 at 0 20
Grey Label, ½s, ¼s and 1s, 60-lb. cases, retail	0 30 at 0 23
Yellow Label, ½s and 1s, 80-lb. cases, retail	0 35 at 0 26
Blue Label, ½s, ¼s and 1s, 50-lb. cases, retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 80-lb. cases, retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases, retail	0 at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 39
" Amber, 8s. and 3s.	0 60
Chewing—Stag, bars, 10½oz.	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s.	0 44
" Currency, 12 oz bars, 12s.	0 47
" " 6½s. and 12's	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½oz b'rs, sp'd 6½	0 51
" Pay Roll, 7s and 6½s.	0 58
" Fair Play, 8s. and 13s.	0 88

Vinegars.

E. D. MARCHAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals.	$5 45	$10 95
" casks, 50 "	10 25	22 49
Bottles, cases, 3 doz.	3 25	4 49

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

1 case 50 5c. packages free with 5-case lots.
Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz
Washboards, Victor	$1 30
" Crown	1 35
" Improved Globe	1 50
" Standard Globe	1 60
" Original Solid Globe	1 80
" Superior Sld. Bk. Globe	1 95
" Jubilee	1 90
" Pony	0 90
Diamond King (glass)	2 90
Tubs, No. 0	11 25
" " 1	9 00
" " 2	8 00
" " 3	7 00
Pails, No. 1, 2 hoops	1 85
" No. 3, "	2 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz.	1 05
Jersey cream yeast cake, 3 doz 5c.	1 00
Victoria " 3 doz. 5c.	1 00
" " 3 doz. 10c.	1 80

Try a barrel of

WILSON'S
PURE REFINED CIDER

if you want the best.

Ask for it. Take no other.

THE
W. H. WILSON CO.,
LIMITED
TILLSONBURG, CANADA

Dutch Chemical Works
AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS
Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY per doz. tins.....	2/3	4/-	7/-
PURE DUTCH COCOA per doz. tins.....	4/3	8/-	15/-

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

All About Tea From A to Z

Tea Hints for Retailers

BY JOHN H. BLAKE, TEA EXPERT

If you aspire to a greater knowledge on the subject of Tea, a knowledge that will make you an authority—Buy this book. The chapter on Tea-Blending is alone worth the price of the book.

Money refunded if you conclude, after a week's examination, you don't want it.

Postpaid, $2.00

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MacLean Publishing Co., Limited
10 Front St. E., Toronto

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .
Oakville Basket Co.
Oakville, Ont.

You are Interested in Something.

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings,	$ 5.00
250 "	12.00
500 "	22.00
1,000 "	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

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232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto Telephone Main 2701.

...s Honest Goods and just the Thing on Which to Make or Extend a Busi-...ess.

McLAREN'S
COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.

A Snap

To Close Out.

In order to make room for our new spring line of painted flower pots we will fill mail orders received in next two weeks for our

"Gold Spray" Jardiniere

AT **$15.00** PER GROSS.

This is a large showy cold painted pot (oil paints), 6¼ in. high and 8 in. top diameter.

You can write for one gross or one dozen while this price lasts. You pay freight and packing of course.

GOWANS, KENT & CO.

TORONTO

COLD PAINTED POT (OIL PAINTS).



YOUR CUSTOMERS appreciate the goodness of

Wethey's Mince Meat

They won't be satisfied with any other once they have tried it. We are sure you will find Wethey's Mince Meat profitable to handle as many hundreds of merchants do. Let us have your trial order.

"One Try Satisfies."

J. H. Wethey, Limited

ST. CATHARINES, ONT.

C. & B.

Pickles, Jams, Marmalade

and the finest

Preserved Provisions

CROSSE & BLACKWELL, Limited

LONDON, ENG.

C. E. COLSON & SON, MONTREAL, Agents.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision and Food Stuffs Trades of Canada.

VOL. XIX. MONTREAL AND TORONTO, MARCH 3, 1905. NO. 9.

Robinson's Patent Barley

Sales are increasing all over Canada.
New Buyers are cropping up everywhere.
You cannot afford to be without

ROBINSON'S
PATENT BARLEY



Raised on It.

For The People

THAT which sells well must take well with the people. Bango, our new, lemon-flavored, sweet biscuit, was designedly made to catch the people, its quality being good and its price low. If you cannot catch our traveler, mail an order.

Christie, Brown & Co., Limited
Toronto and Montreal

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 27.

Consider This

You can't fool a customer on a cough cure. If what you sell him does not do the work he knows it, and you hear of it. If it does cure, he knows it, his friends hear of it; and you see the results in the growing demand.

Mathieu's Syrup

of Tar and Cod Liver Oil

The Great Cough Remedy and Tonic combined, is a family necessity.

We co-operate with you by good advertising to push its sale.

J. L. MATHIEU CO., LIMITED
PROPRIETORS, SHERBROOKE, P.Q.

MATHIEU'S NERVINE POWDERS will cure the worst headache. There's money in them for you.

Retail Price, 18 Powders for 25 cents

National Licorice Co.



Y. & S., SCUDDER and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.
Illustrated Catalogue on request.

MOLASSES

We have a very choice line of Molasses.

Made in our Refinery from

Best India Cane Sugar

and

Coarse, Medium and Fine Grain

"Crystal" Brand
Granulated Sugar

Made in Wallaceburg by WALLACEBURG SUGAR CO., LIMITED

Sense and Cents

Common sense or dollars and cents—which counts for most in making a trade ?

Common sense says plainly "buy standard goods" ; dollars and cents (your pocketbook) tempts you to buy cheap, nameless articles of trade that will grow dim, dusty, dirty on your shelves. *Common* sense counts for most in making a trade.

Griffin & Skelley's Dried Fruits

"The pick of the pack," please remember that. Don't forget, either, that they come from the largest vineyards on the Pacific Coast—picked and packed right in the vineyards and orchards where they grow.

Apricots, Peaches, Pears, Nectarines, Raisins, Dried Plums, Prunes. Clean as a whistle always. *Choice Dried Fruits.*

"Thistle" Brand Maple Syrup The brand that stands for unequalled purity. Real simon-pure Maple Syrup that never varies from one standard. The "Thistle" brand

Cox's Gelatine tested, trusted. Standard Gelatine of known worth—known quality—known purity. Never disappoints the most particular housekeeper. Oldest brand and "best," because tried, In powdered and shredded form.

Sold by leading wholesalers.

Arthur P. Tippet & Co., Agents

8 Place Royale, Montreal.

20½ Front St. E., Toronto.



None so Blind As Those Who Won't See.

THE CANADIAN GROCER can prove of valuable assistance to the selling end of any business which seeks trade among the grocery and general storekeepers of Canada.

We advance many plain, indisputable arguments to this effect.

And still there are some folks who can't see it.

Some who can't see how it's going to pay them.

And won't even invest a few dollars to find out.

Very few folks like this, but we would like to convince even them.

If we only could, we'd get a good deal of satisfaction out of it—and we know they would, too.

Don't you think they're blind to their own interests?

Here's a paper that finds a welcome in every worth-while grocery store from Halifax to Vancouver once every week—so can't you see that an announcement of any interest must surely command some attention?

The advertising columns of THE CANADIAN GROCER provide about the best way we know of keeping in close touch with all the grocers of Canada all the time.

You can see value in a paper like this—

Can't you?

The Canadian Grocer

232 McGill St., MONTREAL. 10 Front St. E., TORONTO.

MANUFACTURERS' AGENTS AND BROKERS DIRECTORY.

TORONTO.

W. G. A. LAMBE & CO.
TORONTO.
Grocery Brokers and Agents.
Established 1885

C. E. KYLE
WHOLESALE GROCERS' BROKER and MANUFAOTURERS' AGENT
27 FRONT ST. E., - TORONTO
Highest references. Commissions solicited.

W. H. Millman & Sons
Grocery Brokers
27 Front St. E.,
TORONTO, CANADA.
You are getting low on Canadian Tomatoes.
Let us quote you Americans

MONTREAL

J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
Tel. Main 778. Bond 28.

VANCOUVER.

THE GROCERY
Write or Wire CHAS. MILNE BROKER
VANCOUVER, B.C.

BRANDON.

WE ARE HERE
To store, to ship, and if you wish, to sell, WE CAN DO IT. Consign your cars to us.
WILSON COMMISSION CO., Limited
Wholesale Commission Brokers,
BRANDON, MAN.

WINNIPEG.

Dingle & Stewart
WINNIPEG, - - CANADA.
COMMISSION BROKERS.
Excellent Storage Accommodation.
Consign Your Cars to Us.

REGINALD LAWSON
MANUFACTURERS' AGENT and WHOLESALE COMMISSION BROKER
UNION BANK BUILDING
Correspondence Solicited
WINNIPEG, MAN.

EASTERN MANUFACTURERS
—AND—
SHIPPERS.
All EYES are turned on
MANITOBA AND THE WEST.
WE
Represent some of the leading houses in
CANADA and the U.S.
INCREASE YOUR TRADE. WRITE US.
NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.

CALGARY.

Start the New Year Right

Increase your business by appointing us your Western Representatives. If you have anything to sell write us.

NICHOLSON, BAIN & JOHNSTON,
Wholesale Commission Merchants and Brokers
CALGARY, ALTA. -
Head Office: NICHOLSON & BAIN, WINNIPEG.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

BY ROYAL APPOINTMENT

CEREBOS TABLE SALT

Used like Common Salt, but contains the Vital Phosphates of Whole Wheat.

USED IN ALL THE ROYAL HOUSEHOLDS AND ALL THE BEST HOTELS AND FAMILIES IN EUROPE.

Sold wholesale by the following firms:

Quebec: Whitehead & Turner. **Montreal:** D. H. Rennoldson. **Ottawa:** H. M. Bate & Sons, Ltd. **Kingston:** Geo. Robertson & Son. **Toronto:** W. G. Patrick & Co. **Hamilton:** Jas. Turner & Co., Ltd. **Winnipeg.** The Kenneth Mackenzie Co **Victoria:** R. P. Rithet & Co., Ltd. **Vancouver:** Kelly, Douglas & Co.

RETURNED JUL 29 1905 T. Ont. Book 38 Page 38

CAPSTAN BRAND MINCE MEAT

Package Mince Meat

Put up in ¼ gross cases

2-lb. Pails, 2 doz. in Crate.
¼ " ½ " " "
25-lb. Pails. 75-lb. Tubs.
½-Barrels and Barrels.

The Capstan Mfg. Company, Toronto, Ont., Can.

THE AUER GAS LAMP



Delightful to read by.

Gives the Light of 100 Candles and Costs Less Than Coal Oil.

No smoke or smell. The whitest, clearest, softest light for reading or sewing. The different styles are suitable for store, church or home. SATISFACTION GUARANTEED. Catalog on Request.

AUER LIGHT CO., MONTREAL.

"Sterling" Brand Pickles



ARE

Appetizing Pickles

A pickle or relish that does not possess a genuine appetizing flavor can be of little service in producing enjoyment at any meal.

Long years of careful manufacture have given us the knack of making a pickle that pleases the most fastidious appetite.

—Sterling Brand Pickles and Relishes —are sold by all the best grocers from —ocean to ocean. The trade who cul- —tivate the best custom must have —these pickles.

MADE IN CANADA by

THE T. A. LYTLE CO., LIMITED

124-128 Richmond St. West,
TORONTO, CAN.

Two Lines That Lead.

A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng.), produce **the** one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.

It is always the same

quality,
flavor,
fragrance,
purity,
healthfulness,
are the attributes of

JAPAN TEAS

these attributes make them popular with the trade.



The Man Behind the Counter

is the one we recognize. We want the co-operation of the retail clerks throughout the country in extending and increasing the sale of the great Fairbank specialties:

Gold Dust Washing Powder
Fairy Soap, Copco Soap
Fairbank's Glycerine-Tar Soap
Fairbank's Scouring Soap
Fairbank's Sanitary Soap

We are willing and anxious to acknowledge the service they can render us by rewarding them in direct proportion to the interest they display in pushing these goods. Our method of rewarding is **"The Fairbank Plan,"** which is a system of couponing our specialties in such a manner that the coupons can be easily removed when the goods are sold, and giving for these coupons useful articles, the best that money can buy. Our whole aim is to give the clerks the best value we can secure.



The products embraced in **"The Fairbank Plan"** are easily sold because they are the best value and give the greatest satisfaction to the consumer. They increase the trade of the store and **"The Fairbank Plan"** rewards the dealer or his clerks for selling them.

Send for a copy of **"The Fairbank Plan"** illustrated premium list. It will pay you.

THE N. K. FAIRBANK COMPANY
MONTREAL, CANADA

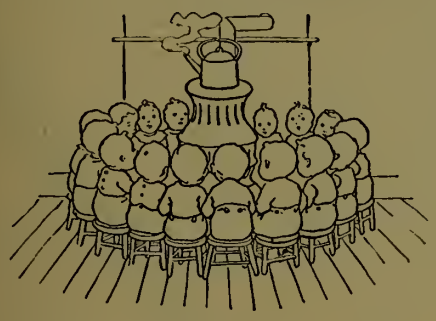
IT IS SURPRISING

when the most important feature of Condensed Milk is quality, that there are so many inferior makes on the market. Don't risk your milk business by handling poor brands. Get something reliable.

REINDEER BRAND

Condensed Milk is first in quality and every tin is guaranteed. Highest award at **St. Louis Fair, 1904.**

W. G. A. LAMBE & CO., Agents.



ALL ALIKE

Baking Soda is all alike when bought and sold in bulk. It may be cheaper, but the everlasting cry of cheapness isn't the only way to win trade.

This is an age of package goods, and the superior quality of "COW BRAND" Baking Soda makes it well worth your while. You give satisfaction because you get it. Our guarantee goes with every sale.

JOHN DWIGHT & CO., Manufacturers
MONTREAL

TEN CENTS

retail is the price of

IVORINE
COLD WATER
STARCH

—the **best** starch from every point of view; — 60% profit, $2.50 per case of 40 packages. Order from your wholesaler.

St. Lawrence Starch Co., Ltd.
Port Credit, Ont.

CEYLON

GREEN TEAS

are for those who prefer green teas. Their superiority over the green teas that have hitherto been held in favor is being established rapidly. Let not the grocer say he must continue to keep the old lines. Just as the black teas of Ceylon have established themselves in his tea trade so will

CEYLON

GREEN TEAS

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices throughout the Civilized World

Executive Offices : Nos. 346 and 348 Broadway, New York City, U.S.A.

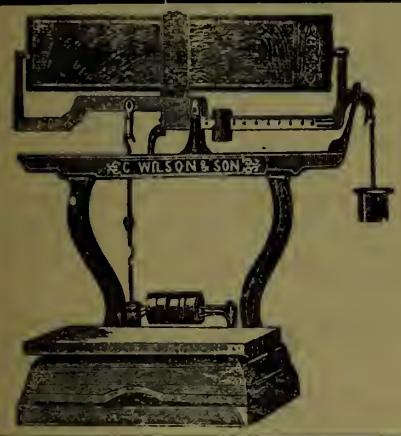
THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying, and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

——OFFICES IN CANADA——

HALIFAX, N.S. OTTAWA, ONT. VANCOUVER, B.C. HAMILTON, ONT. QUEBEC, QUE. LONDON, ONT. ST. JOHN, N.B. WINNIPEG, MAN. MONTREAL, QUE. TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada Toronto.



Paid For Itself.

C. WILSON & SON, Limited, Scale Manufacturers,
TORONTO. HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

I have used your **BALL-BEARING COMPUTING SCALE** for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

Yours truly, ———

One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

C. WILSON & SON, Limited, **TORONTO.**

1/2



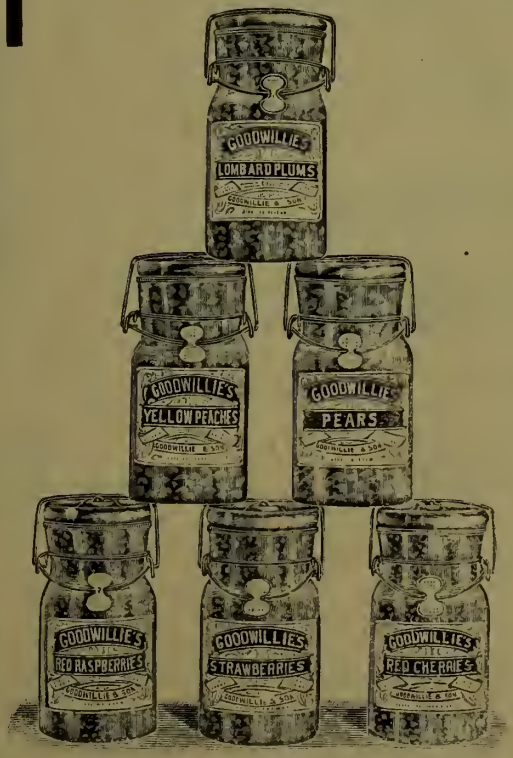
ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, Montreal

MERIT



THEY HAVE IT

&

AND AFTER ALL

&

YOU GET THE GREATEST SATISFACTION IN SELLING GOODS WITH MERIT.

ROSE & LAFLAMME,
MONTREAL.

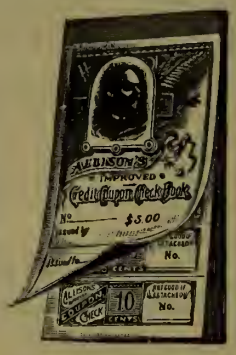
TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for Ceylon Black and Green Teas on commission. Apply

"COMMISSIONER,"

CANADIAN GROCER,
88 Fleet Street E.C. London, Eng.

They Cost Less Than Nothing



Literally, ALLISON COUPON BOOKS cost less than nothing. By using them a mistake is impossible, thus saving many times what we charge for them. Hence, by absolutely saving a great deal more than you pay for them, they not only cost less than nothing, but you receive a great, big premium with every book you buy.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT



¾-lb. tins—3 doz. in case.

SOLD BY ALL JOBBERS

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL.

STRONG DURABLE LIGHT



POROUS AND CHEAP

Flower Pots.

Our No. 1 and No. 2 assortments of Pots and Saucers at $5.10 and $4.15 respectively are specially put up for Grocers and General Stores.

Ready Crated for Rush Orders.

The FOSTER POTTERY CO.
HAMILTON. Limited

PICKLES

"Queen Quality" Pickles

Mixed and Chow
Bulk and Bottled

Our Sweet Pickles do not Sour, and our Sour Pickles do not Mould.

Taylor & Pringle Co.

LIMITED

Owen Sound, Ont.

3 Lines to Sell

Sutton's Ammonia Essences

(Worcester)

Sauce

Write for list and particulars to

G. F. SUTTON SONS & CO.

KING'S CROSS
London, Eng.



There is a World of Meaning

in the simple statement that over

200,000

Bowser —Self— Measuring Oil Tanks

have been sold and also that we don't ask you to take our word in regard to the merits of our outfits, but

Refer You to Any User

The Bowser Tank does away with the use of sloppy measures and funnels. It prevents all waste and over measure, both of which mean a money loss to you. It really costs you nothing, as its savings soon pay its cost. If you want to make A PROFIT on your oil it will pay you to investigate. A request for **Catalog "B"** will bring you full particulars free and without further obligation to you.

Write To-day

S. F. Bowser & Co., 530 Front St. West. TORONTO

GROCER REFRIGERATORS

The Best Finished and Most Up-to-Date Grocer Refrigerator on the Market.



FOR SALE BY ALL DEALERS WHO HANDLE BRANTFORD REFRIGERATORS, OR BY THE MAKERS

Write for descriptive circular.

HAM & NOTT CO., LIMITED, Brantford, Ont.



This illustration shows one side of a store fitted with

WALKER BINS.

Some grocers have an idea that **Walker Bin Fixtures** cost a great deal more than they do. They're surprisingly moderate-priced, and besides, it isn't necessary to fit up your entire store at once. Put in small lengths of Counters and Wall Cases and add to them from time to time as required. This makes the outlay small. It's an investment, not an expense. Write for illustrated booklet.

The Walker Pivoted Bin and Store Fixture Co.

Factory, BRAMPTON. Head Office, TORONTO.

Ringing Up Sales on a National

IS THE EASIEST WAY TO *SAVE MONEY*



A COMPLETE RECORD of the day's business, showing each sale and the total of all sales, is furnished by a National. Payments received on account, charge sales and money paid out are shown separately.

We can prove to any merchant who will write us, mentioning this paper, that a National will save its cost each year, in addition to giving an absolute check on his business.

National Cash Register Co.

Dayton - - - - Ohio

QUALITY IN FISH.

There's GOOD and BAD in Fish—JUST THE SAME AS OTHER GOODS. We offer only the **BEST** quality in each line.

Labrador Salmon Trout, 100 lb. Kegs and 20 lb. Pails.
Labrador Herrings, Bbls. and Half Bbls.
Fresh Water Herring, in Kegs.
Fresh Water Trout, in Kegs. Quintals Codfish.
Boned and Skinned Cod, in 100 lb. Cases.
Fish and Cod in Boxes, Loose, and Bricks.

In fact everything in Fish, and at the Right Price to enable you to make money.

W. H. GILLARD & CO., HAMILTON,

Wholesale Grocers, Tea and Coffee Importers.

WOOD'S BOSTON COFFEES
THOMAS WOOD & CO.
IMPORTERS AND ROASTERS
BOSTON, MASS.
PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

Purity - Progress - Perfection

Pure Quality.
Progressive Development.
Perfect Results.

Better Coffee can be had to-day than ever before in the history of the berry. The public taste is more highly educated, and the article sold must gratify that taste.

The quarter-century history of WOOD'S COFFEES has been one of continued advance in all the details of selection, combination and treatment.

CANADIAN FACTORY AND SALESROOM,

No. 428 St. Paul St., - - MONTREAL.

"Enterprise" RAPID GRINDING AND PULVERIZING MILL

Saves Time, Lessens Labor and Increases the Coffee Trade

Because clerks will try to sell coffee when not compelled to grind by hand

25 to 50 lbs. of Coffee can be ground FOR ONE CENT

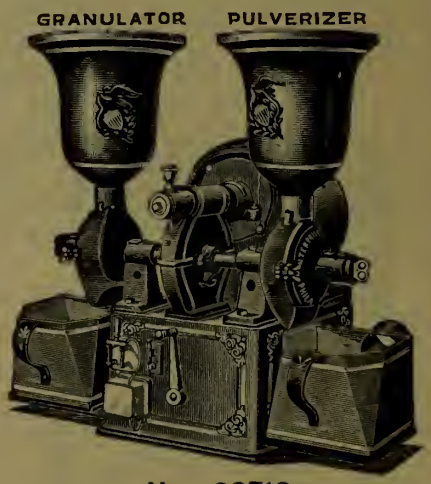
Will be furnished for Direct or Alternating Current to suit all conditions

DESCRIPTIVE CATALOGUE ALSO TESTIMONIAL PAMPHLET MAILED FREE

The Enterprise Mfg. Co. of Pa.

PHILADELPHIA, U. S. A.

GRANULATOR PULVERIZER



No. 08712

Height 51 inches *Width 52 inches*
Length 25 inches *Weight 320 pounds*

PRICE ON APPLICATION

Grinding Capacity
Granulating, 2 pounds per minute
Pulverizing, ½ pound per minute
Capacity of Iron Hoppers, 6 lbs. of Coffee
Capacity of Nickel-Plated Hoppers, 7½ lbs.

BUSINESS MEN AT HOCKEY

Toronto Branches of Canada Grocers, Limited, win the Bristol Cup

THE CANADIAN GROCER has pleasure in reproducing in this week's issue photographs of the hockey team of the Toronto branches of the Canada Grocers, Limited, of the Bristol Cup, of which the Toronto team have been the proud possessors since last week, and of Mr. G. E. Bristol of Hamilton, the donor of what is unquestionably one of the handsomest hockey trophies that have yet been given in any Canadian league.

In the Winter of 1903-1904, a series of games was played between the Hamilton and Toronto branches of the Canada Grocers, Limited, and when it was proposed to play another series during the present Winter, the president, Mr. Geo. E. Bristol, very generously donated the handsome trophy shown in the accompanying photograph, for competition between teams representing branches from the different cities where the company is located. Three games were played, the first at Hamilton on Feb. 6, at the Thistle Rink, resulting in favor of the Tofonto branches by 6-3, a recherche supper being served at the Royal Hotel after the game. The second game was played a week later at the Victoria College Rink, Toronto, the score being 6-0, also in favor of Toronto.

The third and last contest took place at the Thistle Rink, Hamilton, last week, again going to Toronto by 3-1, and the cup was, therefore, awarded to the eastern team.

Although the scores on paper would indicate that the Hamilton team was outclassed, such was not the case; every game was hardly fought for, and, individually, there was little choice between the different players. The power of combination, however, is bound to assert itself, and to this factor alone can be attributed the success of the Toronto team.

Of the winning team, Warren Bros. & Co. are represented by four players, Barnhouse, Stewart, Warren, and Smith; The Davidson & Hay Limited are represented by one, namely, Wyllie; John Sloan & Co., by Howard; the remaining player, Hortop, the energetic captain of the team, being in the head office of the company at 19 Colborne street.

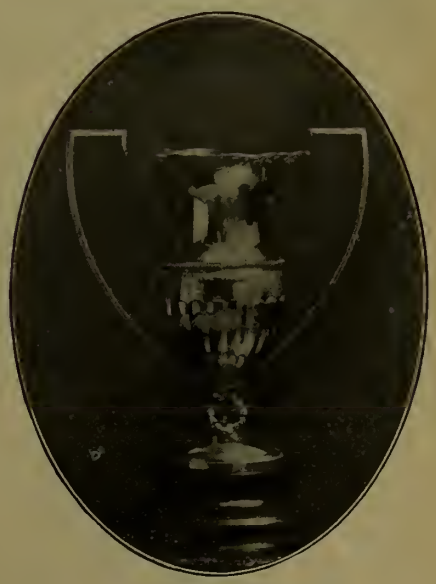
To Stewart, the star player of the Toronto's, much of the credit for winning the three successive games is due. Quick as a flash, and using his head at all stages of the game, he is generally acknowledged to be fast enough for any company. Geo. Hortop, the captain, is to be congratulated on the judgment used in collecting his team, the energy displayed in the practice games, to say nothing of the untiring zeal with which he coached his confreres in the art of combination play, to which, more than anything else, must be attributed their success.



Hockey team of Toronto branches Canada Grocers, Limited.
H. Hodgins, manager; A. Smith, right wing; D. Bremner, president;
C. A. R. Warren, left wing. G. Hortop (capt.), centre; S. Wyllie, point. F. Barnhouse, cover;
J. Stewart, rover; H. Howard, goal.

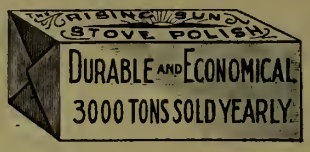


Mr. G. E. Bristol, President Canada Grocers, Limited.

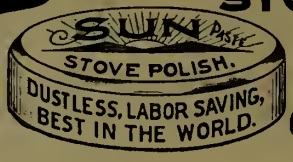


The Bristol Hockey Trophy.

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE.



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

CANADA'S GROWING FOREIGN SERVICE.

BY the establishment of commercial agencies in Japan, Mexico and Bristol, England, what may conveniently be termed Canada's foreign service has, during 1904, been augmented to fifteen members. The personnel of this consular body is one that Canadians may regard with satisfaction and even with pride. Each agent is a competent, level-headed business man, and, so far as can be judged from the fruits of their labor, they are doing their work conscientiously and well.

Much of the success which has attended the efforts of the agents to interest their various constituencies in Canadian goods and stir up Canadian exporters to invade foreign markets, has been due to a good central organization. Though separated from one another and from headquarters by thousands of miles of land and sea, yet by means of an excellent system they are kept in close touch and their work made to tell with united force and directness.

The charge or superintendency of the commercial agencies is in the hands of Mr. F. C. T. O'Hara, a most capable civil servant, to whom all due credit must be given for placing the service on a more satisfactory footing. He has clear-cut ideas of his own, which he is developing by degrees, and which should, if followed to their logical conclusion, lead to a foreign commercial system second to none in the world in point of efficiency.

Under him, fifteen agents have been placed, located at the following centres: Sydney, Australia; Melbourne, Australia; Paris, France; Birmingham, Leeds, Manchester and Bristol, England; Yokohama, Japan; Mexico, Mexico; Christiania, Norway; Cape Town, Cape Colony; Kingston, Jamaica; St. John, Antigua; St. Kitts, West Indies; Port of Spain, Trinidad.

One of the most important steps taken during 1904 to increase the effectiveness of the work of the commercial agents was the inception of a series of weekly reports. Prior to February, the reports sent in by the agents were only made public through the regular monthly reports of the Department, and were thus stale by the time they reached those interested. The weekly reports largely obviate this defect. They appear with the utmost regularity and come to hand almost like personal letters from the agents.

In addition to containing the reports of the agents, these weekly publications of the Department supply lists of trade enquiries, prepared by them. The enquiries have been found very valuable, and have frequently opened up connections which would otherwise never have been contracted.

Other features of interest to be found in the weekly reports are notifications of tariff changes and new customs regulations both of Canada and of foreign countries, which affect Canada. Every six months a complete index to the report is prepared and published, thus consolidating all the reports during that period. This index covers not only the agents' reports, but the trade enquiries as well.

The agents are not left to work entirely according to their own devices. There is a system of supervision and a direction of effort, which makes their work doubly effective. Thus, when the superintendent believes that it would be advantageous to have a symposium of opinions from all parts of the globe on a certain line of trade development, he circularizes the agents, and they respond by forwarding their ideas on the subject, based on close, personal acquaintance with all its phases. When these are put together in one of the weekly reports, the combined result is of no little value to those interests in Canada who are seeking development along that line.

In spite, however, of this excellent commercial service, there are some disagreeable features in Canadian foreign trade, which are undoing much of the good work of the agents. In Mr. O'Hara's own words, "many instances have been brought to the attention of the Department by commercial agents of bad packing, goods not up to sample, negligent correspondence, disregard of promised dates of shipment and neglect of foreign customs regulations. In some cases serious loss has been entailed, in others heavy penalties have been inflicted, all of which has endangered the reputation of Canada in the eyes of the foreign buyer."

Evidence on all these points is forthcoming, which completely substantiates Mr. O'Hara's statement. Mr. Larke, Sydney, Australia, writes: "In Wellington a firm had received but three replies to forty-two letters written to manufacturers of various lines. . . . It would be advantageous to Canada that even in such cases the applicants had returned a courteous answer to the letters stating that they could not entertain the proposition, but had passed the letter to a firm which they thought might be able to do so."

Mr. MacLean, Yokohama, Japan, formerly of Ottawa, complains that a Canadian firm in filling an order for Canadian cheese in pots "took advantage of his opportunity to send, on consignment, a supply of the same article to a neighboring firm; thus placing his consignment in opposition to his own cash customer."

Lord Strathcona complains of the selling of July and August made cheese as September cheese. He also complains that "Canadian firms who profess to be interested in export trade in various lines, have never even acknowledged receipt of letters addressed to them. In other cases, comment has been made as to the great delay experienced in receiving replies."

These instances could be supplemented by many others, but they are sufficient to illustrate the tendencies of the times. It is much to be regretted that the excellent work of the Superintendent of Commercial Agencies and his agents should be thus hampered and the development of legitimate trade handicapped by the action of a few carcless and unprincipled exporters.

COFFEE CLEARER

BURNETT'S is a combination of codfish skin and white of egg---there are 50 strips in a packet, four of them clears a cup of ground coffee. We sell at $1.00 doz. packets. Try 2 doz. or so.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

LENT is near at hand.

We have a full line of Fish at very attractive prices.

Kegs	Salmon Trout.
Half-Barrels	No. 2 Fat Mackerel.
Pails	No. 2 Fat Mackerel.
Half-Barrels	No. 1 Labrador Herring.
Barrels	No. 1 Labrador Herring.
Pails	No. 1 Labrador Herring.
Cases	Boned and Skinned Cod, 100 lbs.
Quintals	Cod, 112 lbs., very nice.
Boxes	Pure Cod, Boneless, 1's and 2's Blocks.

All Pickled Fish rebrined before being sent out.

LET US HAVE YOUR ORDERS.

JAMES TURNER & CO., - Hamilton, Ont.
Wholesale Grocers

FOR THE FISH SEASON

One Car Behring Sea Fish. **The Finest in the World**

SMOKED SOCKEYE SALMON, 30-lb. boxes
" HALIBUT, 30-lb. boxes
PURE COD FISH, MAPLE LEAF, 1s, 40-lb boxes
" " " WHOLE, 50-lb. boxes
" " " STRIPS, 40-lb. boxes

ALL GUARANTEED NOT TO SPOIL

ALSO

SEALEY'S HALIFAX and ACADIA COD, 1-lb. pkgs
BONED and SKINNED WHOLE COD, 50-lb. and 100-lb. boxes
BONED and SKINNED WHOLE FISH, 40-lb boxes
BARRELS and HALF BARRELS LABRADORS
HALF BARRELS No. 1 SPLITS
" " SEA SALMON
KITTS No. 1 and No. 2 MACKEREL
" HOLLAND HERRING
KEGS LAKE TROUT and HERRING,

SEND US A MAIL ORDER, OR PHONE AT OUR EXPENSE

BALFOUR & COMPANY - WHOLESALE GROCERS - Hamilton, Ont.

LONG DISTANCE PHONE 596

"FORCE" FOOD—Special Deal

Here is a chance to make **extra profits.** Until March 20th we will allow 40c. rebate per case on 5-case lots, freight prepaid, thus bringing price down to $4.00 per case. On 2-case lots we will allow 25c. rebate per case. **Order now.**

THOMAS KINNEAR & CO.

"Wholesale Grocers" **TORONTO, CANADA**



"The daintiest last, to make the end most sweet."

MacLAREN'S Imperial Cheese

adds the final touch of enjoyment to the simplest meal or the finest banquet. No other cheese to compare with it—it has a delightful individuality of its own.

Sold in opal jars at all grocers; prices from 10 cents up. Never becomes hard or dry.

A. F. MacLAREN
IMPERIAL CHEESE CO., Ltd.
Detroit, Mich., and Toronto, Can.



ALL LEADING GROCERS HANDLE THESE GOODS

Business Changes

ONTARIO.

ALEX. McKENZIE, grocer, Ottawa, has assigned to W. A. Cole; meeting of creditors held on 27th ult.

G. W. Batty, grocer, Colborne, has sold out to M. J. Turney.

Wm. A. Campbell, grocer, Woodville, is offering to compromise.

B. Willis, general merchant, Lanark, has assigned to A. C. Shaw.

W. Dupuis, general merchant, Glen Robertson, is offering to compromise.

Edwin Brooks, general merchant, Bobcaygeon, has assigned to Henry Rush.

A winding-up order has been granted the Atlantic Soap and Oil Co., Toronto.

The stock of Thos. F. Wiseman, general merchant, Belton, is advertised for sale.

Robt. Southworth, grocer and flour and feed merchant, Dundalk, has sold out.

The New Century Refrigerator and Mfg. Co., Dundas, have suffered loss by fire.

Tompkins & Co., grocer, Brockville, have suffered damage by fire; small insurance carried.

W. H. Tuck, grocer, Peterboro', has assigned to O. DeLaplante; meeting of creditors Feb. 28.

The assets of J. Manthier & Co., general merchant, Wendover, were advertised to be sold March 1.

John Smith, formerly of the Nipissing Produce Co., has started up a grocery business in Sturgeon Falls.

Thos. Delany, tea and coffee merchant, Toronto, has assigned to N. L. Martin; meeting of creditors held March 1.

The premises of Thomas Hamilton, general merchant, Brinston's Corners, have been damaged by an explosion.

E. W. Gardiner, baker and confectioner, Peterboro', has assigned to O. DeLaplante; meeting of creditors Feb. 28.

QUEBEC.

Auclaire & Freres, grocers, Montreal, have registered.

Brouillet & Guay, grocers, Montreal, have registered.

—RICE—

Our travellers are carrying samples of some splendid values in Rice. It will pay you to look into them.

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

Ed. Dallaire, grocer, St. Sebastien De Beauce, has assigned.

Chas. Brosseau & Co., grocers, St. Johns, have compromised.

The Moka Kina Patent Medicine Co., Montreal, have registered.

Watier & Watier, grocers, Montreal, have dissolved partnership.

E. N. Cusson & Cie., cigar manufacturers, Montreal, have registered.

The assets of G. E. Frignon, general merchant, Chicoutimi, have been sold.

Jos. Roy & Co., general merchants, Beauharnois, are offering to compromise.

The assets of A. Debuc, general merchant, Vincennes, were sold on the 28th ult.

P. L. Lefehvre & Cie., general merchants, Bulstrode Station, have registered.

Oscar Roy, grocer and liquor dealer, Joliette, has assigned and the stock has been sold.

The assets of the estate of T. G. Vallier, general merchant, St. Vallier, have been sold.

G. A. Perry & Co., general merchants, Dalhousie Station, have assigned to H. Lamarre.

J. B. Larose, hardware merchant, grocer, etc., Hull, has disposed of his hardware stock.

Consent of assignment of E. Sauvageau, grocer and liquor dealer, Montreal, has been filed.

The assets of Joseph Roy & Co., general merchant, Beauharnois, are to be sold on March 3.

Chartrand & Turgeon are liquidators to C. Dignard & Co., biscuit manufacturers, Montreal.

Kent & Turcotte have been appointed curators to P. S. Hardy, general merchant, Chambly Canton.

Lord & Fournier, wholesale and retail grocers and liquor dealers, St. Johns, have dissolved partnership.

Chartrand & Turgeon have been appointed curators to P. Therrien & Co., general merchants, St. Remi.

C. B. Desrochers & Co., confectioners and cigar dealers, Montreal, have assigned to Chartrand & Turgeon.

Wm. A. Jolly and D. R. Jolly, general merchants, West Shefford, have registered under the style of Jolly Bros.

Daniel Ford has been appointed trustee to Wm. Farrell, wine and liquor dealer, Montreal, by order of the court

Alciviade E. D'Artois and Alexis D'Artois have registered under the style of A. E. D'Artois & Fils, general merchants, Farnham.

NEW BRUNSWICK.

Edward Walker, general merchant, Bass River, is dead.

C. S. McBay, grocer, St. John, has sold out to H. W. Dykeman.

A. L. Baird, confectioner and fruiter, Hartland, has sold his business to J. McMullin.

PRINCE EDWARD ISLAND.

Patrick Kelly, general merchant, Montague Bridge, has assigned.

MANITOBA AND N.W.T.

Robt. Fleming, confectioner, Winnipeg, is dead.

W. Paterson, general merchant, Arden, has sold out.

Geo. Ballard, confectioner, Neepawa, has sold to W. J. Robb.

Fairley & Co., general merchants, Ponoka, are moving to Innisfail.

C. F. Armstrong, cigar dealer, Kamloops, has succeeded M. Latremouille.

The G. S. Munro Co., general merchants, Reston, have been incorporated.

C. Sugarman & Co., general merchants, Strathcona, have dissolved partnership.

Pront, Porter & Co., produce merchants, Winnipeg, have dissolved partnership.

A. C. Smith, dealer in fruits, confectionery, etc., Sloean, has gone out of business.

The stock of the estate of J. B. Krivel & Son, general merchants, Dominion City, has been sold.

T. Sawatsky, general merchant, Herbert, has been succeeded by Sawatsky, Dyck & Jansen Co.

Alex. Rosenfeld, general merchant, Teulon, has assigned to C. H. Newton; meeting of creditors to be held Mar. 6.

CORRECTION.

In The Canadian Grocer of Feb. 24, the writer of the article on "Preservatives in Foods," namely, W. P. Kaufmann, assistant to Professor Lang, University of Toronto, owing to a typographical error, was mentioned as being assistant to Professor Long



Upton's

Home-Made

Jams, Jellies

and

Marmalades

are guaranteed finest quality. If you want pure goods, insist on having this brand

Do you know?—"The Finest-Flavored Cod in the World are caught off the Coast of Nova Scotia." CONSULT EXPERTS ABOUT THIS.

WHY have you not had more of this trade in the past?

WHY don't you handle goods that are already established and **double your sales** in this line?

WHY are the following lines becoming more popular every day?

Halifax Shredded Codfish

2 DOZ. TO CASE. PACKED IN ATTRACTIVE CARDBOARD CARTONS.

The Original Halifax Fish Cake

PACKED IN CLEAN CARTONS. 2 DOZ. TO CASE.

Halifax Codfish

PACKED IN 3-POUND NON-POROUS WOODEN BOXES

ACADIA Brand Boneless Codfish. PACKED 2-POUND WOODEN BOXES

ACADIA Tablets. 1-POUNDS. 20 POUNDS TO CASE.

BECAUSE THEY ARE Pure Nova Scotia CODFISH AND Absolutely Free from Bones

Sold by Leading Wholesale Grocers and Fish Dealers—everywhere.
Write the Agents for Full Particulars.

PACKED AND PREPARED ONLY BY

BLACK BROS. & CO., LIMITED

MONTREAL OFFICE, Board of Trade Building.

HEAD OFFICES, HALIFAX, N.S., CAN.

PACKING HOUSES, LaHave, N.S.

SELLING AGENTS,

A. H. BRITTAIN & CO., MONTREAL, P. Q. REGINALD LAWSON, WINNIPEG, Man.
CHARLES MILNE, VANCOUVER, B. C.

Fresh and Cured Fish

Selling Prepared Atlantic Boneless Codfish.

WHAT has been one of the greatest detriments to prepared boneless codfish business is owing to the fact that more attention has been centered on the exporting of our better grades of Nova Scotia codfish, known the world over as the finest flavored codfish obtainable. The greater portion of the codfish sent to this market in the past has not been strictly boneless, neither has it been pure Nova Scotia codfish.

The magnitude of this industry is hardly realized by the traveling salesmen or the grocery trade, or the enormous amount of business which can be done with very little energy or time. Codfish is to the Atlantic as salmon is to the Pacific; or, in other words, the codfishing industries of Nova Scotia, from statistics, show that the industry is as large as the great salmon industries of Canada, aggregating nearly four and one half millions of dollars.

A step in the right direction has been made by the firm of Black Bros. & Co., of Halifax and LaHave, N.S., who have, for the past year and a half, been endeavoring to educate the trade and traveling salesmen to the enormous amount of trade which can be obtained in selected brands of pure Nova Scotia codfish, and strictly free from bones. To remove the very small bones from their "Halifax" and "Acadia" brands adds to the cost of production enormously.

If, when offering boneless codfish amongst their trade, and the same applies to the grocery trade selling the consumer, more attention were paid to the fact that absolutely pure cod, strictly free from bones is the cheapest and most satisfactory in the long run the result for the salesmen would be very much more satisfactory. As it is now, large quantities of prepared so-called "boneless" codfish is sold on the market, and when the consumer procures these goods, they find them not absolutely boneless and mixed with other fish.

Grocers can now buy boneless codfish, especially prepared for keeping at almost all seasons of the year, provided ordinary care is used, packed in attractive non-porous wooden boxes and in handsome cardboard cartons, both in shredded form, and small steaks, the latter used principally for preparing creamed codfish.

Small Packers Oppose Combine.

A LARGE number of the small salmon packers in the State of Washington are taking a determined stand in opposition to the Earles Bill, which provides for a close season on the Fraser River in 1906 and 1908. They claim that the salmon combine will be able to increase its profits by at least $1,250,000; that it will secure complete control of the fishing industry on Puget Sound; that more than a thousand seiners will be driven out of employment; that the independent packers will he put out of business, and that scores of minor business men and industries dependent largely upon the fishing trade will suffer.

That there will be petitions of 10,000 names presented to the State Legislature protesting against the bill is the assertion of one of the independent packers.

The fight over the Earles Bill promises to develop into one of the bitterest of the session. On one side, in favor of the bill, are arrayed the Pacific American Fisheries Company and the Alaska Packers' Association, controlling three-fourths of the salmon pack of Puget Sound, and with them is the British Columbia Packers' Association. Opposing it are the majority of the independent packers, the Fishermen's Union, more than a thousand purse-seiners, and a number of persons who claim to represent small fishing tugs, the smaller merchants of fishing localities and a variety of smaller industries dependent upon the fishing industry for a great portion of their income.

Winnipeg Fish Firms.

With the approach of the Lenten season the Winnipeg fish firms are making preparations to handle a large trade. An increasing amount of this lucrative business is being taken care of each year by the grocers who are not content to allow the butchers to monopolize it. Winnipeg fish houses find that the grocery trade are becoming more interested in fish and they believe that a very big proportion of this year's Lenten business will be done through the grocers.

WINNIPEG FISH COMPANY.

The Winnipeg Fish Company have made preparations to handle a big trade. Asked as to special preparations for Lent, the manager said that special attention is being devoted to preparations

FISH and OYSTERS
WHOLESALE.
The F. T. JAMES CO., Limited
76 Colborne Street, TORONTO.

The GRAY, YOUNG & SPARLING CO., Limited
Salt Manufacturers
Granted the highest awards in competition with other makes.
WINGHAM
Established 1871

TRADE WITH ENGLAND
Every Canadian who wishes to trade successfully with the Old Country should read
"Commercial Intelligence"
(The address is 168 Fleet St., London, England.)
The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)
Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

GENUINE
PRATTS ASTRAL LAMP OIL
Sold in all countries and recognized as the highest grade oil manufactured.
WHOLESALE ONLY.
THE QUEEN CITY OIL COMPANY, Limited
TORONTO, ONT.

FISH
I AM IN RECEIPT OF
3 carloads of Fish
1 car of fresh Haddock
1 car of Tommy Cods
1 car of assorted Finnan Haddie, Smelts and Flounders
also No. 1 Labrador Herrings.
WRITE FOR PRICES.
All kinds of Produce taken in exchange
JOSEPH GRANT
WHOLESALE GROCER,
Ottawa, Ont.

for prompt shipment. The firm are in a should be well acquainted with the needs of the trade.

W. I. GUEST.

Mr. Guest is in a good position to supply the trade, having his own fisheries in connection with the Northern Fish Company of Selkirk. He has been established since 1890 and he thinks he should be well avquainted with the needs of tne trade.

DOMINION FISH CO., SELKIRK.

This firm with its extensive fisheries is prepared to supplv the trade promptly with anv kind of fish.

To Preserve Halibut Fisheries.

At the last meeting of the Vancouver Board of Trade, the principal question dealt with was the deep-sea fisheries on the Pacific Coast as carried on by Seattle and Tacoma companies. The general opinion was that the conservation of the halibut fisheries depended upon some alteration in the present fisheries act whereby foreign fishing vessels would be prohibited from making use of Canadian harbors for any other purpose than merely as harbors of refuge.

At the present time Americans can fish within and without the three mile limit about the Queen Charlotte Islands and market their fish on the other side free of duty, while Canadians have to pay 20 per cent. duty to take their catch into United States territory. It is proposed to have the whole matter laid before the Government at Ottawa, and thus secure an adjustment of the trouble.

Will Blast Salmon Barriers.

The removal of obstructions to the progress of sockeye salmon towards the spawning grounds of the headwaters of the Oxstahl and Copper Rivers, is to be carried out fortwith by the Dominion Government. Both streams were in the past famous spawning-grounds for sockeye salmon, but of late no spawning has occurred on either river because the fish could not pass the barriers set up by nature against their progress.

Salmon for Japan.

It is expected that 32,000 tons of dog salmon will be shipped from Vancouver to Japan during the next few months, and one firm alone is declared to have orders on hand for 16,000 tons, the remainder of the total being divided up between the smaller companies doing business there. The largest portion of these consignments will have to be shipped on steamers departing from Seattle, as there is not enough space available on the regular transpacific liners from the British port. At present dog salmon is jobbing at about $30.50, and if 30,000 tons is taken as a fair estimate of what will leave the other side this season, it will mean total purchases at Vancouver aggregating $750,000.

Fish Gossip.

J. McClusky has opened a fish store in Fredericton, N. B.

The British Pacific Fishing and Canning Co., of Victoria, B. C., has been incorporated, with share capital of $200,000.

The new salmon bill, which provides for a 36-hour close season for sockeye salmon fishing each week, and a 45 days' close season in 1906 and 1908, has successfully passed the Washington Senate.

Under the direction of President Roosevelt, the New York State Department has requested the Canadian Government to restore the Council order of February, 1902, prohibiting the use of nets in Lake Champlain.

The Dominion Express Company has undertaken to transport live lobsters from Nova Scotia to fish dealers on the Pacific. During the entire trip the lobsters are kept in a temperature of between 30 and 45 degrees above freezing.



Make a Display of

KING OSCAR SARDINES

They are most attractive goods and the most profitable Sardine you can handle.

ASK YOUR WHOLESALE HOUSE

JOHN W. BICKLE & GREENING, Hamilton, Ont.

Canadian Selling Agents

FISH FOR LENT

FRESH	FROZEN	LARGE SEA HERRING	LABRADOR HERRINGS IN BRLS. AND HF. BRLS.
"	"	HADDOCK	PICKLED LAKE TROUT IN KEGS
"	"	TOM CODS	GREEN CODFISH IN BRLS.
"	"	LAKE TROUT	PICKLED LABRADOR SALMON, TIERCES, BRLS. AND HF. BRLS.
"	"	PICKEREL	PICKLED B. C. SALMON, BRLS. AND HF. BRLS.
"	"	PIKE	PICKLED SEA TROUT, BRLS. AND HF. BRLS.
"	"	WHITE FISH	NEW SKINLESS COD IN 100 LB. CASES
"	"	HALIBUT	BONELESS COD IN 20 LB. BOXES
"	"	SALMON	DRY CODFISH IN 100 LB. BUNDLES

FRESH CURED HADDIES AND BLOATERS

We have the largest variety and best assortment of Fish in Canada.
Mail Orders a specialty. Quality guaranteed. Try us. Price Lists mailed on application.

MONTREAL, P.Q.
ST. JOHN, N.B.
WESTPORT, N.S.
GRAND RIVER, P.Q.
GASPE, P.Q.

LEONARD BROS.
20, 22, 24 and 26 Youville Square,
Montreal.

P.O. Box 639
LONG DISTANCE TELEPHONES



"BRUNSWICK"
BRAND
SARDINES

COVERING

¼ Oil Sardines,	100	Tins to Case
¼ Mustard Sardines,	100	" "
¼ Tomato Sardines,	100	" "
¾ Mustard Sardines,	50	" "

Sold by all the Leading Wholesale Grocers in Canada.

PACKED ONLY BY
Connors Bros., Limited
BLACKS HARBOUR, N.B.

SOCKEYE **SALMON**







"Sovereign" and "Lynx"
Brands
ARE THE CHOICEST IN THE MARKET.
EVERY TIN GUARANTEED.
TO BE HAD OF ALL GROCERS.

"Matthew's" Famous

Pork Bologna

is known far and wide for its wholesomeness. Being a Pork Bologna, the price is a little higher than that of other brands, but in the public estimation it is abundantly worth the increased cost. Special price for weekly orders upon application.

The George Matthews Co., Limited

ESTABLISHED 1868.

PETERBORO HULL BRANTFORD

INCREASE YOUR TRADE AND YOUR PROFITS BY SELLING

FEARMAN'S COOKED HAMS

READY FOR USE
DELICIOUS FLAVOR
NONE BETTER

F. W. FEARMAN COMPANY, Limited.

HAMILTON, ONT.

PURE LARD

We manufacture that very Desirable Quality that pleases your Customers,

ABSOLUTELY PURE

OUR TEN-POUND WOODEN PAILS ARE GOOD SELLERS AND TRADE-WINNERS.

The Park, Blackwell Co., LIMITED

PORK AND BEEF PACKERS,

TORONTO, ONT.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Cheese and Butter Situation.

CHEESE.

THE market continues in the same listless, dull state that has been the rule for more than a month past. The dullness on the other side, as borne out by reports of small sales and encouraged by the United Kingdom merchants believing that the stocks as reported from this side are underestimated, results in nothing new being put through Montreal. The reported stocks at London are about 20,000 boxes less than a year ago, and it is almost certain that invisible stocks, that is, cheese held by retailers, are much less than they were a year ago. In 1903, retailers who had, in the preceding Winter of 1902, to pay from 60 to 70s. per cwt., or say, from 12½c. to 14½c. per lb., quietly loaded up with goods, at the same time leading wholesalers to believe these were going into consumption. The heavy stocks both in the United Kingdom and Canada, however, proved the fallacy of this later on, and the losses on the part of both importers in Great Britain and exporters from Canada were severe and the largest for many years back. It is believed that there are a great many United Kingdom cheese importers selling wherever they can at slight reductions under the prevalent market prices, which range from 51s. to 53s. For instance, if an importer is receiving goods that cost him earlier in the season from 40s. to 45s., he can realize a handsome profit if he lets go some of them at 48s. to 50s. But if it is really true that retailers have been going rather short on their requirements, they may make up their minds within a fortnight or so to fill up a bit, and with the stocks in strong hands, they will then have to pay up. The Home and Colonial Stores, with their many shops, have kept up selling at 5d. per lb. (10c.), and thus have kept other retailers from looking after selling cheese at a price which meant a certain loss. The object of the Home and Colonial Stores, of course, was to draw trade for other articles in which there was a fair profit, and with cheese as the "cutting article"; doubtless they have succeeded. In the meantime they have made things dull for cheese. While fodder cheese will be made as soon as these factories which are not equipped for butter making begin to receive milk, and while, if it turns out that stocks of old cheese are smaller, prices will be high for this class of goods, with the scarcity of butter and the very high prices ruling for it, no factory that can make butter will trouble much about fodder cheese. There are some large shipments of held cheese being made this week which will further reduce stocks held here by between 15,000 and 20,000 boxes.

BUTTER.

The phenomenally high prices being made for this article still continue, 28 to 30c. being easily obtained for finest creamery. There has been some talk of shipping Canadian butter back from England, but there is very little left there and no help can be expected from that source to reduce prices.

The Bacon Situation.

Conditions in the export market remain practically unchanged for the week, steady, even trade being reported, with quotations on bacon ranging from 46 to 50 shillings. Locally, deliveries of hogs are much better than last week, and brisk trade is reported at prices 10c. higher than a week ago, viz., $5.60. Improved domestic and export business is anticipated from now on by the packers.

New Zealand Butter for Canada.

Canadians may have an opportunity within the next few weeks of testing New Zealand butter. A Montreal firm is said to be negotiating for some antipodean shipments, and are prepared to bring them over if they can make a profit. The particular New Zealand butter available for the present Canadian stringency is now stored in Liverpool. If this is secured it will be the first New Zealand butter to reach the Canadian market.

Produce Section of Board of Trade.

The produce section of the Toronto Board of Trade has elected the following officers for the ensuing year: Chairman, J. T. Madden; vice-chairman, Andrew Gunn; secretary-treasurer, F. G. Morley; executive, W. J. Marshall, J. A. Maclean, T. H. Smith, Albert A. Thompson, and A. R. Willard.

Our Export Butter Trade.

A minor point in connection with our export butter trade, but one on which the provision dealers in England lay considerable stress, is the desirability of having a uniform weight of 56 pounds of butter in each box shipped. The trade in Great Britain dislike receiving shipments in which the boxes vary in weight from 56 pounds to 60 pounds, and if all our butter that is exported in boxes could be invoiced at 56 lbs. per package, it would be a decided step in advance. The following letter, received by the Extension of Markets Division, Department of Agriculture, Ottawa, gives the views of the Liverpool Provision Trade Association, on this matter:

"I am instructed by the directors of this Association to communicate with you with the view of pointing out that considerable inconvenience and loss frequently arise through some parcels of butter in boxes being marked or invoiced as 57 lbs., 58 lbs. or 60 lbs. each. We would strongly urge that all boxes of butter should be a uniform full 56 lbs. weight—with a sufficient excess to allow for shrinkage,—and that shippers must not invoice to customers on this side any excess of that weight. This will put on a uniform basis American, Canadian, New Zealand, Australian and Argentine butter.

"Any deficiency in test of actual weights or average loss, either abroad or in Liverpool, to be allowed as from 56 lbs. only, this regulation being necessary in order to prevent confusion and disputes, and to maintain the confidence of English buyers."

(Sgd.) J. S. Harmood Banner,
Secretary.

Liverpool, Feb. 4, 1905.

Dairy and Provision Notes.

The first annual convention of the Live Stock and Dairy Associations of Manitoba, met in Winnipeg last week.

The annual meeting of the Dairymen's and Live Stock Association of British Columbia was held on Mar. 2, at Victoria, B.C.

CHICORY

FINE IMPORTED ENGLISH, GERMAN AND BELGIUM CHICORY, IN CASKS . . . . .

We offer these goods at prices that will interest you. Write—

S. H. EWING & SONS, Toronto Branch, 29 Church Street.

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TELEPHONE MAIN 3171
Telephone orders receive prompt attention.

WHY NOT ?

Now that butter is so high, why not offer "DEFIANCE" Maple Syrup as a substitute? Think it over.

TORONTO JOHN SLOAN & CO. BELLEVILLE

The ONLY yeast that will please your customers is the famous



Royal Yeast

Sold by every Wholesale Grocer in Canada.

E. W. GILLETT COMPANY LIMITED

London, Eng. Toronto, Ont. Chicago, Ill.

Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions of all kinds tend a little to the quiet side this week. Bacon is unchanged, while hams are a trifle higher, as shown by the accompanying quotations. Word has been received that the bacon market in the old country is a little off. On account of the firmness of pork last week lard is quotably higher. Yearling lambs is 1-2c higher than last week. Other fresh meats continue unchanged. Our quotations are as follows:

Long clear bacon, per lb	$0 08½	$0 08¾
Smoked breakfast bacon, per lb	0 12½	0 13
Roll bacon, per lb	0 09½	0 00
Small hams per lb	0 13	0 13½
Medium hams, per lb	...	0 13
Large hams, per lb	0 11	0 11½
Shoulder hams, per lb	....	0 09
Backs, per lb	0 14	0 15
Heavy mess pork, per bbl	15 50	16 00
Short cut, per bbl	18 00	18 50
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb	0 08	0 08½
" tubs "	0 08½	0 08¾
" pails "	0 08¾	0 09
" compounds, per lb	0 06½	0 07
Plate beef, per 200-lb. bbl	11 00	11 50
Beef, hind quarters	6 00	9 00
" front quarters	4 50	6 00
" choice carcases	7 00	7 50
" medium	5 50	6 50
" common	5 00	6 00
Mutton	6 00	8 00
Lamb, spring, cold storage	....	10 00
Lamb, yearling	....	0 12½
Veal	8 00	10 00
Hogs, light, carlots	7 00	7 50
" " streetlots	7 50	7 75

Cheese—The cheese market continues steady, last week's prices being unchanged. Export trade is limited to orders on stored cheese for English account, c.i.f. quotations being 51s. to 52s., with the future pointing to higher prices. Our quotations are as follows:

	Per lb.	
Cheese, large	....	0 11
" twins	....	0 11½

Butter—The butter situation is a trifle easier than last week, and prices have accordingly been reduced. At the same time very little butter is coming forward, notwithstanding the fact that the railroads are now delivering goods without delay. It is definitely known that stocks in the country are light, and that during the last week we have been getting the accumulations of the last fortnight. March is usually a very light butter-making month, which means that we may see higher prices during the next few weeks. Wholesale dealers report that receipts of creamery butter are quite 1s. 3d less than usual at this time of year. Creamery solids are scarce, and the market is practically bare of dairy butter in tubs. We quote the following prices:

	Per lb.	
Creamery prints	0 27	0 29
" solids, fresh	0 22	0 25
Dairy prints	0 24	0 25
" large rolls	0 21	0 23

Poultry—Poultry is quiet, with supplies scarce and prices unchanged from last week. Our quotations are as follows:

Chickens, spring, dry plucked	0 12	0 13
Hens	0 07	0 08
Turkeys	0 16	0 17
Ducks	0 12	0 13

Montreal.

Provisions—There is no change in the provision market to note. The undertone of the market is firm, in sympathy with the recent advance in live hogs. The demand for lard is fair. Pork is unchanged. Smoked meats are in rather slow demand with prices unchanged. Live hogs show a good deal of activity, and strong feeling has consequently developed in dressed hogs. Fresh abattoir stock was sold from $8.50 to $9.00 and $7.50 to $8.00 for country dressed. Receipts are improving somewhat, and it is not unlikely that prices may recede 25c to 50c per hundred during the week.

Canadian short cut mess pork	$16 50	$17 50
American short cut clear	17 00	17 50
American fat back	17 00	17 50
Bacon, per lb	0 07½	0 13
Hams	0 11½	0 13
Extra plate beef, per bbl	11 50	12 00
"Boar's Head" brand, tierces, per lb	....	0 06½
" " ½-tierces, per lb	....	0 06½
" " 60-lb. fancy tubs	....	0 06½
Cases, 20 3-lb. tins, per lb	....	0 07½
" 12 5-lb. tins "	....	0 07½
" 6 10-lb. tins "	....	0 07½
20-lb. wood pails, each	....	1 43
20-lb. tin pails, each	....	1 33

Wood net, tin gross weight—	Wood.	Tin.
Pure lard, pails	1 57	1 70
" tubs	0 07½	0 08¾
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08¾	0 09½
" cases (24 3-lb. tins)	0 08½	0 09½

Butter—The butter market continues decidedly strong, and it is apparent that this does not apply solely to this market, as the scarcity of butter seems to prevail all over the country. Prices are being realized now for cold storage stock that would have been laughed at some months ago.

Finest creamery	0 28	0 30
Fine	0 26	0 28
Medium	0 24	0 27
Fine western dairy	0 22	0 23
Fair to good western	0 20	0 22
Undergrades	0 18	0 20

Cheese—No new developments in the local market are noted, and business is certainly dull, and prices in consequence purely nominal. Export shipments are away under the same period last year via Portland, while those via St. John are somewhat in excess of a similar period last year. Local market unchanged. Cable advices from Liverpool to-day report lower market at 51s. to 52s. The condition of the butter market is appreciated by cheese exporters, as with the high prices ruling in butter very little early fodder cheese will be put out.

Eggs—The egg market has shown a much stronger feeling during the past week, and prices for Montreal limed and good fall cold storage stock advanced one cent per dozen. We quote:

Selected Fall fresh	0 23	0 24
Montreal limed	0 20	0 21
Medium cold storage	0 17	0 18
Strictly fresh	0 30	0 32

St. John.

Provisions—In pork the advanced prices are firmly held, there is, however, but light sales. Beef is unchanged, and dull-smoked meats are rather higher. Pure lard has again slightly advanced. Refined is unchanged. In fresh meats, beef is unchanged with price quite low. Veal more freely received, price un-

A package of Brock's Bird Seed contains a cake of Bird treat

A Bird Medicine.
A Bird Food.
A Song Maker.

NICHOLSON & BROCK,
TORONTO.

SAN-TOY STARCH

is made according to the formula of a leading Chinese laundryman. That is why it gives such universal satisfaction. It will pay you to look into our proposition before placing your order.

J. H MAIDEN
MONTREAL

Peacock Brand Cream Cheese



None Better.
None so Good.
Tin Foil and Porcelain Jars.

Order from your wholesaler.

THE BATES PEACOCK CO., Hamilton. Ontario.

Butter Tubs

BEST WHITE SPRUCE

50—30—20 lb.

ORDER NOW

WALTER WOODS & CO.

Hamilton and Winnipeg.

changed. Lamb is firmly held, but mutton is very dull. Pork is higher.

Mess pork, per bbl	$16 00	$17 00
Clear pork "	14 50	18 00
Plate beef "	....	15 00
Mess beef "	10 50	12 00
Domestic beef, per lb	0 04	0 06½
Western beef "	0 07	0 08
Mutton "	0 04	0 05
Veal "	0 06	0 08
Lamb, "	0 07	0 07½
Pork "	0 08	0 08½
Hams "	0 12½	0 13½
Rolls "	0 10	0 13
Lard, pure, tubs "	0 08¾	0 09
" " pails "	0 09	0 09½
Refined lard, tubs	0 08	0 08½
" " pails	0 08½	0 09

Butter—Stock is small. The market has been cleaned up of all poor to medium butter for shipment West. Good butter is high. Creamery is scarce and higher.

Creamery butter	0 25	0 30
Best dairy butter	0 20	0 22
Good dairy tubs	0 18	0 19
Fair "	0 16	0 17

Eggs—Prices are firm. There is but a fair sale.

Eggs, hennery	0 28	0 30
" case stock	0 23	0 25

Cheese—Stocks are light. Prices rather higher. Only twins have a ready sale in the local market.

Cheese, per lb	0 11	0 11½

Winnipeg.

Butter—Trade is quiet and prices are steady. We quote:

Dairy, assorted pkgs., selected	....	0 21
" " round lots	....	0 17
" (separator), 1-lb. bricks	....	0 26
Finest fresh creamery, in 56-lb. boxes	....	0 25
" " in 28-lb. boxes	....	0 26
" " in 14-lb. boxes	....	0 27
" " in 1-lb. bricks	....	0 27

Cheese—We quote:

Finest Manitoba, large	....	0 11
" Ontario, "	....	0 11½
" " twins	....	0 12
Square cheese	....	0 12½

Lard—The lard market is very firm, and further advances may be expected at any time. We quote:

Lard, 50-lb. pails, per pail	....	4 90
" 20-lb. " "	....	2 00
" 3-lb. tins, per case 60 lbs	....	6 30
" 5-lb. " " "	....	6 15
" 10-lb. " " "	....	6 00
Pure lard in hhls, per lb	....	0 09

There may be Beans on the market which can be bought for less money, but there are none which can give the satisfaction to a customer that

CLARK'S

Pork and Beans in Chili Sauce

always has and always will.

No saving by buying cheap goods will repay you for a dissatisfied customer.

EGGS

We will buy your eggs F.O.B. all year.

CORRESPONDENCE SOLICITED.

The WM. RYAN CO., Limited

70 and 72 Front St. E., Toronto.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from **ONTARIO, MANITOBA and LOWER PROVINCES.**

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

ACME TABLE SALT.

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, - Toronto, Ont.

Butchers, Merchants and Hide Buyers

Should write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freights. He pays full market values. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

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LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

JAMES MARSHALL,

ABERDEEN, - SCOTLAND.

Cables, Halcyon. Codes, A. B. C., 5th ed., Scattergood. Consigoee for all kinds of Canadian produce. Personal attention and prompt returns guaranteed.

Agencies Wanted for Britain.

European and Canadian references and an extensive connection are points upon which I rely. CANNED GOODS, DRIED FRUITS, HONEY, PEAS.

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Est. 1878. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of

CANNED GOODS.

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Brokers, invite consignments of general produce, especially BUTTER, CHEESE, AND ALL FOOD PRODUCTS. Correspondence invited. References given. WRITE US.

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STOKES BROTHERS,

GENERAL MERCHANTS,

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Dealers in Eggs, Apples, Bananas, Potatoes and Fruits of all Kinds.

Correspondence solicited

This space $15.00 per year.

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Canadian Produce Importers,

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BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

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FRUIT AND PRODUCE BROKERS,

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APPLES AND ALL KINDS OF FRUIT AND PRODUCE.

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Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

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11 and 12 Bedford Hotel Chambers, Covent Garden,

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European representatives and distributors, Earl Fruit Co., California, U S.A.

SPECIALTIES,

FRESH, DRIED and CANNED FRUITS.

T.A.. Emulate.

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THOS. BOYD & CO.,

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are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England

We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER.

We sell cost, freight and insurance. Western Union Code

LONDON, LIVERPOOL, GLASGOW.

Salter & Stokes, 19-20 King St. W. Smithfield, 226-7 Central Market, E.C., **London, Eng.**

IMPORTERS OF CANADIAN

CHEESE, BUTTER, EGGS AND POULTRY

Reference, London City and Midland Bank, West Smithfield. We buy outright.

WE ARE HEADQUARTERS FOR

TEAS

No matter what kind, make or grade of TEA you are wanting, we can give you BETTER VALUES than are offered elsewhere. Our stock is large and carefully selected, and, with our large volume of business, we are enabled to offer our TEAS at a closer margin than our competitors.

Ceylons and Indians—

Our strong claim to leadership lies in the values of our Black Teas. From a line at 12c lb. up to the very finest Orange Pekoe—our values the greatest offered to the trade.

Ceylon Greens—

Our stocks at present show some lines that are unmatchable for low prices, consistent with cup quality. Our lines, to retail at 25c, outclass Japans by 3c to 4c per lb.

Japans—

For a 25c. retailer we have some lines that cannot be beaten at the price.

Young Hysons—

Just received some new lines, the finest we have seen this season.

A POST CARD WILL BRING SAMPLES

The best paying proposition in package Teas is Our

"KOLONA"

PURE CEYLON TEA

The greatest value to the consumer and— a handsome profit to the dealer.

25 to 80c lb., 1-2s & 1s

Black, Green, Mixed

THE EBY, BLAIN CO. LIMITED

Wholesale Grocers, - - - TORONTO.

Cured Meats—Prices are steady. We quote:

SMOKED MEATS.

Hams, sugar cured, assorted sizes		0 13
" " heavy 20 to 30		0 12½
Picnic, " assorted sizes		0 08½
Shoulders, "		0 08½
Bacon, " breakfast bellies		0 12½
" " breakfast backs		0 10½
" " Wiltshire sides		0 15
" " spiced rolls, long		0 09½
Manitoba butts		0 09½
" " skinned		0 10
" " boneless and rolled		0 11
" rolls, boneless		0 11

DRY SALT MEATS.

Bacon, dry salt long clear		0 08½
" " " smoked		0 09½
" " " boneless backs		0 09½
Shoulders " "		0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl	18 00
" " " per ½ bbl	10 50
Standard mess pork, per bbl	16 00
" " " per ½ bbl	9 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00

Sweet pickled spare ribs, not cooked, per lb. 0 04
" " hocks, " " 0 04

AMONG THE BOARDS OF TRADES.

Quebec City.

A SPECIAL meeting of the Quebec Board of Trade was held on Feb. 22 to receive and hear the views of a delegation of merchants from the Montreal Federation of Associations of Retail Merchants on the question of the suppression of trading stamps. The personnel of the delegation was as follows: J. O. Gareau, President; Armand Giroux, O. Lemire, P. Daoust, Allaire Trudeau, A. Fleury, W. U. Boivin, Ald. J. D. Couture, E. J. Paquet and Eug. Fleury.

Mr. Power, President of the Board of Trade, requested Mr. Gareau to address the meeting on the subject at issue, when the latter explained that it was the intention of the retail merchants of Montreal to petition the Federal Government to introduce a measure of legislation at the present session for the suppression of trading stamps, and to make it an illegal act to issue, handle or sell these articles. He said that the Provincial Legislature had already passed a law to that effect, but an appeal had been taken to the courts as to the power of the Legislature to do so, and it might take four or five years before a final decision of the matter was reached. It was now the intention to appeal to the Dominion Government for an immediate suppression of the trading stamp system. The Federation was seeking the support of the various trade bodies throughout the Dominion. The Quebec Board of Trade had already passed such a resolution, and invited the Board to name a deputation to join with the large deputation from different parts of the country, which it was prepared to gather in Ottawa on the 8th of March, next, to lay their views before the Government.

It was finally moved by Mr. G. E. Amyot that a delegation of the Board be sent to Ottawa on March 8 to join with the delegations from other cities in supporting the demands of the Federation of Associations of Retail Merchants for legislation for the suppression of trading stamps. The motion was adopted and the meeting adjourned.

Collingwood.

At the annual meeting of the Collingwood Board of Trade held last week, the following officers were elected: W. A. Hogg, president; P. Paton, vice-president; J. Morris, secretary; G. R. Carpenter, treasurer; council, W. A. Copeland, D. G. Cooper, T. F. Hodgson, F. W. Churchill, C. E. Stephens, Capt. F. Scott, G. W. Bruce, W. T. Toner, J. Guilfoyle, and W. T. Allan.

BANANA COMBINE.

A movement is on foot in the United States for a formation of a large banana shippers' combine in opposition to the Fruit Despatch. The new combine is being promoted by Baltimore and Philadelphia interests, and is looked upon as likely to be a check on the workings of the Fruit Despatch, which latter company have had everything their own way during the last four or five years; they have practically dictated terms, etc., to the trade, and it is felt that the time has arrived for a consolidation, looking to the protection of trade generally.

THE JOHN L. CASSIDY CO. LIMITED

MONTREAL.

OUR EXCLUSIVE LINES

—IN—

Dinner and Toilet Ware

are irresistible, and will appeal to your better class trade—
"With Ample Margin For You."

Our stock also embraces the most saleable lines in

China
Glass
Lamps
Earthenware
Silverware
Cutlery

WITH EVERYTHING IN

CROCKERY

IF YOU WANT A GOOD THING, WE HAVE IT.

Here



IS A VERY ATTRACTIVE AND USEFUL CRATE OF

DINNER AND TOILET SETS

One of Several New Assortments Just Received

[28] D.T. Assortment

2 Dinner Sets, 97 pcs., A. Plain Green, "Erie"
2 " " " S. Gilt F. Green, "Erie"
3 " " " S. Gilt Flow Green, "Ophir"
3 Toilet Sets, 10 pcs., Printed Peacock, "Rose"
3 " " " " Pink, "Rose"
3 " " " " Brown, "Stag"
3 " " " " Peacock, "Stag"

BARNARD & HOLLAND CO.

MONTREAL

A FEW OF OUR SPECIALTIES:

Jersey Cream Yeast
Jersey Cream Baking Powder
Jersey Extracts
Jersey Jelly Powder
Jersey Mustard
Social English Breakfast Tea
Queen's Blend and Plantation Coffees

WE ARE GOING TO SPEND

$30,000

during

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in advertising our specialities. Our offer is first to the grocery trade; if they do not want it will use it in newspapers and on bill boards. Which way appeals to you as the best? Show your appreciation by ordering through our travellers, or by mail.

Lumsden Bros.

HAMILTON, ONT.

A FEW OF OUR SPECIALTIES:

Old Church Pork and Beans
Old Church Ketchup
Standard Spice
Standard Jams
Standard Marmalade
Standard Brooms
Indian Relish
Celery Relish

Lumsden's Lye

Ammonia.
Gorman, Eckert & Co., London, Ont.

Baking Powder.
Maiden, J. H., Montreal.
Gillett, E. W., Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Greig, Robt., Co., Toronto.
Lumsden Bros., Hamilton.
McLaren's, W. D., Montreal.

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Canadian Swiss Trading Co., Montreal.
Christie, Brown & Co., Toronto.
Cowan Co., Toronto.
Lamont, Corliss & Co., Montreal.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Natural Food Co., Toronto.
Provost & Allard, Ottawa, Ont.
Stewart, A. J., Toronto.

Blue and Black Lead.
James' Dome—W. G. A. Lambe & Co., Toronto.
Oakey, John, & Sons, London, Eng.

Business Brokers.
The Locators, Winnipeg, Man.

Canned Goods.
Belleville Canning Co., Belleville, Ont.

Cash Registers.
National Cash Register Co., Dayton, O.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Canadian Cigar Co., London, Ont.
Empire Tobacco Co., Montreal.
Fortier, J. M., Montreal.
McAlpin Consumers Tobacco Co., Toronto
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Canadian Swiss Trading Co., Montreal.
Cowan Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Lamont, Corliss & Co., Montreal.
Lowney, Walter M., Co., Boston, Mass.
MacLaren, A. F., Imperial Cheese Co., Toronto.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto

Computing Scales.
Wilson, C., & Son, Toronto.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk and Canning Co., Truro, N.S.

Corks.
Ewing, S. H., & Sons, Montreal.

Crockery, Glassware and Pottery.
Barnard & Holland, Montreal.
Cassidy, John L., Co., Montreal.
Foster Pottery Co., Hamilton.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Fearman, F. W., Co., Hamilton.
Matthews, Geo. Co., Brantford, Hull, Peterboro'.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Ryan, Wm., & Co., Toronto.
Rutherford, Marshall & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Balfour & Co., Hamilton.
Bickle, John W., & Greening, Hamilton.
Black Bros. & Co., Halifax.
Connors Bros., Blacks Harbor, N.B.
Gillard, W. H., & Co., Hamilton.
Grant, Joseph, Ottawa, Ont.
James, F. T., Co., Toronto.
Leonard Bros., Montreal.
Lucas, Steele & Bristol, Hamilton.
Provost & Allard, Ottawa.
Sovereign & Lynx Brands.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.
Winnipeg Fish Co., Winnipeg, Man.

Foreign Importers.
Biermann, E., & Co., Cardiff, Wales.
Boyd, Thos., & Co., Liverpool, Eng.
Crichton, Alexander, Liverpool, Eng.
Duffus, Alex. S., London, Eng.
Griffin & Culverwell, Bristol, Eng.
Hall, R. C., & Co., London, Eng.
Lethem, John, & Sons, Leith, Scotland.
Little, Geo., Manchester, Eng.
Marshall, James, Aberdeen, Scotland.
Meeker, George R., & Co., London, W.C.
Salter & Stokes, London, Eng.
Scott, David, & Co., Liverpool, Eng.
Stokes Bros., Exeter, Eng.
Whiteley, Muir & Co., Liverpool, Eng.
Wickes, Hamilton, & Co., London, Eng.

Fruits—Dried, Green, and Nuts.
Adamson, J. T., & Co., Montreal.
Finkle & Ackerman, Bowmanville, Ont
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton.
Goodwillie's—Rose & Laflamme, Montreal.
Husband Bros. & Co., Toronto.
McWilliam & Everist, Toronto.
Rattray, D., & Sons, Montreal.
Robinson, O. E., & Co., Ingersoll.
Rose & Laflamme, Montreal.
Sloan, John, & Co., Toronto.
Stringer, W. B., & Co., Toronto.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Tippet, A. P., & Co., Montreal.

Grain, Flours and Cereals.
Frontenac Cereal Co., Kingston.
Greig, Robt., Toronto.
Kinnear, T., & Co., Toronto.
Lake Huron & Manitoba Milling Co., Goderich.
McCann, Wm., & Co., Toronto.
Ogilvie Milling Co., Montreal.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
"Ozo" Co., Montreal.
Provost & Allard, Ottawa.
Sloan, John & Co., Toronto.
Turner, James, & Co. Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.

Hides.
Page, C. S., Hyde Park, Vt.

House Insect Destroyer.
Common Sense Mfg. Co., Toronto.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.
Walker Pivoted Bin and Store Fixture Co., Toronto.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Colson, C. E., & Son, Montreal.
"Ozo" Co., Montreal.
Smith, E. D., Winona, Ont.
Southwell's—Frank Magor & Co., Montreal
Upton, Thos., & Co., Hamilton.

Macaroni.
Tippet, A. P., & Co., Montreal.

Manufacturers' Agents, Brokers and Commission Merchants.
Adamson, J. T., Montreal.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Kyle, C. E., Toronto.
Lambe, W. G. A., & Co., Toronto.
Lawson, Reginald, Winnipeg.
Millman, W. H., & Sons, Toronto.
Milne, Chas., Vancouver, B.C.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Rattray, D., & Sons, Montreal.
Ryan, Wm., Co., Toronto.
Tippet, A. P. & Co., Montreal.
Rutherford, Marshall & Co., Toronto.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Mince Meat
Bates, Peacock Co., Hamilton.
Capstan Mfg. Co., Toronto.
Wethey J. H., St. Catharines.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Medicines.
Mathieu, J. L. Co., Sherbrooke, Que,

Peels.
Colson, C. E., & Son, Montreal.
Greig, Robt. Co., Toronto.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Colson, C. E., & Son, Montreal.
Flett's—Rose & Laflamme, Montreal.
Gorman, Eckert & Co., London, Ont.
Greig, Robt., Co., Toronto.
Heinz, H. J., Pittsburg, Pa.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Paterson's— Rose & Laflamme, Montreal.
Sutton, G. F., Sons & Co., London, Eng.

Polishes—Metal.
Oakey, John, & Sons, London, Eng.

Polishes—Stove.
Morse Bros., Canton, Mass.
Nickel Plate Stove Polish Co., Chicago.

Refined Cider.
Wilson, W. H. Co., Tillsonburg, Ont.

Refrigerators.
Ham & Nott Co., Brantford, Ont.

Rice.
Orme & Sutton Rice Co., New York.

Salt.
Cerebos Salt.
Gray, Young & Sparling Co., Wingham.
Toronto Salt Works, Toronto.

Soap.
Fairbanks, N. K., Montreal.

Soda—Baking.
Dwight, John, & Co., Toronto.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Starch Co., Port Credit.

Steel Shingles and Siding.
Metallic Roofing Co., Toronto.

Store Lighting.
Auer Light Co., Montreal.

Sugars, Syrups and Molasses.
Canada Maple Exchange, Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Grimm Mfg. Co., Montreal.
Imperial Maple Syrup—Rose & Laflamme Montreal.
Montreal Maple Co., Montreal.
Sloan, John & Co., Toronto.
"Sugars" Limited, Montreal.
Wallaceburg Sugar Co., Wallaceburg, Ont.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Ass'n.
"Commissioner" Tea, London, England.
Dutch Chemical Works, Amsterdam, Holland.
Eby, Blain Co., Toronto.
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Ewing, S. H. & A. S., Montreal.
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Japan Tea Traders' Ass'n.
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Lumsden Bros., Hamilton.
Marceau, E. D., Montreal.
"Ozo" Co., Montreal.
Rutherford, Jas., & Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Sloan, John, & Co., Toronto.
Todhunter, Mitchell & Co., Toronto.
Wood, Thos., & Co., Montreal.

Vinegars.
Hill, Evans & Co., Worcester, Eng.
"Ozo" Co., Montreal.
Wilson, W. H., Co., Tillsonburg.

Washing Compound.
Keen's—Frank Magor & Co., Montreal.
Winn & Holland, Montreal.

Woodenware.
Woods, Walter, & Co., Hamilton.

Wrapping Paper, Paper Bags, Etc.
Canada Paper Co., Toronto.
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VEGETARIAN BAKED BEANS

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NEW ADVERTISEMENTS.

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Grant, Joseph, Ottawa, Ont.
Foster Pottery Co., Hamilton, Ont.

PARCEL POST AND MAIL ORDER HOUSE.

IN a recent debate in the Commons, Postmaster-General Sir William Mulock was questioned about the cost of the parcel post section of the public service. He answered that the cost of carrying papers and parcels was lumped under one head, and that that branch showed a deficit. The public is entitled to a report on these branches, separately.

The reasons for a public carriage of mails, whether letter or newspaper, do not subsist in a like manner in the case of parcel post. All reasons, social, political, and commercial, make a Government control of the letter and paper post necessary. They are of such a nature that their security and inviolability must be absolutely guaranteed by the Government. But no such argument can be advanced in the case of parcel post. This feature of the public service rests on a totally different basis. It is a question merely of utility. Its justification lies in its providing a convenience to the people at large, which they otherwise would not enjoy. This being so, it is reasonable to expect that the service should be self-supporting.

It was never intended that this part of the postal service should merely subserve the interests of the departmental stores and mail order houses. The mail order business is to some extent just in its infancy in Canada, but it is a pretty lusty infant. The evil is not so attractive that special privileges should be granted for its propagation. Yet that is exactly what happens if parcel post does not pay its own way. The situation is briefly this. The Government has a well equipped service for the transmission of mails By mail, in the first instance is meant letters and papers. Letter-post need not be considered here. As for the latter, as supplying education and culture to points at which the schools cannot touch, as being the vehicle of that publicity which has been worshipped as the foundation of democracy, as enlightening the public politically, and inducing good, intelligent citizenship in the people at large, as being the mirror of the laws, decrees, customs and opinion of the land, as exerting these influences to a greater or a less degree—for the press does exert these influences,—the free transmission of papers by mail is entirely justifiable. But what argument can be adduced for the carriage of parcels—merchandise—on any other basis than that of its being self-supporting? It is a straight business transaction. A man goes to the market where he can buy his goods cheapest. The cost of an article is the actual amount paid for laying it down in his house.

We have the two methods of purchasing goods before us. In the first case, there is the retail dealer who buys his goods in the regular way and pays his full freight or express thereon. He then retails them—and this is the crucial point of the question—taking as the basis of his selling price the amount he paid for them, plus the freight or express charged. Let us be clear on this point. The small dealer at no stage of the proceedings receives the slightest privilege or benefit from anybody. He keeps up his store in the town in which he does business. He pays taxes to the full on his building and stock. He employs clerks and assistants, who in turn contribute their quota to the revenue of the municipality. By his industry, he, directly or indirectly, improves the market for the farmers' produce and adds to [illegible]perity. The railway and express companies receive their proportional advantages. He does this while making a fair percentage of profit, never very large, on his investment.

On the other hand, there is the mail order house, whether it be entirely such or be a departmental store doing a mail order business. This concern has no stake in the towns in which its does business, it adds not one iota to the well-being or prosperity of the country at large; its whole interests, so far as they effect any good, are centred in the one big city which contains it. But not only have we these general evil effects of this class of business, but we have the positive unfairness of competition, resulting from a cheaper method of transportation. By the people at large paying for the deficit, which results from these companies sending their merchandise through the mails at less than the actual cost of the service, they are enabled to undersell the small retailer in a radically unfair manner. The small dealer has one hand tied behind his back when he goes into the fight. He has to pay a share of that very deficit which enables the mail-order house to take his business away from him. Such a condition is entirely at variance with our conceptions of fair and honest competition. The mail-order business is a menace to the retail dealer. It growth is viewed with alarm by all business men. At least let it not be fostered by special mailing privileges.

There is just one way to change the present conditions. Let the merchants unite in bringing pressure to bear on the Government to have the parcel post raised to a fair rate. Let each business man throughout the country make personal representations to his representative or Senator of the unfairness of the

present system. A strong and united protest will accomplish much.

GRAND CONVENTION.

A LEADING Toronto wholesale grocer, in commenting on the annual meeting of the Dominion Wholesale Grocers' Guild in Toronto last week, remarked that it was, without doubt, "the grandest convention in the history of the Guild." This organization has grown steadily until, at the present time, it represents a powerful force in Canadian public opinion that must be taken into consideration in all matters affecting the trade and commerce of the nation.

We have always sympathized with the aim of the Guild in the main, namely, the organization of the wholesale grocers of Canada into one association, for the unification of individual interests wherever possible, and the better despatch of matters affecting the trade as a whole. At the same time, we do not forget that we have, from time to time, taken issue with the Guild in matters of policy, etc., and in almost every case the result has been the reverse of unsatisfactory to ourselves. But, casting all differences aside, we are in hearty accord with the Dominion Wholesale Grocers' Guild in so far as it now stands for one of the most representative business organizations in the country, and has for its motto "the upbuilding of Canadian trade."

BE OPTIMISTIC.

DO not admit that any town is better than your own. There is too much complaining about the deadness of the town, the unprogressiveness of its citizens, and the perversity of everything and everybody. This kind of talk will never make your business any brighter. Remember that, whatever be the faults and failings of your particular bailiwick, that is the place in which you have cast your lot, and that your success depends primarily on the town's success. Be optimistic.

If there is any royal road to success, it lies in that. Convince yourself, first, that you are doing business in a community of intelligent people, who are able and ready to buy your goods, if you can show them that they are right in quality and price. Then get out and show them. That is what an advertisement is for—that is what your show windows are for. You will be surprised how infectious such a spirit of enterprise is. It will spread from you to your next door neighbor, from him to the rest of the street, and from that street to the rest of the town. That is what you want. Life and spirit in the town mean business and profits for you. Be optimistic.

TORONTO UNIVERSITY AFFAIRS.

A CRISIS in the affairs of the Provincial University of Ontario seems imminent. Charges of a grave character against the administration of the University are being investigated by a special committee of the Senate. Even if the committee make an indefinite finding and seek to smooth over the difficulty, as was the case in 1895, the people of Ontario will be in the right if they demand a more thorough and far-reaching investigation.

Two years ago and more, the Maclean newspapers directed attention to the internal troubles which were undermining the good work of the University. At that time these references were resented by many newspapers of the Province, particularly The Toronto Globe. To-day the press has awakened to the fact that there really is something wrong. We find The Globe admitting that, "within the circles of the University there is unconcealed division and discontent. There is division among the teachers and discontent among the students, and the spirit of disquiet broods over all. Outside the inner circles, among the graduates and friends of the University, there is a growing sense of discouragement, a feeling almost of hopelessness, as regards any real and satisfactory betterment of the situation."

One reason why nothing has come of agitations, hitherto conducted in and around the University, is that graduates have shown a foolish pride about having the University appear more perfect than she really is. They cannot bear to have outsiders critizing their Alma Mater. Notwithstanding, among themselves no one is more critical or more inclined to find fault on the least occasion. Perhaps it would be as well for them to remember that the University is not a private academy, which they alone are permitted to criticize, but a University of and for the people.

SPRING TRADE PREPARATIONS.

FROM the trade standpoint spring has arrived, calendar and weather conditions notwithstanding. All classes of business men are looking forward to a good spring trade. The retailer feels he should sell more goods than formerly to hold his own as to profits and show a desirable increase. Many, reaching a certain point in the volume of business done, stop there, and do not put forth energy to reach beyond. It is hustle nowadays or give up the ship. The most successful man will be he who outbids his competitors.

Granting that the store has been refurnished with new and fresh goods, the next thing to do is to make the public acquainted with the kind of store kept. This is done by the right kind of advertising, by window trimming; in fact, anything that will unfold the life within. Neglect nothing that will contribute to the betterment of your store. Represent things as they are and keep on hand the best goods the community will buy. By buying goods that you can sell quickly the value of newness is learned. It must be remembered, too, that what will sell in one locality is often a drug in another. The merchant, therefore, who would suit the people in his district, must be a close observer to comprehend the possible desires of his people. There must be accuracy in adapting purchases to probable demand.

Spring farm and trade preparations will soon begin actively. A fair crop and fair markets last year, with prices of all commodities high, will stimulate agricultural activities and bring money into the pockets of the tillers of the soil. This will increase their purchasing power for more of your goods. Are you going to get your share?

DOMINION WHOLESALE GROCERS' GUILD.

FOLLOWING up the resolution adopted by the Dominion Wholesale Grocers' Guild in Toronto last week in regard to the undue retention of French goods in New York, a deputation waited upon the Dominion Government

on March 1 in the hope of obtaining the desired re-adjustment. It is felt that the wholesale trade are suffering an injustice and that something must be done to prevent American interests from using



Mr. Albert Hebert, Montreal,
Vice-Pres. Dominion Wholesale Grocers' Guild for Quebec.

Canada as a dumping ground for such goods at times when they are oversupplied to the injury of direct importers. The Grocer will publish the results of the conference in next week's issue.

One of the questions on which the Guild was unanimous was the continuance of the duty on tea coming into Canada from the United States, it being the general opinion that the Canadian trade would suffer if U. S. houses were given an opportunity to flood the country with cheap lines of tea.

The grocers were also of one mind in protesting against the undue delay on the part of the railways in settling shortage claims. When complaints are registered against the railways they throw the blame on the steamship companies and so bring about a deadlock, which is not only a hindrance to trade generally, but intolerable to individual shippers. Exception was taken to the bills of lading as issued by the steamship and transportation companies. These are becoming more and more stringent every year in favor of carriers. At the present time the steamship lines are hardly liable for anything, not even bad storage. The Guild decided that both these latter matters should be brought before the Railway Commission immediately and an endeavor made to remedy the existing state of affairs.

The following officers were elected for 1905: President, Lieut.-Col. J. I. Davidson, Toronto; vice-presidents—for Ontario, H. C. Beckett, Hamilton; for Quebec, Albert Hebert, Montreal; for New Brunswick, A. H. F. Randolph, St. John; for Nova Scotia, H. G. Bauld, Halifax; for Prince Edward Island, W. H. Aikin, Charlottetown; for Manitoba, K. Mackenzie, Winnipeg; for British Columbia, Charles H. Todd, Victoria; secretary, J. Stanley Cook, Montreal.

Lieut.-Col. J. I. Davidson.

The new president of the Guild needs no introduction to readers of The Grocer, being already well and favorably known to members of the trade throughout Canada. In the Province of Ontario and City of Toronto he is one of the most prominent citizens, taking an active part in public and military affairs. During 1904 he served the Guild in the capacity of vice-president for Ontario.



Col. John I. Davidson, Toronto.
Pres. Dominion Wholesale Grocers' Guild.

Colonel Davidson is president of the wholesale grocery firm of Davidson & Hay, and of the Western Brokerage Co., both of Toronto, vice-president of the Canada Grocers Limited, and in addition is actively interested in a number of other large business concerns.

Mr. Albert Hebert

Vice-President (for the Province of Quebec) of the Dominion Wholesale Grocers' Guild, is well known in Canadian grocery circles as a leading member of the Montreal wholesale grocery, wine and liquor firm of Hudon, Hebert & Cie. His business career dates from 1883, when he entered the firm of Hudon, Hebert & Cie., along with his brother Zephie, as a clerk. Mr. Hebert has learned the grocery trade from the bottom up, having served in almost every post, until at the present time he is one of the principal partners of the firm.

Mr. H. C. Beckett.

Mr. H. C. Beckett, vice-president of the Dominion Wholesale Grocers' Guild for Ontario, was born Dec. 12, 1860, in Hamilton. Like many other successful Canadian business men, he started out for himself at a very early age, and for two years worked in the machine shop of the F. G. Beckett Engine Works Co., Hamilton. In 1878 he entered the employ of the wholesale grocery firm of W. H. Gillard & Co., in which firm he has been actively engaged for the last 27 years. Mr. Beckett, by reason of his sterling ability, aptitude and enthusiasm in his chosen field, soon won promotion to more responsible positions with W. H. Gillard & Co., until at the present time he is second partner in the firm.

Mr. Beckett is recognized throughout the Canadian grocery trade as one who has given both his time and ability to the advancement of the best interests of the Canadian grocery trade. For instance, he was the originator of the equalization rate system of selling sugar. His recent appointment to the Ontario vice-presidency of the Dominion Wholesale Grocers' Guild shows the high esteem in which he is held by his fellow tradesmen, since it is well known that such positions are honorary and given only in recognition of services rendered to the grocery trade in its widest sense.



Mr. H. C. Beckett,
Vice-Pres. Dominion Wholesale Grocers' Guild for Ontario

Most Grocers Are Selling

Highest Award St. Louis 1904

"SALADA"

Black Mixed or Natural Green

Are You One of Them?

It is the most profitable to handle because there is no loss in weight and no cutting in price.

Write for Samples **"SALADA," TORONTO and MONTREAL**

COLES Electrically Driven Coffee Mills.

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Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest



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Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills For Prices, Terms and Discounts, address

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Live dealers realize that substitution doesn't pay. People enjoy being the judges of what is best for them and it is wise policy to give them what they want.

The extra profit made from trial sales of unknown brands is very insignificant compared with the continuous profit from repeated sales, sure to be the lot of any meritorious article aggressively advertised to the consumer.

Celluloid Starch does what is claimed for it and the present heavy demand is the result.

Its success is a natural result of the genuine merit it possesses.

BRANTFORD STARCH WORKS LIMITED.

BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Groceries.

Toronto, March 2, 1905.

BUSINESS conditions are steadily improving throughout the country since the opening up of the railroads after the recent blockade, and the wholesale trade report a fair volume of trade for the week under review. Country orders are being hurried through in some cases, owing to the fact that the Spring break-up will occasion considerable delay in delivery during the next month or so.

Sugars show a firmer tendency, an advance of $\frac{1}{8}$c. in raws coming into effect in New York on Monday, Feb. 27, and an advance in Canadian refined is imminent. Scarcity of gallon tomatoes is reported as well as frequent importations of canned tomatoes from United States. An interesting feature of canned goods this week is the increased enquiries for canned salmon. The retail trade are evidently beginning to anticipate their Summer wants in view of the likelihood of a firm salmon market. An advance in New Orleans and West Indian molasses is recorded and tapioca is said to be slightly higher.

The market is bare of evaporated apricots and peaches, and sultana raisins are quoted $\frac{1}{2}$c. lower than last week. Cables from France advise a firm and advancing market in Tarragona almonds. The bean market continues to show an additional strength, an advance of 10c. in hand-picked being noted during the week under review. Farmers are said to be holding back supplies in the expectation of still higher prices, which will, in all probability, rule during the next few weeks.

CANNED GOODS.

A seasonable demand at unchanged prices for canned goods is reported for the week, as well as a scarcity of gallon tomatoes. Importations of American tomatoes, 3s, have taken place, on account of the fact that there are no tomatoes in first hands. Some of the wholesale houses are quoting tomatoes as high as $1.30. There are increased enquiries for canned fruits, and additional interest in canned salmon has developed during the last fortnight. Evidently the retail trade are beginning to anticipate their Summer wants, having also an eye to the fact that prices are bound to become firmer in view of the probable close season for salmon during 1906 and 1908 coming into force. We quote the following prices:

Tomatoes, 3's	1 25	1 30
Corn, 2's	1 15	1 20
Peas, 2's	0 82½	1 30
Sliced beets, 2's		0 85
" " 3's		0 95
" " whole		0 95
Pumpkin, 3's		0 75
" gal		2 50
Squash		1 00
Asparagus tips, 2's		2 50
Golden waxed beans, 2's		0 80
Refugee or Valentine beans, 2's		0 85
Crystal waxed beans, 2's		0 92½
Spinach, 2's		1 40
" 3's		1 80
Baked beans, plain, 1's		0 45
" " 2's		0 72
" " 3's		0 90
Tomato sauce, 1's		0 50
" " 2's		0 78
" " 3's		1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's		0 78
" " gal		4 50
" jugs		7 70
Apples, standard, 3's	1 85	1 90
" preserved, 3's		1 47½
" standard, gal	1 85	2 00
Pears, Flemish Beauty, 2's		1 52½
" " " 3's		2 00
" Bartlett, 2's		1 87½
" " 3's		2 82½
" whites, 2's		1 72½
" " 3's		2 67½
Peaches, pie, 3's		1 25
Cherries, red, pitted, 2's		2 20
" not pitted, 2's		1 75
" English black, pitted, 2's		2 20
" " not pitted, 2's		1 75
" white wax, pitted, 2's		2 42
" " not pitted, 2's		2 00
Lawtonberries, heavy syrup, 2's		1 57½
" preserved, 2's		1 75
" standard gal		4 97½
Plums, Damson, light syrup, 2's		1 00
" heavy syrup, 2's		1 30
" " 3's		1 85
" Lombards, light syrup, 2's		1 05
" heavy syrup, 2's		1 35
" " 3's		1 90
" green gage, light syrup, 2's		1 15
" heavy syrup, 2's		1 47½
" " 3's		2 00
" egg, heavy syrup, 2's		1 52½
" " 3's		2 10
Pineapple, sliced, standard, 2's		2 35
" extra " 2's		2 47½
" grated, " 2's		2 62½
Raspberries, red, heavy syrup, 2's		1 40
" preserved, 2's		1 60
" black, heavy syrup, 2's		1 35
" preserved, 2's		1 50
Rhubarb, preserved, 2's		1 15
" " 3's		1 90
" " gal		2 62½
Strawberries heavy, syrup, 2's		1 60
" preserved, 2's		1 75
Lobster, talls		3 50
" 1-lb. flats		3 75
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Fraser River, "Horseshoe" and "Maple Leaf."		
1-lb. talls, 5 cases and over		1 77½
1-lb. talls, less than 5 cases		1 80
1-lb. flats, 5 cases and over		1 90
1-lb. flats, less than 5 cases		1 92
½-lb. flats, 5 cases and over		1 17
½-lb. flats, less than 5 cases		1 20
Salmon, "Clover Leaf."		
1-lb. talls, 1 to 4 cases		1 80
1-lb. flats, 1 to 4 cases		1 87½
1-lb. talls, 5 to 9 cases and over		1 77½
Chums	0 95	1 00½
Sardines, Sportsman ¼'s		0 14
" ½'s		0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04½
" " ½'s	0 09	0 11½
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies, per doz		1 00
Haddies, per case		4 00
Kippered herrings, domestic		1 00
" " imported	1 40	1 45
Herrings in tomato sauce, domestic		1 00
" " imported	1 40	1 45
California ripe olives, tins, per doz		4 75
Corned beef, 1s, per doz		1 50
" 2s, "		2 70
" 6s, "	8 00	10 00
" 14s, "		18 00
Lunch tongues, per doz		3 00
Potted meats, ½s, "		0 50
" ¼s, "		1 00

SUGAR.

The situation is practically without change.

The tone of the market is very firm, and a fair business in raws has transpired at full former figures, and, in some cases, at 1-16c. advance, both for spot sugars and for sugars to arrive. It has also been reported, but so far without confirmation, that one of the Philadelphia refiners purchased 12,000 bags Cubans for March-April shipment at 3 7/8c., c and f, equal to 5¼c. duty paid, which, if confirmed, would record an advance of ⅛c. for the week, and of 5-16c. from the recent lowest point. Even should this lack confirmation, the price has been practically established by local business in Cuba at equivalent to same basis. Spot New York quotations are nominal on basis of 5⅛c., duty paid for 96 test, and the higher prices named are for sugars afloat, and for March-April shipment. A small cargo of San Domingo centrifugals nearby afloat on sailing vessel, has been sold to speculator at equal 5 3-16c., duty paid, and there are other buyers of Cubans for April-May shipments at same figure, but holders stand out for 1-16c. higher. There are no special indications of change in the situation at present, unless the article should be sympathetically affected by declines in other articles such as coffee, as in many instances, the same people are interested in both these articles.

For the week beet sugars make a net loss of ¾d. per cwt. After advancing from 15s. 3d. to 15s. 5½d., they have taken a sudden drop of 3d. per cwt. on liquidation of large March contracts, and to-day's quotation is 15s. 3¼d. Latest cable from Mr. Q. Ficht, of Magdeburg, indicates no change in the crop situation. The factory estimates of the sowings for Germany for next campaign are only 7 per cent. larger than last year, all of which will be required.

Refined is practically unchanged in all positions, with only a moderate demand in the United States and Canada. The only change to note locally, is a reduction of 5c. per 100 lbs. in quotation for Berlin granulated, giving that "make" a differential of 10c. per 100 lbs. below Montreal granulated. The reduction applies to both bags and barrels, and the differential is good for 30 days only from Feb. 24th.

For week ending Feb. 23rd, meltings at U. S. four ports, were 33,000 tons, an increase of 2,000 tons for the week. Receipts were 58,744 tons, thus increasing stocks by over 25,000 tons. Combined stocks of U. S. and Cuba, on 23rd ult., were 538,488 tons, an increase of 74,785 tons over last year. Total stocks of Europe and America, at latest and even dates, were 2,809,488 tons, or 839,215 tons less than corresponding period last year.

There are no special indications for the immediate future, and we refer to list below for current quotations.

Paris lumps, in 50-lb. boxes	6 38
" in 100-lb. "	6 28
St. Lawrence granulated	5 73
Redpath's granulated	5 73
Acadia granulated	5 73
Berlin granulated	5 63
Phoenix	5 58
Bright coffee	5 58
Bright yellow	5 48
No. 3 yellow	5 48
No. 2 "	5 33
No. 1 "	5 23
Granulated and yellow, 100-lb. bags, 5c. less than bbls.	

SYRUPS AND MOLASSES.

A specially large volume of business in syrups and molasses is reported for the week. Low grade molasses, both West Indian and New Orleans, has firmed fully 2c. in primary markets, although local quotations have not been affected as yet. We quote the following:

Syrups—		
Dark		
Medium	0 30	0 32
Bright	0 35	0 37

Corn syrup, bbl., per lb	0 02½
" ½-bbls "	0 02¾
" kegs "	0 03
" 3 gal. pails, each	1 30
" 2 gal. " "	0 90
" 2-lb. tins (in 2 doz. case) per case	1 90
" 5-lb. " (in 1 ") "	2 35
" 10-lb. " (in ½ ") "	2 25
" 20-lb. " (in ¼ ") "	2 10
Molasses—	
New Orleans, medium	0 25 0 30
" " ½ bbls	0 27 0 32
" open kettle	0 45 0 50
Barbadoes, extra fancy	0 45 0 50
Porto Rico	0 42 0 48
West Indian	0 32 0 35
Maple syrup—	
Imperial qts	0 27½
1-gal. cans	0 95 1 00
5-gal. cans, per gal	1 00
Barrels, per gal	0 75
5-gal. Imp. brand, per can	4 50
1-gal. " per case	5 10
½-gal. " "	5 60
Qts. " "	6 00

COFFEES.

A firm coffee market, with steady business on a medium to large scale, is reported for the week. Otherwise there is nothing of special interest to record. We quote the following prices:

	Per lb.
Green Rios, No. 7	0 10 0 10½
" " No. 6	0 11
" " No. 5	0 11½
" " No. 4	0 12
" " No. 3	0 12½
" Mocha	0 21 0 23
" Java	0 22 0 35
" Santos	0 11 0 13
" Plantation Ceylon	0 26 0 35
" Porto Rico	0 22 0 25
Green, Guatemala	0 22 0 25
" Jamaica	0 15 0 20
" Maracaibo	0 16 0 23

TEAS.

The tea trade is showing up more than satisfactorily in the eyes of the wholesale trade, increased sales for the week being reported on account of the exceptional values offering in medium and low-grade teas. We quote the following prices:

Congou—half-chests, Kaisow, Moning	0 12 0 35
caddies, Pakling	0 19 0 40
Indian—Darjeelings, Pekoe souchongs	0 20 0 22
" Pekoes	0 25 0 30
" Orange Pekoes	0 35 0 45
Indian—Darjeelings	0 35 0 45
Assam Pekoes	0 18 0 22
Assam Pekoe Souchongs	0 16 0 18
Ceylon—Broken Orange Pekoes	0 22 0 24
Orange Pekoes	0 22 0 29
Pekoes	0 18 0 24
Pekoe Souchong	0 14 0 16
China Greens—Gunpowder, cases, extra first	0 35 0 42½
" half-chests, ordinary firsts	0 22 0 28½
Young Hyson, cases, sifted, extra firsts	0 37½ 0 47
" cases, small leaf, firsts	0 30 0 37½
" half-chests, ordinary firsts	0 22½ 0 32
" " seconds	0 22 0 24½
" " thirds	0 15 0 17
" " common	0 14
Pingsueys—Young Hyson, ½-chests, firsts	0 25 0 30
" " seconds	0 16 0 18
" half-boxes, firsts	0 25 0 30
Japan—½ chests, finests May pickings	0 34 0 38
Choice	0 31 0 36
Finest	0 27 0 29
Fine	0 24 0 27
Good medium	0 19 0 21
Medium	0 17 0 19
Good common	0 18 0 19
Common	0 13 0 14

SPICES

The spice market continues practically unchanged. Cable advices from the East say that there is a distinctly better tone to the market for pepper, and prices for supplies to come forward show an advance in recent quotations. We quote the following prices:

	Per lb.		Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 25 0 35
" white	0 23	0 27	Cream of tartar	0 25 0 30
Gingsr	0 18	0 25	Allspice	0 14 0 17
Cassia	0 21	0 25	Mace	0 80 0 90
Nutmeg	0 45	0 75		

RICE AND TAPIOCA.

The demand for rice and tapioca continues seasonable, tapioca having firmed considerably since last week. Quotations continue unchanged. We quote the following prices:

	Per lb.			Per lb.	
Rice, stand. B	0 03¼	0 03¾	Tapioca, staple	0 03½	0 03½
Rangoon	0 03¼	0 03¾	" double goat		0 04
Patna	0 06	0 05¼	Carolina rice		0 08
Japan	0 06	0 07	Louisiana rice	0 05	0 07
Sago	0 03½	0 04			

FOREIGN DRIED FRUITS.

The demand for prunes continues brisk; the interesting feature of this week's market being a lack of peaches and apricots. Sair dates are quoted this week ¼c. lower than as last advised. Sultana raisins are ½c. easier in price. Our quotations are as follows:

PRUNES.

	Per lb.			Per lb.	
100-110s		0 04	60-70s	0 06	0 06½
90-100s	0 04	0 04½	50-60s	0 06½	0 06¾
80-90s		0 05	40-50s		0 08
70-80s	0 05½	0 05½	30-40s	0 00	0 09

CANDIED PEELS.

	Per lb.			Per lb.	
Lemen	0 09	0 10	Citron	0 15	0 17
Orange	0 10	0 11			

FIGS

	Per lb.			Per lb.	
Tapnsts	0 03½	0 04	Elemes	0 08	0 13
Naturals	0 06½	0 07½			

APRICOTS.

	Per lb.	
Californian evaporated	0 12½	0 14

PEACHES.

	Per lb.	
Californian evaporated	0 11	0 14

PEARS.

California evaporated, per lb	0 14

CURRANTS.

	Per lb.			Per lb.	
Fine Fillatras	0 04¾	up	Vostizzas	0 07	0 08
Patras	0 06	0 06½			

RAISINS.

	Per lb.	
New sslscts	0 05½	0 05¾
Fine off stalk		0 04½
Sultana	0 06½	0 10
Californian sseded, 12-oz. Muscatals	0 06¾	0 07
" " 1-lb. boxss "	0 07	0 08½
" unseeded, 2-crown. "		0 07½
" " 3-crown "	0 05¾	0 07
" " 4-crown "	0 07	0 08

DATES.

	Per lb.			Per lb.	
Hallowess	0 04¾	0 04¾	Fards new choicest	0 09	0 10½
Sairs	0 03¾	0 04	" new choice		0 09½

FOREIGN NUTS.

The season for foreign nuts par excellence is now over, although a steady market continues for most varieties. Virginia peanuts are ½c. easier than at last quotations. Filberts are ½c. to 1c. cheaper. Italian chestnuts are 2c. lower than last advised. Latest cable advices from France say the market in Tarragona almonds is ruling firm with prices tending firmer. Our quotations are as follows:

(The following quotations on peanuts are for sack lots, green.)

Selected Spanish	0 08½
A 1's, banners and suns	0 08¾
Japanese Jumbo's	0 09
Virginia "	0 09½

For sack lots roasted add 1c. to above quotations. For small, 2c

Almonds, Tarragona, per lb	0 12 0 12½
Walnuts, Grenoble, "	0 12½
" Bordeaux, "	0 09 0 10
Filberts, per lb	0 10
Pecans, per lb	0 13 0 15
Brazils "	0 16 0 16½
Cocoanuts, Jamaica, per sack	4 50
Italian Chestnuts, per lb	0 08

DRIED FISH.

With the Lenten season so close, the dried fish trade is beginning to brighten up, the only changes to report being in salmon trout, which are quoted 50c. lower than last week. Lake herring in pickle are quoted this week at $3.75 to $4 per keg. Our quotations are as follows:

Boneless fish, per lb	0 04
Cod fish, 1-lb. bricks	0 06
Pure cod, per lb	0 10
Quail-on-toast, per lb	0 05½ 0 06
Flitched cod fish, in cases of 100 lbs., per lb	0 06 0 06½
Labrador herring, per bbl	6 00 6 50
" per ½ bbl	3 25 3 40
Scaled herring	0 14
Salmon trout, per keg	5 50 6 00
Lake herring, per keg	3 75 4 00

BIRD SEED.

Conditions in the bird-seed market continue unchanged, and trade is steady. We quote the following prices:

Canary seed, per lb	0 06½
Hemp "	0 05
Cottam's	0 08
Brock's	0 07½

EVAPORATED APPLES.

Evaporated apples are moving fairly well, with the market in firm hands, selling this week at from 6½ to 7c. Dried apples are slightly firmer, and are still quoted at from 3 to 4c.

Country Produce.

EGGS.

Supplies of eggs are coming forward more freely, and are now quite equal to the demand. The market may be said to be slowly becoming normal, and prices of new-laid eggs are fully 3c. below last week's level. Cold storage fresh eggs are quoted 2c. easier than last week, and the range of prices on cold storage pickled is 1c. less. We quote the following prices:

Eggs, strictly new laid	0 24 0 26
Cold storage fresh	0 20 0 22
pickled	0 18 0 19

BEANS.

The bean market continues to jump, a further advance of 10c. being reported for the week under review. The firmness of the bean situation may be attributed largely to the increased demand for beans this year in foreign markets. Sellers are very firm in their pretensions and in certain quarters the opinion is hazarded that prices may reach $2 for hand-picked beans in the very near future. We quote the following prices:

Beans, handpicked, per bush	1 85 1 90
" prime, No. 1	1 70 1 75
" prims, No. 2	1 50 1 55
" Lima, per lb	0 07 0 07½

HONEY.

Conditions in honey continue unchanged. The market is quiet. We quote the following prices:

Honey, extracted clover, per lb	0 03 0 05
" sections, No 1, per doz	1 90 2 25
" " No. 2, "	1 65
" Buckwheat, per lb	0 03
" " sections per doz	0 75 1 60

SEEDS.

The seed market continues firm, but steady, with active and improving demands for local trade. We quote the following prices:

Alsike clover, per bush	3 10 5 00
Red clover	5 00 7 00
Mammoth clover, per bush	6 00 7 25
Timothy	1 00 1 35

MAPLE PRODUCTS.

There is an increasing demand for maple products this week, and prices continue as advised in last week's quotations. We quote this week maple syrup in Imperial gallons, Wine gallons and Imperial quarts. Our quotations are as follows:

Maple sugar, 1 lb cakes, per lb	0 09 0 10
" large cakes in tubs, per lb	0 08
" per imperial gal	0 90
" " wine gal	0 65
" " imperial quarts	0 25

Vegetables.

Fish and Oysters.

As Lent draws near, an increased demand for all varieties of fish is noted, and the trade are looking forward to brisk business during the next six weeks. A car of sea herring is arriving on the

market this week. This will be the last of the season.

A feature of the fish market this week is the scarcity of white fish. Halibut and British Columbia salmon are 1c. easier than last week, and finnan haddie is quoted ½c. lower. Ciscoes are slightly easier and Labrador herring is selling 25c. cheaper. Sea herring is down 10c and smelts, extras, are 2c. cheaper than a week ago. Our quotations are as follows:

Frozen halibut		0 10
British Columbia salmon		0 10
Whitefish, frozen, per lb	0 07½	0 08
Haddock " per lb		0 05
Cod, steak " "		0 07
Trout, lake, per lb		0 07½
Pike, per lb	0 05	0 06
Finnan haddie, per lb	0 06½	0 07
Oysters, Long Island natives, per imp. gal		1 70
" Baltimores, per wine gal		1 40
" "Select," " "		4 80
Ciscoes, per basket		1 25
Bloaters, per box of 50	1 25	1 40
Labrador herring, ½ bbl	2 75	3 00
" " large bbl	5 75	6 00
Sbrimps, per gal	1 15	1 25
Sea herring		2 75
Smelts, No. 1		0 10
" No. 2		0 06
" extras		0 13
Frozen fresh water herring		0 04

Grain, Flour and Breakfast Foods.

GRAIN.

Ontario wheat is unchanged from last week, and the market continues firm. In Manitoba, a marked weakness has asserted itself, in direct sympathy with the American grain market, where very large quantities are coming forward. Manitoba Northern is down 3½c., Northern No. 2, 3c., and No. 3, 3½c. Oats are also 1c. easier than last week. We quote the following prices:

All on track Toronto.		
Manitoba wheat, Northern No. 1 new		1 10½
" " No. 2 "		1 07½
" " No. 3 "		1 01½
Red, per bushel, new	1 11	1 11½
White " "	1 11	1 11
Barley " "	0 48	0 52
Oats, " "	0 44	0 44½
Peas "	0 74	0 75
Buckwheat "	0 69	0 61
Rye, per bushel, "	0 83	0 84

FLOUR.

The course of the flour market continues with but very little variation from last week. Domestic trade is good and quotations are as last advised. We quote the following prices:

Manitoba wheat patents, per bbl. in bags	5 40	5 60
Strong bakers " "	5 20	5 40
Ontario wheat patents " "	4 90	5 00
Straight roller " "	4 85	4 95

BREAKFAST FOODS.

Canadian oatmeal, etc., is out of the market at present, on account of the high price of domestic raw material, and the American trade is practically having its own way. Canadian millers cannot compete, and many of the mills are lying idle. We quote the following prices:

Oatmeal, standard and granulated, carlots, on track, per bbl	4 70
Rolled wheat in boxes, 100 lbs	2 90
" " 50 lbs	1 50
Rolled oats, standard, carlots, per bbl., in bags	4 15
" " " " in wood	4 40
" " " " for broken lots	4 45
Rolled wheat, per 100-lb. bbl	3 00
Cornmeal	3 35
Split peas	5 00
Pot barley, in bags	4 00
" in wood	4 25

Hides, Tallow, Skins and Wool.

The hide market is quiet, as usual at this season of the year. Hides are down ½c., on account of this being the season when grubs cause hides to deteriorate. We add to our quotations country hides, flats, which are selling this week at from 6¾ to 7¼c. The wool quotations, as given below, are for old clipped. After next week these will be discontinued to make way for new clipped wool, which will be on the market one month hence. Our quotations are as follows:

Hides, No. 1 green steers, per lb		0 09
" " 2 " " "		0 08
" No. 1 green, per lb		0 08½
" " 2 " " "		0 07½
Country hides, flats, per lb	0 0 6¾	0 07½
Veal skins, No. 1, 6 to 12 lb. inclusive		0 11
" " " 2 " " "		0 09
" " " 1 15 to 20 lb "		0 10
" " " 2 " "		0 08
Sheep skins	1 25	1 50
Rendered tallow, per lb	0 04	0 04½
Unwashed wool, per lb	0 13	0 14
Fleece wool, new clip, per lb	0 22	0 23
"Rejections"	0 16	0 17
Pulled wools, super, per lb	0 23	0 25
" extra "	0 24	0 26

QUEBEC MARKETS.

Groceries.

BUSINESS on the whole has shown improvement during the week. The country roads are getting into somewhat better shape and travelers consequently are able to get around. The outlook for Spring trade is most encouraging. In teas a better feeling is shown, more business being turned over and a better enquiry for all lines. The demand for molasses and syrups is good, and with the approach of Lent both these lines will receive more attention. Latest advice from Greece on the currant situation would indicate an advance as the season advances. Fish are receiving a good deal of attention from the trade generally. Lent opens on the 8th of March and dealers are commencing to lay in stocks. The Grocer has, during the last three or four weeks, suggested that the trade should lay in their stocks early, as prices were undoubtedly likely to advance. Our view has met with corroboration in view of the strong advance in nearly all kinds of fish noted this week. Bananas have advanced 50c. per bunch. The provision market is unchanged with a firm undertone. There has been some active demand for live hogs, which has enhanced the price for both live hogs and dressed stock. The flour situation is unchanged, despite the fact that there has been some cutting on Spring wheat grades in certain Eastern Ontario and local districts. Butter maintains a decidedly strong position, and almost anything in the butter line commands attention and will sell. Cheese is very dull. Eggs are decidedly scarce and will continue until new-laid appear.

SUGAR.

In sugar, while no advance has taken place, the general impression is that an advance is likely to occur. Buying is getting to be better from the jobbing trade and, though the volume of business is better than the previous week, the poor conditions of country roads is still retarding trade. During the past week refiners have been enquiring for Trinidad sugar, and several sales have been made, equivalent to 5⅛ duty paid New York for centrifugals, 96 degree test.

Granulated, bbls	$5 65
" ½-bbls	5 80
" bags	5 60
Paris lump, boxes and bbls	6 15
" " ½-boxes and ½-bbls	6 25
Extra ground, bbls	6 00
" " 50-lb. boxes	6 20
" " 25-lb. boxes	6 10
Powdered, bbls	5 80
" 50-lb. boxes	6 00
Phoenix	5 60
Bright coffee	5 50
" yellow	5 45
No. 3 yellow	5 40
No. 2 "	5 25
No. 1 " bbls	5 10
No. 1 " bags	5 10
Raw Trinidad	4 50 4 50
Trinidad crystals	4 85 4 90

TEA.

Reports from the trade are that better demand has arisen for teas. Some considerable trading has been done in Japans. Ceylon and India greens are reported firmer, while China blacks show no change. There is a feeling in the tea trade that some action should be taken for the exclusion from this market of teas that have been rejected by the United States. It is reported that several lines that did not pass the U. S Tea Commissioners managed to find their way into the Canadian market This is certainly an undesirable feature of the business, and it is not at all unlikely that some action may be taken by the trade looking to the establishment of standards similar to those of the United States.

Japans—Fine	0 26	0 28
Medium	0 20	0 24
Good common		0 18
Common	0 12½	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders	0 12	0 12
Congous—Kaisows		0 12
Pakling boxes	0 12	0 14

SYRUPS AND MOLASSES.

Business in molasses is fairly good. Prices are firm and stocks light. The arrival of new Barbadoes is still an uncertainty. Reports from the Island confirm the shortage in crop, and the trade look for generally firm prices during the season. The corn syrup trade shows quite an improvement. The demand seems to be growing, and, no doubt, during the Lenten season there will be a brisk trade in corn syrups.

Barbadoes, in puncheons		0 33
" in barrels		0 35½
" in half-barrels		0 36½
New Orleans	0 22	0 35
Antigua		0 27
Porto Rico		0 45
Corn syrups, bbls		0 02½
" ½-bbls		0 02¾
" ¼-bbls		0 03
" 38½-lb. pails		1 30
" 25-lb. pails		0 90
Cases, 2-lb. tins, 2 doz. per case		1 90
" 5-lb. " 1 doz. "		35
" 10-lb. " ½ doz. "		2 25
" 20-lb. " ¼ doz. "		2 10

SPICES.

The market is unchanged. In some lines there is an easier feeling, although no declines are as yet reported. Peppers are a little easier.

	Per lb.	
Peppers, black	0 18	0 22
" white	0 25	0 30
Ginger	0 15	0 24
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 30
Allspice	0 16	0 19
Nutmegs	0 30	0 50

COFFEE.

There is somewhat of an improvement in the coffee market, though no changes are noted. The generally firm tone that has prevailed for some time still holds. Spot offerings are light.

Good Cooutas	0 10	0 10½
Choice "	0 11½	0 12½
Jamaica coffee	0 10½	0 11
Java	0 18	0 22
Mocha	0 16	0 19
Rio	0 08	0 09

CANNED GOODS.

There is nothing to report in the situation of canned goods. The market remains firm. The demand is fair for tomatoes and corn, and there is an increased demand for canned fruits. No doubt, during Lent, salmons, lobsters,

and fish of all kinds, will be drawn on freely.

Salmon, pink	0 90	1 00
" spring	....	1 55
" Rivers Inlet red sockeye	....	1 65
" Fraser River red sockeye	1 50	1 75
Lobsters, talls	....	3 45
" 1-lb. flats	3 50	4 00
" ½-lb. flats	....	2 25
Canadian Sardines, ¼s	3 65	4 00
Califoruia asparagus	4 50	5 00
Asparagus tips	3 50	3 75

VEGETABLES.

	Per doz.
Corn, 2-lb. tins	$1 20
" 2-lb. sucotash	1 25
Gallon corn	5 00
Tomatoes, 3-lb. tins	1 30
Gallon tins	3 60
Sugar beets	$0 85
2's Asparagus Tips	0 95
2's Beans, Golden Wax	2 50
2's " Refugee or Valentine	0 80
2's " Crystal Wax	0 82½
2's Peas, No. 4 "Standards"	0 92½
2's " No. 3 "Early Junes"	0 82½
2's " No. 2 "Sweet Wrinkled"	0 85
2's " No. 1 "Extra Fine Sifted"	0 95
2's Table Spinach	1 30
	1 40

FRUITS.

Pears—Flemish Beauty Bartletts and pie in 2, 2½ and 3's	$1 15	$2 20
Peaches—White yellow and pie, 1½s, 2's, 2½s	1 25	2 82½
3's	3 15	3 67½
Gallon pears	3 55	4 50
" peaches	....	0 72½
Pumpkins, 3-lb. tins	....	2 50
" Gal	....	1 00
3-lb. squash	....	2 20
2's Cherries, red, pitted	....	1 75
2's " " not pitted	....	2 20
2's " black, pitted	....	1 75
2's " black, not pitted	....	2 40
2's " white, pitted	....	2 00
2's " white, not pitted	....	1 57½
2's Currants, red, heavy syrup	....	1 77½
2's " red, preserved	....	4 75
Gals. " red, standard	....	7 00
Gals. " red, solid pack	....	1 75
2's " black, heavy syrup	....	2 05
2's " black, preserved	....	5 00
Gals. " black, standard	....	8 00
Gals. " black, solid pack	....	1 62½
2's Gooseberries, heavy syrup	....	1 85
2's " preserved	....	7 25
Gals. " standard	....	1 57½
2's Lawtonberries, heavy syrup	....	1 85
2's " preserved	....	4 97½
Gals. " standard	....	2 25
2's Pineapple, sliced	....	2 35
2's " grated	....	2 50
3's " whole	....	1 00
2's Plums, Damson, light syrup	....	1 30
2's " " heavy syrup	....	1 57½
2½'s " " " "	....	1 85
3's " " " "	....	2 95
Gals. " " standard	....	1 05
2's " Lombard, light syrup	....	1 35
2's " " heavy syrup	....	1 62½
2½'s " " " "	....	1 90
3's " " " "	....	3 15
Gals. " " standard	....	1 15
2's " Green Gage, light syrup	....	1 47½
2's " " heavy syrup	....	1 72½
2½'s " " " "	....	2 00
3's " " " "	....	3 45
Gals. " " standard	....	1 52½
2's " Egg, heavy syrup	....	1 80
2½'s " " "	....	2 10
3's " " "	....	1 40
2's Raspberries, red, heavy syrup	....	1 60
2's " " preserved	....	5
Gals. " " standard	....	8 00
Gals. " " solid pack	....	1 35
2's " black, heavy syrup	....	1 50
2's " " preserved	....	4 75
Gals. " " standard	....	1 15
2's Rhubarb, preserved	....	1 90
3's " "	....	2 62½
Gals. " standard	....	1 47½
2's Strawberries, heavy syrup, 1903 pack	....	1 60
2's " " " 1904 pack	....	1 75
2's " preserved	....	5 50
Gals " standard	....	8 50
Gals. " solid pack	....	

RICE.

Nothing to report of interest in rice. The usual amount of trade at this time of year is being done. No reports at hand as to change in foreign situation, which was at last report strong.

B rice, in 10 bag lots	3 05
B rice, less than 10 bags	3 15
C rice, in 10 bag lots	2 95
C rice, in less than 10 bag lots	3 05

Foreign Dried Fruits.

The trade in dried fruits of all kinds is most uninteresting, and news is hard to get. The demand for Valencia raisins is slow, consequently little doing. It is not improbable that some shading in prices may result, owing to the hanging off of trade, and the desire on the part of jobbers to reduce stocks. Currants are quiet, with advices from Greece reporting an unchanged situation. The feeling is that before the season closes, higher figures in currants may be looked for.

VALENCIA RAISINS.

Fine off-stalk, per lb	0 05	0 06
Selected, per lb.	....	0 06½
Layers "	0 07	0 07½

DATES.

Dates, Hallowees, per lb	0 04	0 04½

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per b	....	0 13½
Peaches "	....	0 10½
Pears "	....	0 15

MALAGA RAISINS.

London Layers	....	2 00
"Connoisseur Clusters"	....	2 50
" Quarter boxes	....	0 80
"Royal Buckingham Clusters," ½-boxes	....	1 10
" Boxes	....	3 50
"Excelsior Windsor Clusters	....	4 50
" " ¼s	....	1 35

CALIFORNIAN RAISINS.

Loose muscatels, per lb.	0 07½	0 08
" " seeded, in 1-lb. packages	0 08	0 09
" " 2 crown	....	0 06
" " 3 "	....	0 06½
" " 4 "	....	0 08

PRUNES.

	Per lb.	Per lb.
30-40s.	....	0 08½
40-50s.	....	0 08
50-60s.	....	0 07
60-70s.	....	0 06
70-80s.	....	0 06
80-90s.	....	0 05
90-100s	....	0 05
Oregon Prunes (Italian style) 40-50s	....	0 08
" " 50-60s	....	0 07
Oregon prunes (French style), 60-70s	....	0 06
" " 90-100s	....	0 04
" " 100-120s	....	0 04

CURRANTS.

Filiatras, uncleaned	....	0 04½
Fine Filiatras, per lb. in cases	0 04½	0 05
" " cleaned	0 04½	0 05½
" " in 1-lb. cartons	00 5½	0 06
Finest Vostizzas "	0 06½	0 07½
Amalias "	....	0 06

SULTANA RAISINS.

Sultana raisins, per lh.	0 06½	0 08
" " 1-lb. carton	....	0 09

ELEME TABLE FIGS.

Six crown, extra fancy, 40-lb. boxes	....	0 13
Five crown, fancy, 10-lb. boxes	....	....
Four crown, fancy, 10-lb. boxes	....	0 09
Three crown	0 07	0 07½
Glove boxes, fine quality, per box	....	0 11
Fancy washed figs, in baskets, per basket	....	0 20
" pulled figs, in boxes, per box	....	0 22
" stuffed figs, " "	....	0 28
12-oz. boxes	0 06½	0 07

NUTS.

Grenoble walnuts	0 12½	0 14
Tarragona almonds	....	0 12
Sicily filberts	....	0 11
Shelled walnuts	....	0 16
Marbot Walnuts	0 10	0 11
New Brazils	0 15	0 16
Jumbo pecans	....	0 16
Large "	....	0 14
Shelled almonds	....	0 24
Peanuts, Spanish shelled	....	0 11
" Virginian brand, shelled	....	0 11
New chestnuts, per lb	....	0 11
Peanuts, Bon Tons	....	0 11
" Sun brand	....	0 9½
" Diamond G brand	....	0 08½
" Coon hrand	....	0 07
Italian chestnuts, per lb	....	0 07

Fish.

The Lenten demand for fish of all kinds is now on, and dealers report an active trade in all lines. Prices have advanced in green cod and salt herring, as well as skinless cod; owing to the scarcity of these goods, prices are liable to still further advance. Fresh frozen fish remain about the same as previously quoted; in fact, owing to the heavy arrivals of frozen haddock and tomcods, prices are, if anything, a little easier. Frozen herring are firm, and pickerel, or dore, slightly higher. In smoked fish, the demand is improving, with prices about the same. In oysters, prices are getting back to normal conditions, as the recent freeze-up is now practically over. Lent begins on March 8, and dealers would be well advised to place orders without further delay, if they wish to have their supply in time for the usual heavy demand at the opening of the Lenten season. From present appearances, prospects are that salt fish of all kinds will be higher, although pickled lake trout and sea salmon are still quoted at reasonable figures. Stocks of salt herrings and green cod are much lighter than usual at this season, and this is sure to mean higher prices. In recent years there has been a marked increase in the demand for frozen fish of all kinds during the Winter months, and especially at the opening of Lent, and this year will prove no exception.

Frozen sea herring (large Halifax), per 100	2 00	2 10
" " (medium) "	1 40	1 50
Sea herring (small), per 100	....	1 00
Tom cods, per bbl	1 25	1 35
Standard bulk oysters, per gal	1 40	1 50
Selects	....	1 60
Shell oysters, bbl	3 00	5 00
Fancy Malpecques	8 00	10 00
Haddies	....	0 06
Bloaters in boxes, 100 fish	....	1 00
Smoked herring, per box, new	....	0 11
Frozen haddock, per lb	0 03½	0 03¾
Pike, " round winter caught	0 05	0 05½
Halibut, per lb	0 08½	0 09
Gaspe salmon, fresh frozen	....	0 15
B. C. Salmon, frozen	0 08½	0 09
Frozen steak cod	....	0 05½
Market cod	0 03½	0 03½
Small whitefish	0 06½	0 07
Dore or pickerel	0 07	0 07½
Fresh frozen Smelts	0 06	0 10
No. 1 Labrador herring in 20-lb pails	....	0 80
No. 1 Herring, Labrador, per bbl	5 25	5 50
" " half bbl	2 90	3 00
No. 1 Holland herring, per half bbl	....	6 50
No. 1 Scotch herring, " "	....	6 50
" " per keg	....	1 00
Holland herring, per keg	0 65	0 75
No. 1 Salt mackerel, pail of 20 lbs	....	2 00
Boneless cod, 1 and 2-lb. blocks, per lb	....	0 06
" fish, " "	....	0 05½
" " loose, in 25 lb. boxes	....	0 04½
Skinless cod, cases 100 lb. (new)	....	5 25
Green Codfish, (200-lbs.) No. 2	....	6 00
" No. 1	....	7 50
Large "	....	8 00
Green pollock	....	5 00
Labrador Salmon, half bbl	....	9 00
" (200 lbs.) bbls	....	16 00
" Large (300 lbs.)	....	24 00
B.C. salt salmon, bbl	....	14 00
" ½ bbl	....	7 50
Lake trout, salt, 100 lbs	4 60	4 75
Sea Trout in bbls. 200 lbs	....	9 50
" half bbls	....	5 50
Marshall's kippered herring, per doz	....	140
Canadian kippered, per doz	....	1 00
Canadian ¼ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz	....	1 30
Canned cove oysters, No. 2 size, per doz	....	2 25

Country Produce.

BEANS.

Beans maintain a strong position, as quoted in our last issue. The Western market is very firm, and as high as $1.45 and $1.50 is being paid in car-load lots for choice primes.

Choice prime	1 50	1 55
Primes	1 40	1 50

EVAPORATED APPLES.

A fair business is doing. Prices are firm at 6¼c. to 6½c., for good stock, and 7c. for finest. Dried apples are quoted at 3c. to 3½c.

MAPLE PRODUCTS.

Business in all kinds of maple products is dull, and it is expected that the arrival of new syrup sometime next month will liven up matters considerably.

Maple syrup, in wood, per lb	0 07½	0 08
Maple syrup, in large tins	0 07½	0 07½
Pure sugar, per lb	0 07½	0 07½
Pure Beauce county, per lb	0 06	0 06½

HONEY.

Business quiet. White clover extracted is still very plentiful and slow selling. Choice white in combs continues scarce. Buckwheat has lately been in better demand.

White clover, extracted, tins	0 07½	0 08
" " kegs	0 07½	0 07½
" " comb	0 12½	0 13½
Buckwheat	0 06½	0 07

HOPS.

There is no change to report in hops

and business is quiet. United States market reports the situation dull. Reports from Germany and Austria also indicate weak position.

Choice	0 30	0 32
Fair to good	0 25	0 28

Flour and Feed.

FLOUR.

There is no change to report in the condition of the local flour situation. It appears there is some little cutting going on in Spring wheat grades, particularly so in Eastern Ontario and the Ottawa Valley, though other points and districts maintain market values. The volume of business has been larger, owing to the better condition of railway facilities.

Manitoba spring wheat patents		5 80
" strong bakers'		5 50
Winter wheat patents	5 50	5 75
Straight rollers	5 20	5 35
Extra	4 55	4 60
Straight rollers, bags, 90 per cent	2 55	2 65

FEED.

There is a fair amount of business being done in all kinds of mill feed. There is enquiry for choice Ontario white wheat brand, with offerings small. Some cutting, also, is reported, $1 a ton being mentioned as the size of the cut per ton.

Manitoba bran, in bags, per ton	16 50	17 00
" shorts		19 00
Ontario bran, in bulk	16 00	19 00
" shorts	19 00	20 00
Moullile	25 00	28 00

ROLLED OATS.

The strong feeling noted last week still maintains itself. The market is quiet, but the undertone is very firm in sympathy with the strong feeling in oats.

Fine oatmeal, bags		2 60
Standard oatmeal, bags		2 60
Granulated "		2 50
Rolled oats, "	2 40	2 50
" bbls	5 10	5 25

HAY.

The local demand is fairly good, and a fair volume of business is turning. There will be no new developments in the market for baled hay. No foreign business of any account is noted and the feeling is such that shippers are not encouraged to export.

No. 1 timothy	9 00	9 50
" 2 " choice	8 00	8 50
" 2 " ordinary	7 00	7 25
Clover	6 50	7 00
Clover mixed	7 00	7 50

TO ABOLISH TRADING STAMPS.

THE trading stamp question is once more before the Canadian trade, this time in the shape of an organized propaganda to abolish by Dominion legislation the use of trading stamps in Canada. A combined deputation of some six or seven hundred merchants from the provinces of Quebec and Ontario, including the various provincial mercantile organizations, will go to Ottawa on March 8, and present their views before the Government. They expect to be armed with resolutions from the Montreal, Toronto, Quebec, St. John, and Vancouver Boards of Trade, as well as from the representative Canadian Retail Grocers' and Merchants' Associations, the Montreal Chamber of Commerce, the Dominion Wholesale Grocers' Guild, and the Montreal Dry Goods Associations, all condemning the principle of trading stamps. It is confidently felt that such a strong and representative expression of opinion from the business men of Canada will be efficacious in securing sweeping legislation throughout the Dominion against what is generally acknowledged to be a grievous trade evil.

The Parliaments of both Quebec and Ontario voted laws during the last session authorizing municipalities to enact by-laws to prevent the distribution of trading stamps. Laws were passed with this end in view by the cities of Montreal and Quebec, but the validity of these laws, and even the law of Quebec, has been contested in the courts. Many years may be allowed to pass before a final judgment is rendered and in the meantime the retail trade may have to suffer and be still further exploited by trading stamp companies.

Only last week a decision was given in Toronto by Judge Morgan, according to which the ban against trading stamps is removed, although the method of their distribution is left restricted. The claim of the judge was that the statute in force in Ontario against trading stamps did not explicitly cover the case in question, namely the Merchants' Exchange, Toronto, which has been issuing coupons or tickets and giving premiums to purchasers of goods for the purpose of bringing customers to their establishments upon a cash basis. According to the judge's ruling, the right is saved a merchant to deliver to purchasers of goods sold by him tickets or coupons to be redeemed by such merchant either in money or merchandise, whether the merchant stores his premium goods in his own shop or elsewhere, under his own management or that of his clerk or agent. In other words there is nothing in the law to prevent several persons storing premiums owned separately in one store, managed by a common clerk, who out of such premiums redeems premium tickets issued by such merchants. Thus it is patent that more far-reaching legislation is necessary, even in Ontario, if trading stamps are to be abolished.

The following resolutions by representative Canadian organizations are interesting, as emphasizing the importance to Canadian trade of the propaganda against trading stamps.

The Montreal Grocers' Association.

Resolved, that this Guild unanimously supports the petition of the Federation of Retail Merchants, and hopes that in the interest of the great majority of the merchants of Montreal and other cities, where the trading stamp business has secured a foothold, Parliament may be pleased to grant the prayer of the said petition.

The Montreal Board of Trade.

Resolved, that the Council of the Montreal Board of Trade hereby prays the Dominion Parliament to adopt at its present session such legislation as will render illegal the issuing, distribution or sale of "trading stamps" or "cash receipts," and provide also for the punishment of persons trangressing such law.

The Quebec Board of Trade.

The Board of Trade of Quebec has adopted a resolution endorsing very strongly the application to the Federal Government to have legislation adopted prohibiting the issuing and distributing of "trading stamps" and "cash receipts," and that the association of the manufacturers in Quebec have decided to write to the Minister of Justice, in Ottawa, requesting him to welcome the bill of the retail dealers of Montreal, and that moreover the secretary be authorized to write to Sir Wilfrid Laurier stating that the manufacturers of Quebec, resident of his county, and consequently his electors, wish that he use all his influence for the adoption of that measure.

The Vancouver Board of Trade

is heartily in sympathy with the Federation of Retail Grocers of Montreal in their endeavor to make illegal the issuance of trading stamps.

The St. John Board of Trade

heartily supports the action of the Federation of the Retail Dealers of Montreal in their effort to obtain from the Dominion Government the passing of a law against the sale and distribution of trading stamps, and would urge upon the Government the necessity of amending the present criminal code in such a manner as to declare illegal the issuing, sale and distribution of said trading stamps.

The Montreal Chamber of Commerce.

Resolved, that this body pray the Federal Government to take into its serious consideration the opportunity to amend the law by prohibiting the is-

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, March 2, 12.30 p.m.

CHEESE — No change. Market dull and trade quiet.

BUTTER—Market steady. Choice creamery 28 to 30c Receipts better. Buyers chary on account of mild weather. Fear break in prices.

EGGS—Trade getting nervous, fearing drop. Receipts are light to-day. Market steady. Select Fall quoted 25 to 26c.; limed and cold storage, 19 to 22c.

PROVISIONS—Tone of market strong. Live hogs in good demand with prices high. Fresh abattoir killed from $8.50 to $9.25; country dressed, $7.50 to $8, and best choice, $8.25.

suing, sale and distribution of trading stamps throughout Canada, on the ground that they are a hindrance to trade and a veritable exploitation in retailing.

The Montreal Wholesale Dry Goods Association.

Resolved, that the Montreal Wholesale Dry Goods Association cordially approves of the petition of the Federation of Retail Dealers of Montreal, praying that the sale and distribution of "trading stamps" be prohibited, this apparently being the only means of relieving the trade from the pernicious effects of the use of "trading stamps."

PROPOSED REPEAL OF TEA DUTY.

THE question of the proposed repeal of the duty of ten per cent. on tea entering Canada from the United States, to which reference was made in a recent issue of The Canadian Grocer, in the shape of interviews with prominent wholesale and retail grocers, tea importers and brokers, has assumed prominence in Montreal business circles. During the last few days very active interest was taken by the trade generally, and The Grocer's report of interviews was freely discussed. The following is a copy of the petition drawn up for presentation to the Honorable Minister of Finance at Ottawa last week, and it speaks most emphatically of the interest that is taken by the trade on this question of the possible removal of the ten per cent duty on teas from the United States, as the Montreal trade is unanimous on the subject, and there is not a single wholesale grocery house, tea merchant, commission and brokerage agent or representative of foreign tea firms missing. Montreal certainly is a unit on the point that the duty now in force be not rescinded.

Montreal, February 16, 1905.

To the Honorable Minister of Finance, Ottawa.

We, the undersigned, importers and wholesale tea merchants of the City of Montreal, do hereby earnestly petition that the duty of ten per cent. on teas imported from the United States into Canada, which is now in force, be NOT rescinded:

W. D. Stroud & Sons, Kearney Bros., Doyle & Jackson, Tamilkande Tea Co., Lockerby Bros., Ltd., Forbes Bros., J. A. Mathewson & Co., The Ozo Co., Ltd., A. Robitaille & Co., J. Alex. Gordon & Co., E. D. Marceau, Hudon & Orsali, N. Quintal & Fils, J. A. Simard, Lacaille, Cendron & Co., Demers, Fletcher & Co., L. Chaput Fils & Co., Crossfield, Lampard, Clarke & Co., J. & W. Kearney, Hunt & Co. (per H. B. Barnard), Gillespies & Co., Jas. Rutherford & Co., John Duncan & Co., Rose & Laflamme, S. H. Ewing & Sons (per W. H. Halford), Laporte, Martin Co., Ltd. (per H. Laporte, president), Carter, Galbraith & Co., Snowdon, Forbes & Co., Hudon, Hebert & Co., Birks, Corner & Co. (per A. J. Corner), Watt, Scott & Goodacre, R. W. Forester; Shaw T. Nishimura, Takeji, Kusanobe (attorney), Alex. Anderson, Japan Central Tea Traders' Association; J. S. Hetherington, Alex. Hendery, C. N. D. Osgood.

The signatures to the petition were obtained by W. H. Halford, manager of tea department of S. H. Ewing & Sons, and Alex. Anderson, selling agent for T. Nishimura, of the Central Japan Tea Traders' Association. Great credit is due to these gentlemen for their efforts in securing such a tangible expression of the opinion of the Montreal tea interests.



Mr. J. A. Beaudry,
Secretary of Federation of Retail Merchants of Montreal.

MONTREAL GROCER IN TORONTO.

AN interesting visitor to Toronto last week was Mr. J. A. Beaudry, one of Montreal's leading grocers. Mr. Beaudry is secretary of the Federation of the Retail Dealers, of Montreal, in addition to serving in a similar capacity several of the individual organizations.

While in Toronto he interviewed the secretary of the Board of Trade, the President of the Dominion Wholesale Grocers' Guild, The Retail Merchants Association, and the Retail Grocers' Association, of Toronto, on behalf of the movement against trading stamps, which has been renewed by Montreal merchants. As a result of his visit a representative delegation will join a large number of representatives from Quebec at Ottawa on March 8, when the trade will wait upon Premier Laurier in the hope of securing Dominion legislation entirely abolishing trading stamps in Canada.

NEW PACKING INDUSTRY IN PRINCE EDWARD ISLAND.

The town of Summerside, P.E.I., will shortly be the scene of a new packing industry, the town recently having passed a by-law for the encouragement of a large meat-packing and curing establishment. The new venture is reported as financially strong and some leading Islanders are reported as interested. Exemption of taxation, land and bonus, it is reported, have been granted the new concern, and there is every indication that a progressive management will bring the industry to the foreground of similar concerns.

BUSINESS OPENING.

Members of the trade will be interested in hearing of a good business opening in the Canadian Northwest for a man with some capital. For fuller particulars write L. T. Mewburn, manager of the Canada Grocers, Limited, Calgary, N.W.T.

NEW BROKERAGE BUSINESS.

In last week's issue of The Canadian Grocer, in the article on page 39 in regard to a new brokerage business being started in Toronto by Mr. C. E. Kyle, it was stated that his office would be at 127 Front street east. It should have been 27 Front street east.

TORONTO GROCERY CLERKS .. MEET.

At the last meeting of the Toronto Grocery Clerks' Benevolent Association in the Temple Building, the most important business was the election of officers for the ensuing year, which resulted as follows:

President—E. Matthews.
Vice-President—W. Turpin.
Treasurer—R. H. Hudson.
Recording-Secretary—H. Treblecock.
Corresponding Secretary—M. Anderson.
Employment Committee — Messrs. Helstrop, Bail, Miller, Linder and Cowling.
Property Committee — Messrs. Helstrop and Cowling.

After the election of officers, a pleasant social evening was spent by the members.

DEATH OF MR. D. L. LOCKERBY, MONTREAL.

EARLY last Sunday morning, Feb. 26th, there passed away in the City of Montreal one of the city's and country's best known citizens and wholesale grocers, Mr. David Linton Lockerby, senior member of Lockerby Brothers, wholesale grocers, one of Montreal's most respected citizens. Mr. Lockerby's was a figure known to the grocery trade of Canada, and particularly of Quebec and Ontario, and many a merchant will miss his genial face and pleasant conversation. One of the pioneer grocery travelers of Canada, his record on the road has always been one to be proud of, and when he confined his labors more to the sample rooms and offices of the firm, his many customers missed him. Such a thorough salesman was he that the environment of the sample room seemed too small and cramped, and at intervals he would take up his samples and look up his old friends throughout his old territory. His experiences in the early days of the pioneer traveler were varied, hard and decidedly interesting, and it was the writer's privilege to learn of his experience.

Mr. D. L. Lockerby was born at Lacolle, Quebec, in 1836, consequently being 69 years of age at his death. On the outbreak of the American Civil War he joined the Federal forces, and served during the earlier part of the war as a captain in the 96th New York Volunteers until 1863, when he settled in Montreal, securing a situation with Kingan & Kinlock, wholesale grocers. He left this to become a member of the firm of Kinlock, Lindsay & Co., which he resigned to take the place of the late J. A. Douglas in the firm of Douglas, Kirk & Co., changing the firm name to Kirk, Lockerby & Co., wholesale grocers. Some time later Mr. Lockerby sold out to his brothers, Messrs. W. W. and A. L. Lockerby.

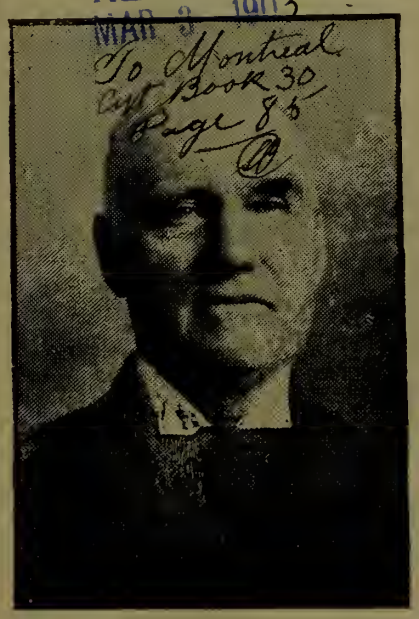
He then embarked in the wholesale dry goods business with Mr. Duncan McIntyre, subsequently buying out the interest of Mr. Kirk in the firm of Kirk, Lockerby & Co., and established the firm of Lockerby Bros., composed of Messrs. D. L. and A. L. Lockerby. This was later formed into a joint stock company as Lockerby Bros., Limited, of which Mr. Lockerby was president up to the time of his death.

Mr. Lockerby was for many years a member of the Montreal Board of Trade, and sat for some time on the council. He was also at various times president of the Commercial Travellers' and Wholesale House Associations, and a director of the Midland Railway.

Mr. Lockerby brought his military instincts back to Canada, undimmed by his hard service in the Civil War, and he joined the old Montreal Cavalry Regiment as a lieutenant. Once again he saw active service at Eccles Hill, in 1870, in repulsing the Fenian Raiders. His death removes the last officer of the old corps.

Mr. Lockerby was an enthusiastic admirer and supporter of athletic sports, was a life member of the Montreal

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The late Mr. D. L. Lockerby.

Amateur Athletic Association. In politics Mr. Lockerby was a strong Liberal, and an experienced and vigorous campaigner.

The deceased is survived by six children: Mr. D. W. Lockerby, of Lockerby & McCombe, Montreal; Mr. C. A. Lockerby, of Lockerby Bros.; Mr. J. W. G. Lockerby, Mr. Robert A. Lockerby, Miss B. Lockerby and Mrs. D. J. Munro. Besides these he is survived by the following brothers: Mr. A. L. Lockerby, of Lockerby Bros., Montreal; Mr. R. Lockerby, of Sudbury, Ontario; Mr. J. C. Lockerby, of Winnipeg, Man.; Mr. G. Lockerby, of New York, and the Misses J. and B. Lockerby, Montreal.

Among the prominent business men present at the funeral on Feb. 28, were the following:

Lieut.-Col. Gordon, W. D. McLaren, Lyon Silverman, J. Sherman, Fred Hughes, J. J. Pollock, Capt. R. G. Pettigrew, Wm. Sadler, A. O. Weaver, T. J. O'Neill, James Johnson, S. O. Shorey, John Johnson, J. S. Williamson, J. H. McComb, James A. Gordon, W. D. Aird, E. P. Quirk, C.E., T. S. Currie, Cecil Gordon, P. L. Kinwood, Mr. W. A. Weir, Mr. James McShane, Lieut.-Col. Mattice, M. Birkett, James Rogers, John Fisher, Ald. Nelson, J. C. Holden, T. Tate, Wm. Gosling, Richard King, W. H. Johnson, Robert Peel, Lieut.-Col. Gardner, Wm. Gardner, Lieut.-Col. Prevost, A. Jack, John N. Hickey, Wm. Sclater, A. D. Fraser, W. H. Henry, Hugh Henry, Wm. Stewart, B. Levin, S. W. Ewing, A. H. Ewing, W. H. Kelson, D. Hatton, W. Clark, L. H. Bosworth, J. A. Cantlie, A. M. Crombie, C. Gurd, W. J. Percival, J. L. Percival, Jas. Rodger, C. T. Gordon, Rev. F. Charters, Charles Charters, Thos. Watson, John Bauden, John Beattie, W. Strachan, Major David Seath, Thomas Pringle, A. Pringle, Alex. Charters, A. McLaren, J. McLaren, A. S. Maynard, W. H. Dunn, J. S. Brierley, S. J. Carter, J. H. Hutchison, Wm. Oman, J. S. Nicholson, C. H. Dougall, John McLean, Wm. Lyall, D. S. Walker, Lieut.-Col. Wilson, R. E. Calder, Lieut.-Col. Starke, Dr. J. C. Nichol, R. R. Stevenson, James Snowdon, J. C. McDiarmid, J. C. Hodgson, James Davidson, W. H. Day, James Wright, Thomas Simpson, D. W. McLaren, James K. Whyte, Duncan McIntyre, John E. Wright, J. B. Sadler, T. C. Donnelly, J. A. Harter, Thomas Gilday, Wm. Cunningham, Chas. M. Hart, E. T. Hart, John Cunningham, Fred E. Cunningham, Morris Armstrong, W. H. Trenholme, T. D. Buzzell, H. T. Kerley, L. J. Desrosiers, W. C. Strachan, Thos. Ligget, J. A. Boyd, F. M. Jones, Wm. Galbraith, Robert Bickerdike, Capt. Gilmour, J. Beamish Saul, H. W. Wadsworth, C. Howard, Chas. Alexander, M. F. Johnson, R. Thompson, Max. Murdock, Ald. Robertson, ex-Ald. McBride, Wm. Euard, B. Strachan, F. Hickey, John Hersey, W. H. Henry, etc. The Bickerdike Club was represented by Messrs. Albert Lussier, secretary; Chas. Larin, treasurer; J. Filiatrault and C. Bergevin. Charles McNown, Bert. McNown, Ernest McNown, Lieut.-Col. McArthur, of Lancaster; W. H. Seyler, of The Canadian Grocer staff; W. H. Dunn, Alex. Anderson, Cecil Gordon, Geo. Brown, J. Alex. Gordon, Wm. Clark, H. R. Barnard.

The Grocer extends its sympathy to the bereaved family.

DEPARTMENT OF ADVERTISING SUGGETIONS AND CRITICISM

Edited by John C. Kirkwood, TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Kirkwood specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

PRACTICAL INSTRUCTION ON ADVERTISING

(Continued from a recent issue)

Simplicity and Force.

Good advertising usually has the merit of simplicity in high degree.

When one considers the advertisement representing several hours' work in designing and writing occupies the reader's mind less than a minute, one can appreciate the need for saying something forceful.

Force is a thing greatly to be desired in advertising. Force is that clear presentation of the essential argument.

Brevity is one of the chiefest elements of force.

A thoughtful selection of words adds to force. Words of one or two syllables are generally preferable to larger words.

Omission and condensation contribute to force, because they make for brevity.

Clearness and Definiteness.

Clearness is an important thing to secure in writing. Nobody will take time to solve enigmas in order to understand an advertisement.

Make every advertisement a definite bid for business. You will get only what you ask for.

Use simple, direct, plain language—do not burden your advertising with words that the plain people do not understand.

Avoid as much as possible technical language. The simplest form of expression is always the best form.

In preparing your advertisements, endeavor to make them definite. Something that will interest those whose patronage you want. If you have booklets or catalogues invite tradespeople to send a postal card request for them. If you have special advantages to offer, special prices that your traveling men may make, offer them to those whom your men do not call upon.

Simply naming your goods and claiming them to be superior to others is mere publicity. Real advertising asserts and then seeks to prove by sound reasoning. The public "whys" have got to be met with plenty of "becauses."

General Counsel.

The advertisement that does not convince is not likely to win.

An advertisement should show the goods, quote prices, and give information upon which an order can be given.

Repetition gives advertising its chief value.

The best advertisement is the one which most fully economizes the reader's attention.

Don't crowd your advertisements with matter, and so make them hard to read.

The first mission of the advertisement is to attract attention, the second to secure a reader, the third to convince the reader.

Educate the people on such points as may not be apparent at a glance, it may take time and cause expense, but it is worth the effort.

Having something to say is the first requisite; saying it in an attractive manner is the second; putting it in a pleasing way is the third, and throwing in an artistic eye-catcher or two is the fourth.

Some advertisers go upon the assumption that advertising is read reluctantly, or not at all. If there is one thing certain in advertising, it is that forceful, vital, informing publicity always finds an audience.

The Advertising Manager.

First acquire for your advertising manager a man who has forgotten how to write advertisements—or never knew.

Don't mistake that advice. Nothing could be more serious, nothing have better intentions. The average advertisement writer, prattling of his "style" in writing, is an unsafe investment; you need a business man more than a litterateur. There is no necessity for fine writing, either in over-cultured Boston, reposeful Philadelphia, that pandemonium called New York, avaricious Chicago, historic New Orleans or predestined San Francisco. What is needed is sense—that sense which can appreciate why a thing should be done in this manner or that; is progressive at all times and conservative on necessity; knows something of human nature; is quick to grasp the business value of an incident or occasion; can write good English and think nothing of it; has no time for senseless typographic acrobats; understands the fundamental principles that underlie all business, and can keep up with the current of the times in thought, fashion, art, politics, society, etc.

Sooner or later in the life of the modern merchant he must be confronted with the vexations riddle: "What is an ad-writer?" And the ad-writer himself must furnish the answer in deeds rather than in words. If he is a mere copy grinder—one who is content to write so many ads for so much money he is only an insignificant clerical cog in the mercantile machinery. But if he is a thinker, a schemer and an originator, and really works along such lines, he is one of the indispensable levers that moves the entire commercial mechanism. Ad-writers are many. Ad-men are few. Preparation of first-rate copy is only a detail among the duties of a capable ad-man. In order that he may be actually worth a decent salary he must be able to devise means of business growth. The ad-writer who does no more than to juggle business English into readable shape should never be allowed to get his fingers on more than $1,500 a year, for that is all he can honestly earn, whether he be employed by a brick yard or a department store. The truly valuable portion of his service—a part which determines his value—is his original conception and masterful execution of business-bringing schemes.

(To be Continued)

A NEW DEPARTURE.

The grocery trade will hear with interest that the Bennett Mfg. Co., of Pickering, Ont., are making a new departure in undertaking the manufacture of woodenware specialties. This company have achieved distinguished success with Bennett's patent shelf box or drawer, and with their kitchen cabinets. Many grocery and hardware stores throughout the country have put in the patent shelf box referred to, securing a good appearance and convenience at the same time. The Bennett Mfg. Co. specialize in this line of goods to an unusual degree, and in the extension of their business will doubtless meet the needs of many firms who have been looking for a manufacturer of woodenware specialties of an unusual character.

LOOK ALIKE

All black leads look pretty much the same.
Where you tell the difference is in their work

JAMES' DOME BLACK LEAD

has been worked for 65 years, and
turns out as good results as ever.

W. G. A. LAMBE & CO., Canadian Agents.

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

"Shinola" shoe blacking, with a patent box opener free, is having a big run with The Eby, Blain Co., Toronto. Send orders at once.

Leonard Bros., Montreal, have a large variety of all kinds of frozen fish in season. This firm give special attention to mail orders.

The Eby, Blain Co., Toronto, are booking large orders for both "Force" and "Orange Meat" on the basis of the special deals now on on both of these lines. Dealers will do well to send their orders at once to The Eby, Blain Co., and secure prompt shipment.

Jas. Rutherford & Co., Montreal, are offering special values in Ceylon andIndia teas, black and green. Requests for samples promptly complied with.

"Bon Ami," the modern polisher, is carried in stock by The Eby, Blain Co., Toronto.

Leonard Bros., Montreal, report new arrivals of frozen sea herring, large bright Halifax stock. Also new Labrador salt herrings in barrels and half barrels, for the Lenten season.

The F. T. James Co., Toronto, have received a car load of tom cods and flounders, which they are offering to the trade at special values.

White & Co., Toronto, received a car of marmalade oranges this week.

The F. T. James Co., Toronto, report the arrival of 2 cars of Labrador herrings, in half barrels, this week.

White & Co., Toronto, are offering some good lines of Malaga grapes.

Dawson Bros. & Co., Toronto, have received one car of Redland Beauty, and one car of Magnolia brand and California Beauty navels, also one car of Messina lemons and one car of Yellow Globe onions.

McWilliam & Everist, Toronto, have received during the week one car of Marmalade oranges, one car of "Rose brand," California navels, and one car of "King Edward" and "Black Watch" lemons.

Joseph Grant, Ottawa, is offering special value in fish for the Lenten season. He has received three carloads of fresh haddock, tom cods, finnan haddie, smelts and flounders.

The Beauport Brewing Co., Beauport, P. Q., have appointed Joseph Grant, wholesale grocer, Ottawa, distributing agent for Ottawa and district.

Grocer and provision dealers handling partridges will find Provost & Allard, Ottawa, in position to offer values.

S. J. Major, Limited, Ottawa, are offering special value in molasses. Interested buyers should communicate promptly.

John Sloan & Co., Toronto, are prepared to do a large business in Hershey's chocolate, 5c. and 10c, cakes, this spring.

The latest Boston confection, "Lowney's chocolate puffed rice."

The Walter M. Lowney Co. are now showing milk chocolate and vanilla sweet in a two cent package.

S. J. Major, Limited, Ottawa, are sacrificing Malaga table raisins before putting them into cold storage. The trade will find bargain prices on application.

Lowney's Gold Medal Powder is the finest article on the market for soda fountain trade. Sample mailed on request.

The famous Gri-mo soap, made by Ritchie-Hearne Co., of Brampton, Ont., is being sold in Montreal by D. A. Macdonald, a hustling young agent, who has built up a good trade in the east. At present they are booming Gri-mo by distributing small samples, which are admirably suited for just what they are intended, namely to be used in offices for cleaning hands, soiled by ink or grime.

The Walter M. Lowney Co. report increasing sales on breakfast cocoa.

FISH

Order Now for **Lenten Season**

No. 1 FALL-CAUGHT TROUT.
No. 1 LAKE HERRING.
LABRADOR HERRING, Bbls. and Hlf. Bbls.
FLITCHED COD, 100 lb. Cases.
CODFISH, 1-lb. and 2-lb. Blocks.
HALIBUT, 30-lb. Cases.
SCALED HERRING.

Warren Bros. & Co., 35 Front St. E., Toronto



I APPEAL to the readers of THE CANADIAN GROCER, who I know are the best buyers of High-Grade Goods in the country. I want to say that my Old English Candy,

MACKINTOSH'S TOFFEE

is the most delicious and best Candy made, pure as the crystal springs.

This Old English Candy has made me famous the world over. I am called **THE COFFEE KING OF ENGLAND** because I am by far the largest manufacturer of Toffee over there. Handle this line and you have a trade winner. Write for prices, etc., at once.

JOHN MACKINTOSH, Ltd., - HALIFAX, ENG.

Ask and Receive.

Advertise and Acquire.

If you want to sell a business or a delivery wagon, if you want a partner or a clerk—**advertise.** If you have what you don't want, or haven't what you do want—**advertise.**

Our condensed advertisements cost little, but are worth a good deal.

You can reach most of the general merchants in Canada at the expense of a few cents. Our rate is 2c. per word first insertion, and 1c. per word each subsequent insertion, and ***remittance must accompany order in every case.***

CANADIAN GROCER,
MONTREAL and TORONTO

PERSONAL MENTION.

Mr. W. P. Eby, of the Eby, Blain Co., Toronto, paid a flying visit to Ottawa this week.

Mr. T. Hamilton, grocer, Iroquois, Ont., was severely injured by an explosion on February 23.

Mr. A. J. Rankin, representing S. H. & A. S. Ewing, Montreal, was calling on the trade in Ottawa last week.

Mr. M. McLaughlin, of M. McLaughin & Co., flour millers, Toronto, left this week on an extended trip to Europe.

Mr. J. S. Larke, Canadian commercial agent in Australia, will return to Canada for a vacation about July of this year.

Mr. Geo. C. Thompson, vice-president of the Robert Greig Co, Toronto, was a caller upon the Montreal trade this week.

Mr. J. T. Wilson, sr., partner of the firm of Wilson, Patterson & Co., importers and general merchants, Montreal, died last week.

Mr. C. D. Cowles, representing the St. Charles Condensing Co., Ingersoll, Ont., was a caller upon the trade in Ottawa during the past week.

Mr. D. T. Williamson, representing the Brantford Starch Co., was a caller at the Montreal offices of The Canadian Grocer last Saturday.

Mr. Andrew Gunn, of Gunn's Ltd., Toronto, and Mr. John A. Gunn, of Gunn, Langlois & Co., Montreal, were met by The Canadian Grocer in Ottawa last week.

Mr. A. Stuart Ewing, of S. H. & A. S. Ewing, wholesale coffees and spices, Montreal, is in Winnipeg on his regular trip through Manitoba and the North-West Territories.

Mr. R. Hyslop representing Andrew Wilson & Co., tobacco and cigars, Toronto, was in Ottawa during the past week looking after the "Batchelor" and other favorite lines of Havanas.

Mr. Jules Cote, secretary-manager S. J. Major, Ltd., wholesale grocers, Ottawa, is wearing a beaming countenance just now—reason: the arrival of a son and heir last Wednesday. Congratulations.

Mr. J. A. Stewart, general merchant, of Exeter, Ont., was in Toronto this week and paid The Grocer a visit. Mr. Stewart is the proprietor of one of the most progressive and successful stores in Western Ontario.

Mr. Arch. Snowdon, of Snowdon, Forbes & Co., Montreal, is putting in an anxious time at his home with an attack of quinsy. Active and energetic hustler as he is, this enforced retirement from business is trying. He expects to be up and about again in a few days.

Among the grocers and travelers met by The Canadian Grocer in Ottawa last week were Mr. Wm. Galbraith, of Carter, Galbraith & Co., Montreal; Mr. John Christie, representing the same firm, and Mr. L. R. Buzzell, representing J. A. Mathewson & Co., Montreal.

DEATH OF PROMINENT CANNER.

On February 24th, in Montreal, occurred the death of Mr. W. A. Ferguson, vice-president of the Canada Canners, Ltd. Mr. Ferguson had been indisposed for some weeks as a result of a paralytic stroke he received while in Montreal recently on business.

He was for years the manager of the Delhi Canning Co., and in addition to being a large shareholder in this organization was the chief promoter of the canning industry in Delhi, Ont.

EXEMPTION FROM SPECIAL DUTY.

A LIST has been compiled comprising all the articles exempt from special duty, under subsection 7, and other provisions of the Customs Act, on which decisions of the Department have been requested.

Boiler plate, flange plate and fire-box plate, for use only in the manufacture of boilers (conditional on following declaration being subscribed and attested to by the importer on the face of the entry: "The plates above described are boiler plates, flange plates or fire-box plates (as the case may be) which have been imported in good faith as such and will be used only in the manufacture of boilers").

Universal mill or rolled edge bridge plates when imported by manufacturers of bridges for use only in the manufacture of bridges (conditional on declaration being subscribed and attested tp accordingly by the imported on the face of the entry).

Rolled edge plate, not less than ½ inch thick and over 15 feet long, when imported and to be used only for tires of traction engines (conditional on declaration being subscribed and attested to accordingly by the importer on the face of the entry).

Flat galvanized sheet iron, guns and rifles, not military; twist drills, cabinet locks, pad locks, steel beans, tees, girders, for structural purposes, when not punched, drilled or in any further stage of manufacture than as rolled; pens and pencils, double tape fuses, dictionaries, English; bi-carbonate of soda, rubber brushes, spread plasters, spitting cup and re-filler, vapo-cresoline, peroxide of hydrogen, hydrozone, school writing slates.

Articles Subject to Special Duty.

The following list does not comprise all the articles subject to special duty, but only articles on which decisions of the Department have been requested:

Air brake equipment, air pumps, boilers, cranes (electric traveling), cranes (hand power), cranes (water), castings (heavy machinery, columns), diggers (beaver post hole), fences (hammered iron), grilles (door, bank, etc.), hydrants (for fire purposes), injectors (easy), locomotives, momentum brake, nuts (cold pressed), pumping machinery, pipe (water, gas and heavy flanged), screws (set, cap, etc.), switchboards, wrought-iron pipe 3 inches and under, stationary boilers and steam engines, meat choppers, wire rods, saws, steel billets, hoop iron and steel, 16 gauge and thicker, steel rails, horse shoes, horse shoe nails, steel plate, 50 inches and less in width, ¾ inches and less in thickness, but not thinner than No. 12 gauge, railway fish plates, glazier points, steel angles up to 5 inches by 5 inches, writing ink, typewriter ribbons, structural work (including bridges), trucks (street railway Curtis type), specials (such as tees, ells, etc.), trucks, (railway freight), valves, water towers, insulated wire and cables, incandescent and arc lamps, sockets, receptacles, cut-outs, plugs, rosettes and wiring accessories, cross arms, switches, porcelain insulators and cleats, lightning arresters, electric meters, transformers, dynamos and generators, motors, plumbers' earthenware, stove polish, grass mats, Linoleum and oil cloth, linseed oil, paper, glass bottles, bon ami, scouring soap, card games (such as playing cards, etc.), games (such as Parchesi, Halma, soldier boy, etc., made of straw board and card board), antiseptic gauze, carbon paper, carpets, cartridge and ammunition, mucilage, dynamite, electric fuse for blasting purposes, pail and tubs, patent medicines, non-alcoholic, photographic dry plates, soap, of all kinds, powder, detonators, confectionery, of all kinds, baking powder, postum cereal, grape nuts, shredded wheat biscuits and other breakfast foods, almond paste, gun wads, sen sen, licorice pastilles, iodine of potassium, flat iron and steel bars, all sizes up and including 10 inches in width, and up to 1½ inches in thickness, round steel, up to 5 inches in diameter, polished shafting, up to 5 inches in diameter, square bars, up to 12 inches square, car axles, steel sections, such as plow beams, channel steel, binder bars, tee bars, cutter bars, hermetically sealed tube dressings, absorbent cotton, absorbent lint, antiseptic jute, antiseptic oakum, antiseptic sponges, antiseptic zimocca, antiseptic abdominal sponges, Ashton's abdominal absorbent pad, Ashton's laparotomy set, antiseptic absorbent cotton mops, ligatures and sutures, surgeons' twisted silk, surgeons' braided twist, pure white braided silk, "cable twist" surgeons' silk, Lawson Taite's silk, raw-twisted surgeons' silk, plaster paris bandages, bandages double or tubular stockinette, grey open-woven bandages, unbleached roller bandages, washed and ironed roller bandages, antiseptic gauze absorbing bandages, medicated gauze bandages, heavy crinolin bandages, flannel bandages, rubber bandages, Esmarch's triangular bandage, first-aid packets, elastic hosiery, belts and supporters, elastic stockings, trusses, tom-thumb jujubes, Sa Yo mint jujubes, small channels, rake teeth, concave and convex sleigh shoe steel, drill hoe points, bevel edge bars, rifle bars, tie plate, special fish plate, angle bars, half, rounds, half ovals, toe caulk sections, half round shaft steel, channel sleigh shoe steel, spring steel, sleigh shoe steel, tire steel, machine steel, harrow tooth steel, polished shafting, forging, all kinds of shoe work, iron or steel washers, lead pipe, wire, all kinds, sizes and gauges, bale ties, wire nails, sash pins, escutcheon pins, spikes, wrought and wire, all kinds and bolts, all kinds and sizes, coach screws, lag screws, nuts, washers, rivets, all kinds and sizes, picture frame points, felloe plates, tacks, all kinds and sizes, including nails, rivets for shoemakers' use, staples, all kinds and sizes, tufting buttons, white lead (ground in oil), putty, shot, all kinds and sizes, refined sugar imported after November 23rd, 1904, (except sugar refined in a British country granted tariff preference by Canada, indelible ink.

TEAS and COFFEES

We have special values in all grades of Ceylon, from **11c.** up—write for samples. Also full range of Teas of all other kinds. Mention the price you want—we have it.

GREEN COFFEES.—Special quotations on fine Javas, Maracaibos, Santos and Mochas.

JAMES RUTHERFORD & CO.

27 ST. SACRAMENT STREET **MONTREAL**

MANITOBA MARKETS.

Special Report from the Winnipeg Office of THE CANADIAN GROCER.

Quotations corrected by telegraph up to 12 a.m. Thursday, March 2nd, 1905.

BUSINESS is fairly active, but there is no exceptional rush in any department of the wholesale grocery trade. While reports from Eastern trade centres indicate that wholesale houses there are finding great difficulty in making shipments, owing to the snow blockades, there has been no such trouble west of the Lakes.

The price list is steady and there are not many changes to record. Sugar remains steady at time of writing at the same figure, which has prevailed for some time. Advices from outside markets indicate a continued firmness and expensive sugar seems to be assured for some time to come. Patna rice is advancing and a slight advance of ⅛ cent will be noted in quotations below: Rangoon rice, on the contrary, has declined from ⅛ to ¼ cent. Coffee is easier, but no change in Rios has been made locally. It is reported now that the California market is absolutely bare of dried peaches but there are still some local stocks on hand. Prunes are becoming firmer. Local stocks of evaporated apples are rapidly being depleted and prices are very firm. In green fruits a general reduction in oranges, lemons and bananas will be noted. Apples are becoming very scarce and there are now no Baldwins and Greenings on the local market. Fish firms are making preparations for a big trade during Lent. Some changes will be noted in fish quotations. The fish catch this winter on Lake Winnipegosis is reported to have been exceptionally good and large shipments of white fish, pickerel, jacks and sturgeon have been sent south to American trade centres. The last shipments of winter fish will be made about March 20. Strictly fresh eggs have advanced to 30 cents.

Sugar.

The sugar market seems to have found its level, for there have been no changes for some time. Advices from outside markets indicate that sugar is still very firm and that declines are unlikely at present. Apparently dear sugar is assured for some time to come. We quote:

Montreal granulated, in bbls	6 30
" " in sacks	6 25
" yellow, in bbls	5 80
" " in sacks	5 75
Wallaceburg, in bbls	6 20
" " in sacks	6 15
Icing sugar in bbls	6 90
" " in boxes	7 10
" " in small quantities	7 35
Powdered sugar, in bbls	6 70
" " in boxes	6 90
" " in small quantities	7 15
Lump, hard, in bbls	7 00
" " in ½-bbls	7 10
" " in 100-lb cases	7 00

Canned Goods.

Prices are steady and the market is without new features of interest. We quote:

Apples, 3's, 2 doz. cases, per case	2 15	2 20
Cherries, red pitted, 2's, 2 doz.		4 40
Currants, red, 2 doz. cases, per case		3 35
" black, " "		3 75
Gooseberries, " "		3 50
Lawtonberries, 2's, " "		3 35
Pears (Bartletts), " "		3 50
Peaches, 2's, " "		3 75
" 3's, " "		3 75
Raspberries, red, " "		2 90
" black, " "		3 00
Strawberries, " "		3 50
Plums, Lombard, 2 doz. per case		2 35
" green gages, 2 doz. case, per case		2 50
Tomatoes, 3's, per 2 doz. cases	2 85	3 00
Corn, 2's " "		2 60
Peas, 2's " "		1 90
Beans, 2's " "	1 90	1 95
Salmon, finest sockeye, per case		7 00
" humphack, "		3 75
" cohoes, "		5 25
Boneless chicken, 1b. tins, per doz		3 5
" turkey " "		3 25
" ducks " "		3 25

Spices.

Market quiet and featureless. We quote:

Pepper, black, per lb	0 18
" white, "	0 25
Cayenne, "	0 21
Cloves, ground "	0 25
Cassia, "	0 16
Allspice, "	0 14
Ginger, "	0 15
Cloves, whole	0 25

Rice, Tapioca, Etc.

As noted above, Rangoon rice has declined and Patna has advanced. We quote:

Rangoon rice, per lb	0 03¾	0 03⅞
Patna " "		0 04⅜
Tapioca, per lb		0 03¼
Sago, "		0 03¼

Syrups and Molasses.

There are no features this week of particular interest. Corn syrups are easy and there is some activity in New Orleans and Barbadoes. We quote unchanged prices, as follows:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 40
" " 5-lb tins, per 1 "	2 70
" " 10-lb tins, per ½ "	2 50
" " 20-lb tins, per ¼ "	2 40
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03¼
Barbadoes molasses in ½-bbls. per lb	0 04
New Orleans molasses in ½-bbls, per lb	0 02½
" " in barrels	0 02⅜
Porto Rico molasses in ½-bbls., per bbl.	0 04½

Coffee.

Rios are easier in outside markets, but locally, nominal prices are as before. We quote:

Green Rio, per lb	0 11¼
Roasted, per lb	0 14

Cocoa and Chocolate.

The price of Baker's chocolate in ½ lb. packages is now 37c., and ¼ and ½ lb. packages of cocoa are sold at 12c. per lb.

Baking Powder.

Price's baking powder is now sold at following prices:

Price's baking powder, 6 oz. size	1 90
" " 12 oz. size	3 75
" " 2½ lb. size	11 40
" " 4 lb. size	17 25
" " 5 lb. size	21 50

Jam.

Upton's jam is now quoted at 50 cents per pail in Winnipeg. The Brandon price is 52 cents, the price in Calgary and Lethbridge 57c., and the Edmonton price 60c.

Nuts.

Quoted as follows:

Almonds, per lb	0 12½
" (shelled), per lb	0 28
Filberts	0 11
Peanuts, extra choice	0 11½
Jumbos	0 14
Walnut, per lb	0 12
" (shelled) "	0 25
Pecans, per lb	0 15 0 16
Brazils, per lb	0 16

Foreign Dried Fruits.

Commission merchants are the authority for the statement that the California market is now absolutely bare of dried peaches. Local houses still have some supplies on hand. Prunes are firmer and in fact, the whole dried fruit list is in a strong position. We quote:

Valencia raisins, Trenor's, per case f.o.s		2 00
" selects		2 20
" layers		2 25
California raisins, muscatels, 3 crown, per lb		0 06½
" " " 4 "		0 07½
" " choice seeded in ¼-lb. packages per package		0 06¾
" " choice seeded in 1-lb packages per package	0 08	0 08½
" " fancy seeded, 1-lb. packages, per package		0 09½
Prunes, 90-100 per lb		0 04½
" 80-90 "		0 04¾
" 70-80 "		0 05¼
" 60-70 "		0 05¾
" 50-60 "		0 06½
" 40-50 "		0 07¼
" silver "		0 07½
Currants, uncleaned, loose pack, per lb		0 05½
" dry cleaned, Filiatras, per lb		0 06½
" wet cleaned, per lb		0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb		0 06¾
" Vostizzas, uncleaned		0 06½
Dates, new per lb		0 05
Figs, cooking in bags, per lb	0 04½	0 04½
Apricots, choice, in 25-lb. boxes, per lb		0 13½
" standard, " "		0 12½
Peaches, choice, " "		0 13½
" standard " "		0 13
Pears, (choice halves) " "		0 13½
Nectarines, choice " "		0 11
Plums, choice (dark pitted) per lb		0 10½
Candied Peel—Lemon peel, per lb		0 09
Orange "		0 09½
Citron "		0 14

Evaporated Apples.

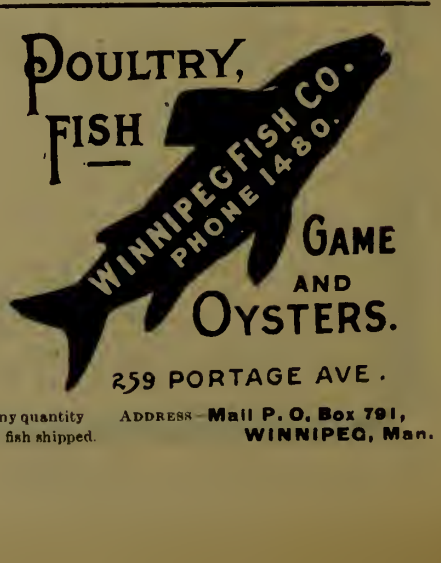
Local supplies will soon be exhausted. The market is consequently very firm. We quote:

Evaporated apples (new), 50-lb. cases	0 07
" 25-lb. cases	0 07½

Fish and Oysters.

Preparations are being made by the the local houses for prompt shipment during the Lenten season, but merchants are advised to get their orders in early, specifying dates of delivery desired. Some changes will be noted in the list below. The fish catch this winter in Lake Winnipegosis has been exceptionally good and many large shipments of pickerel, white fish, jacks and sturgeon have been sent south to American trade centres. We quote:

Lake Winnipeg whitefish	per lb.		0 06
Slave Lake whitefish	"	0 07	0 07½
Yellow pike (pickerel)	"		0 05
Lake Superior trout	"		0 08½
Lake Superior loose frozen herring	"	0 03	0 03¼
Tubbees	"		0 04
Gold eyes	"		0 03
Blue fish	"		0 18
Mackerel	"		0 15
Red snapper	"		0 15
B.C. salmon (case lots 9c.)	"		0 09½
Halibut	"		0 08½
Jack fish	"		0 03½
Tomicods	"		0 05
Hake	"		0 07
Perch	"		0 04½
Eels	"		0 08
Cod, steak size	"		0 08
Cod, market size	"		0 07
Flounders	"		0 05
Haddock	"		0 08
Atlantic smelts, extra, 20-lb. boxes	"		0 12
" " No. 1, " "	"		0 08½
" " No. 2, " "	"		0 07½
"Halifax" brand salt cod, fish cakes 24-1's	"		0 11
"Acadia" " " " 20-1's	"		0 09
"Bluenose" " " " 20-1's	"		0 07
"Acadia" " " 2-lb. boxes	"		0 09
" " " 4-lb. "	"		0 09
" " shredded, 24 cartons, per bx.	"		2 00
" " " bulk, in 15-lb. boxs.	"		0 08



Blue Ribbon Ceylon Tea

The Tea trade in Canada has been blessed by the advent of package Teas, and by Blue Ribbon in particular.

True, this truth is not perceived by every Grocer, and its assertion is sometimes resented.

But conditions to-day are vastly better than they were a dozen years ago--due to the campaign of education and of publicity carried on by package tea men, and by Blue Ribbon in particular.

Blue Ribbon is everybody's good friend.

RETURNED
MAR 14 1905
To Crowder
Our Book 31
Page 47



A high-grade English Sauce of long reputation and tried merit.

Lorimer's Worcester Sauce

A good money-maker—especially when bought in gross lots.

The
Robert Greig Co., Limited
White Swan Mills, Toronto



IT'S A GREAT SELLER

YOUNG and OLD alike are asking for

THE KING'S FOOD

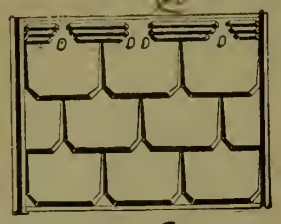
THE IDEAL BREAKFAST DISH

It makes ENERGY and MUSCLE.

A handsome glass dish free in every package.
2 dozen packages in a case.

THE ROBERT GREIG CO., Limited
White Swan Mills - TORONTO

RETURNED
APR 5 1905
To Queen
Cut Book 31
Page 19



Eastlake Steel Shingles

either Galvanized or Painted

Are Always Reliable They are more economically durable and quicker to apply than any others, fitting accurately—and therefore most easily laid.

They have been thoroughly tested in all kinds of climates, invariably proving **Fire, Lightning, Rust and Weather Proof.**

If you're building, make sure of satisfaction by ordering EASTLAKES for the roof—fullest information if you write.

Metallic Roofing Co., Limited,
WHOLESALE MFRS., TORONTO, CANADA.

McDOUGALL'S

BATH BRICKS

THE BEST IN THE WORLD

D. McDOUGALL & CO., Glasgow, Scotland.

COMPLETE OUTFIT FOR

CANNING FACTORY

1 Fifty-horse Power Boiler
1 Six-horse Power Engine in good repair
1 Conant Cooker and Filler
1 Burtt Wiper
1 Pea Filler for 2 lb. cans
1 Bean Filler for 3 lb. cans
2 Copper Jacket Kettles
4 Retorts with trucks and pans
5 Copper Blanching Tanks
1 Test Tank
1 Solder Kettle
1 Pea Sheller
1 Pea Separator
2 Corn Shellers with Tables
1 Corn Sifter with Pans
1 Marsh Can Making Outfit (United States Patent) with shears, dies, etc., for making cans, also machinery for canning apples. A complete outfit of shafting, belting and pulleys to equip a Canning Factory.

Formerly property of Maritime Pure Food Company—all in good repair—will be sold cheap for shipment elsewhere, or to anyone who may desire to lease the premises.

Apply to

H. Paxton Baird, Woodstock, New Brunswick

Large Labrador and Nfld. salt herrings per 100 lb.	....	5 00
" " " " per 20-lb. pail.	....	1 20
Salt mackerel, in 20 or 30-lb. pails	....	0 12½
Finnanhaddie, in 15 or 30-lb. boxes	....	0 08
Smoked halibut strips	....	0 11
Kippered gold eyes, per doz	....	0 50
Yarmouth bloaters, 60 in box, per box	....	1 75
Lobsters, fresh boiled, per lb.	....	0 25
Shrimps, large size, per quart	....	0 60
Caviar, extra, small jars, per jar	....	0 40
Frog legs, 6 doz. in box, per doz.	....	0 40
Oysters, standard, per gallon	....	2 00
" select, "	2 15	2 25

Flour.

We quote at last week:

No. 1, patent	....	2 95
" 2, "	....	2 75
" 3, "	....	2 00
" 4, "		1 50

Breakfast Cereals.

No change in price is reported. Cornmeal continues easy. We quote:

Rolled Oats, 80-lb. sacks, per cwt	....	2 00
40-lb. " "	....	2 05
20-lb. " "	....	2 10
8-lb. " "	....	2 40
Cornmeal, in sacks, per cwt	....	1 50
" in ½ sacks, "	....	1 55

Eggs.

Strictly fresh eggs are now quoted at 30 cents wholesale. Prices are:

Eggs, fresh	....	0 30
" finest glycerine pickled	....	0 24

(Packed in 25c. cases) which are not returnable.

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,

St. John, N.B., March 1, 1905

FEBRUARY has been a rather quiet month. While this is expected to a certain extent, this year it has been exceptionally quiet. Perhaps the particular reason is the great fall of snow a few weeks ago, with continued heavy winds and light falls of snow every few days. The wholesale grocers are reall doing nothing. Eastern mails are days late. Travelers are snowed up at different points, and even such orders as are received are shipped with no knowledge of when they will arrive at their destination. As I write, no trains are moving between St. John and Halifax or Halifax and Sydney. There are no trains running between Halifax, Annapolis, Digby and Yarmouth, or Halifax

AGENCIES WANTED.

An experienced and successful Wholesale Grocery Traveler, who is going into the Brokerage business and sell to wholesale dealers and manufacturers, wishes agencies in the above, and other suitable lines, from good, reliable firms.

Can furnish highest references.

Address,
BROKER,
BOX 221, "THE CANADIAN GROCER,"
TORONTO, CANADA.

COMMON SENSE

KILLS {Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W

TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words	each insertion,	1 year	$30 00
"	"	6 months	17 00
"	"	3 months	10 00
50	"	1 year	17 00
"	"	6 months	10 00
25	"	1 year	10 00

FOR SALE.

OLD established combined grocery, meat and liquor business, Hamilton; large and paying trade, and first class location. Splendid opportunity for a good man; satisfactory reason for retiring; the premises also for sale. Address P.O. Box 374, Hamilton. (9)

FIRST-CLASS General Store business, with Post Office in connection, in one of the best dairy sections of Eastern Ontario. Stock $3,000. Good store and nice dwelling attached. Will sell stock and real estate separately or together. A splendid opportunity. Satisfactory reason for selling. Address Box 220, THE CANADIAN GROCER, Toronto. (9)

SITUATION WANTED.

BY young man with seven years' experience in grocery business—both buying and selling—will take position either traveling or clerking. References. Address Box 219, CANADIAN GROCER, Toronto. (9)

WANTED.—Position as traveler. Grocery preferred, young and willing to hustle. Reply to E. R. Smith, care CANADIAN GROCER, Montreal. (9)

ENERGETIC, sober young Englishman (28) wants start on the road with wholesale house. Fourteen years' sound experience in the trade (two in this country). At present with first-class retail house in Montreal, but desirous of getting ahead. Address Box M 222, CANADIAN GROCER, Montreal. (9)

COMMISSION AGENT.

WANTED—Staple lines, such as groceries, meats or fruits, on commission; territory covered, eastern townships. Address Manufacturers' Agent, Box 125, Farnham, Que. (11)

AGENT WANTED.

ONE of the largest Swiss chocolate manufacturers, producing highest class goods, with an already established trade, seeks sole agent for Canada. Applications received only from first-class responsible jobbing houses. Most advantageous terms offered. Address, C. Haug, 17 St. John street, Montreal. (9)

NOTICE OF DISSOLUTION OF PARTNERSHIP.

THE partnership heretofore existing between W. J. Thompson and John S. Marshall, of the village of Dobbinton, and Wm. Barnhouse, of the city of Toronto, is dissolved by mutual consent, and the business in Dobbinton will in future be carried on by W. J. Thompson and John S. Marshall, under the firm name of Thompson & Marshall. The business in Toronto will be carried on by Wm. Barnhouse. Parties having accounts in Dobbinton will settle with Thompson & Marshall: parties having accounts in Toronto will settle with Wm. Barnhouse. W. J. Thompson, John S. Marshall, Wm. Barnhouse. Witness, B. Barnhouse.

and Yarmouth on the south shore. All branch lines in New Brunswick and Nova Scotia are out of business. There is no communication with Prince Edward Island except by ice-boat, and the railways on the Island are tied up. It is very many years since there has been anything like it. There is real suffering in some places, particularly in regard to food for cattle and horses. Lumbermen with horses in the woods do not know what to do. Nova Scotia is particularly hard hit. There is one bright spot in St. John, mails from the West are quite regular, and Western freight does show some movement. The grocers have this to help the situation, that prices are moving up. The advance in beans is a feature of the week.

Oil.

Burning oils show a steady sale at present low prices. Lubricating oils are firm; except in futures there is little business. Linseed oil, while unchanged, is firmer. Turpentine is unchanged. Cod oil is quiet, with prices quite firm.

Salt.

The fight on the part of the railways to overcome the blockade has meant quite a sale for coarse salt. Fair stocks are held; prices are firm.

Canned Goods.

There is nothing of particular interest. The higher price of evaporated apples seems to rather improve the demand for gallon apples. Vegetables are unchanged. Fruits have but a fair sale. Oysters are firm, and stocks are not large. Salmon is at least no higher. Meats are quoted as last season. Sardines, haddies, and kippers are a light supply.

Green Fruits.

Business is quiet. Reports in regard to Valencia oranges, because of frost, are very discouraging. Prices here have not as yet advanced. Californias are low. Some Jamaicas are still offered. The price of Floridas is reasonable, particularly when you remember the damage done by frost. Lemons are rather higher. Cranberries are high. In apples, movement is slow and prices unchanged.

Dried Fruit.

There is very little business. There was quite a stock of seeded carried over from the holidays. The very low prices still continue. In other lines of raisins, stocks are light. Currants are low and a fair stock. Dates have but a limited demand; full stocks are held and price is low. Figs have little demand. The outlook for peels is for higher figures. sales at this season are light. Prunes are still held at low prices. Just fair business is being done.. Apricots and peaches move but slowly. Evaporated apples are firm at the advance. Onions are rather higher, and sales only fair.

Sugar.

Full stocks are held, as in other lines; little moving. Prices are unchanged, but firm.

Molasses.

New Barbadoes are daily expected. Price will be high. Little Barbadoes is being carried over. There is quite a stock of Porto Rico. Prices are firm.

Fish.

This is a line of interest because of the approach of Lent. Fresh fish is high and supplies light. Cod and haddock are the chief lines. Dry fish are firm, at high prices. Stocks are limited. In pickled fish, there is but a fair stock. Price is quite high and firm. In smoked herring, full supply is held and prices low. Finnan haddies are high.

Flour, Feed and Meal.

There is little movement. Prices are firm at the full figures. Feed is scarce and tending higher. American competition continues to keep oatmeal lower than price would otherwise be. Oats are high. Cornmeal is unchanged. The feature of the week has been the advance in beans. Market is said to be firm. Hay is higher. Timothy seed is rather higher. Clovers are unchanged, full prices asked.

INQUIRIES RELATING TO CANADIAN TRADE.

THE following enquiries have been received from the High Commissioner for Canada in London, England, concerning Canadian trade:

189. A produce broker and agent is endeavoring to establish a connection with one or two first-class Canadian cheese, butter and bacon shippers, who can offer large lots for placing on the English market.

198. A firm of importers and manufacturers' agents in London are desirous of hearing from Canadian manufacturers requiring representation and having novelties suitable for the English market.

200. An English firm largely interested in the canned goods business desires to undertake the representation of some good Canadian packers not already having agencies in the United Kingdom.

201. A glue, size, glue powder and soap manufacturer asks to be referred to Canadian buyers of these goods.

202. A firm of syphon bottle makers for mineral and aerated waters, who are manufacturing a new patent earthenware syphon, wish to interest Canadian users of such goods in the invention.

206. Inquiry is made respecting Canadian provision, cheese or canned goods exporters, who may contemplate the appointment of an agent in the North of Ireland.

207. An English firm of vinegar makers are anxious to extend their business relations with Canada.

208. A colonial and continental produce broker is seeking additional lines in the groccry and allied trades, to work on commission for Canadian houses.

209. An importing firm of good standing in South Australia, having a London office, is seeking to establish business relations with Canadian exporters in the first rank.

211. Inquiry has been received from Cork for names of Canadian export and import houses who may desire to have a selling or buying representative in the south of Ireland.

212. A London firm of fruit and vegetable importers are seeking to establish business relations with Canadian shippers of apples.

The following inquiry has been received from the Commissioner's agency in Japan, concerning Canadian trade:

27. A firm in Tokio wishes to be put in communication with Canadian exporters of dried apricots. Samples and quotations to accompany correspondence.

124. A correspondent in Cardiff wishes to represent Canadian shippers of hogs and other products seeking an outlet in this market.

125. A London firm of agents and brokers would be pleased to hear from Canadian canners of fruit, fish and vegetables, who may wish to develop export trade.

126. A firm, which employs a staff of travelers for the purpose of introducing specialties in food and drug lines, proprietary articles and similar goods to the trade, would be pleased to act for Canadian manufacturers of these lines, and also of manufactured specialties.

The following enquiries has been received from the City Trade Branch of the High Commissioner's Office, London, Eng., concerning Canadian trade:

118. A firm of commission agents and fruit salesman is desirous of handling Canadian apples and asks to be placed in communication with a few Canadian shippers.

The following enquiries have been received from Manchester, England, concerning Canadian trade.

74. A number of Manchester wholesale fruit dealers desire correspondence with Canadian apple exporters, to purchase outright, or have fruit shipped on consignment.

76. Manchester dealer in turkeys, geese and chickens are prepared to handle large quantities of Canadian poultry, and wish to be placed in touch with the Canadian shipper.

78. A large soap manufacturer, who can use very large quantities of boxboards desires to get in touch with Canadian shipper of same, who can keep him supplied with regularity.

The following enquirics re Canadian trade have been received from Leeds, England:

80. A Hull commission man desires an agency for Canadian houses, in dried fruit, first-class references would be given and expected.

81. A large firm of long-established soap manufacturers for milling purposes desires direct communication with woolen mills in Canada desiring the same, namely: White cured soap, mottled soap in bars, pure oleine potash soap in barrels, dry concentrated 95 per cent. powdered soap in bags, and for scouring, potash soft soap in barrels, carbon ash in bags.

82. Large Yorkshire firm of soap manufacturers desire direct communication with woolen people in Canada, for white soaps used in woolen mills, the principal kinds being white soap, pure white curd, fine white curd, and curd mottled.

The following enquiry has been received from Bristol, England, concerning Canadian trade:

11. A British firm desires to be brought in touch with exporters of butter, cheese and bacon.

The names of firms making these enquiries may be had from the Department of Trade and Commerce, provided the number of the enquiry and the office under which the said enquiry appears, are mentioned in application.

Both Oranges and Lemons advancing, but can take care of your orders. See our Price List before purchasing.

McWILLIAM
Mc. AND E.
EVERIST

TORONTO, - - ONTARIO

To-day's Car Celery is Extra Fancy, include a case in your order.

The DAWSON Commission Co., Limited
FRUIT, PRODUCE AND COMMISSION MERCHANTS.
Cor. Market and Colborne Streets. TORONTO

DRIED APPLES
We pay highest market prices for bright dry quarters and make prompt remittance.
The W. A. GIBB CO.
Packers and Exporters
5 and 7 Market St., HAMILTON

Marmalade Oranges
Our first shipment of Marmalade Oranges will arrive this week.
Sizes—160s, 200s and 240s.
Get your order in early.
Send for Samples of our Navels.
HUSBAND Bros. & Co.
Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO.

GREEN FRUITS AND VEGETABLES

Fruit and Vegetable Markets.

ONTARIO.

GREEN FRUITS.

Toronto, March 2.

OWING to the moderation in weather conditions and better facilities for transportation in the country the green fruit trade generally has shown marked signs of improvement during the week. City trade is brisk and orders are coming freely from the country for all kinds of stock, the orange market being active and strong with an advance in navels of 25c. for the week. In New York prices have gone up fully $1.00 per box during the last seven days and the market continues to show a very firm tendency. All this may be accounted for by reason of scarcity of supplies and the mild weather which makes it possible to ship readily.

Florida oranges are nearly out of the market, only very fancy stock being available.

New lemons are arriving, with quality first class, and the market higher than last year, owing to serious damage to the crop in Cicily from frosts, which has meant the destruction of fully 500,000 boxes of lemons. This will have no uncertain effect on the market a little later on. There are a few fancy Valencias oranges on the market, although supplies of this variety are getting into small compass.

Bananas are moving well and on account of scarcity are being quoted a little higher in price. In certain quarters the price of Almeria grapes has been advanced. Last week's quotations, however, still rule in the main.

Strawberries from Florida have appeared on the market and are selling in limited quantities at 85c. per box.

California lemons are now arriving from the coast. This fruit does not cut much of a figure in the Canadian market for which reason we refrain from giving quotations. The markets on the Atlantic Coast are, however, large consumers of California lemons. We quote the following prices:

Florida oranges, per box	2 75	3 00
Florida grape fruit, per box	4 75	5 00
Jamaica grape fruit	4 50	4 75
Florida tangerines (half straps)	2 25	2 50
Florida pineapple, per case	4 50	5 00
Havana pines per case		3 50
Marmalade Oranges, per box		2 50
California navel oranges, per box	2 75	3 00
Valencias ordinary, 420's	3 50	3 75
New messina lemons, 300's, per box	2 50	2 75
" " 360's, per box	2 50	2 75
Bananas, large bunches, crated	1 75	2 25
Bananas, 8's, per bunch, crated	1 15	1 35
Apples, Winter varieties	1 50	3 00
Sweet potatoes, kiln dried, per bbl	6 00	7 00
" " bush. crates	2 75	3 00
Almeria grapes, per bbl. fancy	7 00	8 00
Cranberries, Howes	10 00	10 50
Smyrna figs, Eleme, four crowns		0 07
" " five "		0 08
" " six "		0 09
" " seven "		0 13
" " glove boxes, 1-lb	0 07	0 08
" " Protoben, four crowns	0 09	0 10
" " " five "	0 12½	0 13
Comadre figs	0 03¼	003½
Florida strawberries, per box		0 85

VEGETABLES.

Trade in vegetables has been fairly good during the week, domestic stuff selling well and the market gradually improving for imported vegetables. Onions are slightly higher than last week, as well as parsnips. California celery is also 50c. higher than last week on account of scarcity of supplies. Canadian celery is now out of the market and California stock will be scarce during March, and higher in price on account of damage to the growing crop from excessive rain, in addition to a big general demand. California cauliflowers are off the market and will not be seen again this season. Our quotations are as follows:

Greenhouse lettuce, per dozen bunches		0 35
Greenhouse radishes, per doz. bunches	0 40	0 50
Dry Mint, per doz bunches		0 20
Parsley, " "		0 20
Sage, per doz		0 20
Savoury, per doz		0 15
Carrots, per bag		0 60
Beets, per bu		0 60
Beets, per bag		0 75
Dry Onions, per bag	2 00	2 25
Dry Onions, per basket		0 50
Spanish onions, per case	4 00	4 25
Green house water cress, per doz.		0 25
Canadian celery, per doz	0 50	1 00
Potatoes, per bag		0 90
Parsnips, per bu		0 75
Parsnips, per bag		0 95
Cabbage, per head	0 08	0 15
" per doz	0 50	1 00
Turnips, per bag	0 30	5 35
California celery, per case	5 00	5 50
Hothouse cucumbers, per doz	2 00	2 75
Artichokes, per bu		1 00
Oyster plant, per bu		1 25
Greenhouse rhubarb, per doz	1 00	1 25
" onions, "		0 15
Florida tomatoes, per case	4 25	5 00

MANITOBA.

GREEN FRUITS.

A general decline will be noted in quotations below with the one exception of apples. Baldwins and Greenings are now off the market and apples of all kinds are very scarce. Oranges, lemons and bananas have declined. New arrivals of bitter oranges are quoted at $4.50 per case. Mild weather has facilitated shipment of fruits as there has being little or no danger from frost. We quote:

ORANGES.

Fancy navels, 96's to 112's, per case	2 75
" 126's to 150's	3 00
" 176's to 250's	3 25
Bitter oranges, per case	2 75

LEMONS.

Fancy California lemons, 360's	4 00
(10c. off 5 case lots of oranges and lemons).	

CRANBERRIES.

Cape Cod cranberries (frozen), per bbl	6 00
Jersey cranberries (unfrozen) "	10 00 11 00

BANANAS.

Per express only, per bunch	3 50 4 00

APPLES.

Fancy XXX apples, Spies, per bbl.	5 00
Fancy XX apples, Spies, "	4 50

GRAPES.

Malaga keg grapes, per keg	10 00

GREEN VEGETABLES.

New supplies of celery are expected this week. Prices are steady. We quote:

Native onions, per lb	0 04
Spanish onions, per case	1 75
Carrots, per bush	0 40
Beets, "	0 70
Turnips "	0 40
Potatoes "	0 70 0 80
Celery per case (6 to 8 doz)	6 50
" " (doz.)	1 00

QUEBEC.

GREEN FRUITS.

Business has been rather on the quiet side during the past week. A car of California cauliflower is expected to arrive in a few days, the probable price will be about $3.25 to $3.50. This is the first and last car that will arrive here, on account of the poor crop in California. Celery is selling at $5.25 to $5.50, and it is nearly impossible to supply the demand even at these prices. California Navels are in good demand at $2.75, and, as prices have advanced in New York, an advance of 50c. a case, all sizes, may be looked for here. Pineapples are selling very slowly, on account of the poor quality of the stock as it arrives. The same applies to tomatoes. These two latter lines apparently arrived in good condition, but after they are placed in a warmer atmosphere they slowly spoil. Bananas advanced 50c. per bunch. Sorrento lemons, large cases, extra fine quality, are selling at $3. These are considered much better value than the Messinas, 300s selling at the same price. Florida grape fruit is in good demand, bringing from $6 to $6.50. We quote:

Bananas	1 50	2 00
Cocoanuts, per bag of 100	....	3 75
Pineapples, 24 to case	....	4 50
" 30 to case	....	3 50
Cranberries, finest dark	....	11 00
" dark	....	9 50
" 25 quart boxes	....	2 75
Jamaica oranges, per box	2 50	2 75
" grape fruit, per box	....	6 00
Florida oranges, per box	....	5 00
Florida grape fruit, per box	....	6 50
Mexican oranges, per box	1 65	1 90
California navel oranges, per box	....	2 75
New Messina lemons 300's	....	2 50
" " " 360's	....	2 25
Bananas, large bunches, crated	1 25	1 50
Apples Winter varieties	2 50	4 50
Sweet potatoes, per bbl.	....	6 00
Almeria grapes, per bbl.	8 00	9 00
Celery, California golden heart, per case	....	5 25
Tomatoes, Floridas, crate	....	4 50
Lettuce, Boston	0 75	0 85

VEGETABLES.

The market is uninteresting and very little doing. Higher prices are expected in onions until the arrival of Egyptian onions in bags, which will be about the first week in April. From all reports, there is a very large crop in Egypt, somewhere in the vicinity of two million bags. There is a firm feeling in potatoes, and prices in a jobbing way are higher. The demand is good, and some choice stock has been sold at 80c. Car lots of lower grades have been sold at 68c. to 70c. a bag. Turnips are unchanged, and a steady demand at $9 to $10 per ton for Quebec Swedes.

Potatoes, carlots	0 68	0 70
Less than carlots	0 75	0 80
Bunch lettuce, per doz. bunches	....	0 75
Radishes, per doz. bunches	....	0 25
Mushrooms, per lb	....	1 70
Mint, per doz. bunches	....	0 20
Parsley, " "	....	0 20
Sage, per doz	....	1 00
Savory, per doz	....	1 00
Beets, new, per doz	....	0 25
Egg plant, per basket	....	0 75
Rhubarb, outdoor, per doz	....	0 35
Green onions, per doz	....	0 15
Spanish onions, large cases, per case	....	4 00
Red onions, in 75-lb. bags, per bag	....	2 50
Yellow onions, in 80-lb. bags; per bag	....	1 75
Green house water cress, per doz	....	0 45
Green cucumbers, per bush, hamper	....	1 25
" per half bushel hamper	0 60	0 75
" per bbl	....	3 50
" per doz	0 40	0 50
Green cabbage, per doz	....	0 60
" beans, per bush	1 00	1 20
Waxed beans, per bush	....	1 05
Cauliflowers, home grown, per doz	....	1 50
Green peppers, per basket	....	0 40
California celery, per case	....	5 55
Canadian celery, per doz	....	0 70

Fruit News.

E. W. Fry has purchased a site in Beamsville, Ont., and intends building and equipping an up-to-date canning factory.

According to the Fruitman's Guide the Elberta peach crop in North Alabama has been seriously damaged from frost.

Bright & Johnston, wholesale fruiterers, Winnipeg, are about to open a branch store at Regina.

LENT

Begins March 8th.

A good time now to stock up with Fish before the rush starts. We can supply the most exacting and beg to announce that we will be in a position to supply **FRESH CAUGHT FISH** throughout the summer.

Our Price List, issued weekly, explains in detail the various lines.

Everything good and at the right price.

White & Co. WHOLESALE FRUIT, PRODUCE AND FISH **Toronto**

Phone Main 4106. Private Branch Exchange.

W. B. STRINGER DEALERS J. J. MCCABE

Turn your attention to Mexicans and you will have successfully solved the "Cheap Orange" problem. Ask W. B. Stringer & Co., 61 Front East, Toronto, for their best price on "Star" brand, and have a car started at once.

IT Saves Time and Worry By Ordering From us What you need in

FANCY ORANGES, LEMONS, ETC.

Knowing You will get Quick Service and QUALITY AND PRICES RIGHT.

HUGH WALKER & SON, GUELPH, ONT.

TRADE MARK

This design a guarantee of quality.

RED-BROWN WRAPPING

All Weights FOR FURNITURE PACKING All Sizes.

Strong, Tough and Stiff. A Sure Protection to Destination

SAMPLES AND PRICES WITH PLEASURE.

CANADA PAPER CO. Toronto LIMITED Montreal

CANNED GOODS

When you get **QUEEN BRAND OF CANNED GOODS** you get the best.

When buying, buy the best, then you get the cheapest.

It will pay you to write us for quotations on Peas, Beans, Pork and Beans, Pumpkin, Catsup, Gallon Apples, Strawberries, Raspberries, Raspberry and Apple Pulp.

A card addressed to us will bring you interesting prices.

Belleville Canning Co., Belleville, Ont.

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886



Quebec and Maritime Merchants

Interested in High-Grade

Coffees and Spices

Will please note that we have not made any change in our travelling staff. Our Mr. W. J. WILSON will call on you as heretofore.

S. H. & A. S. EWING,

ESTABLISHED 1845.

Montreal Coffee & Spice Steam Mills, - 53 & 55 Cote St., Montreal
cor. Lagauchetiere St.

Cream rises to the top in obedience to a natural law.



If you look around your store you will notice some lines that always stand out from the bulk of the stock. You will call to mind that these lines are good sellers, "repeaters," the best kind of sellers. It is this distinction of quality in our product that has proved such a success in every store that carries a line of our goods. They attract attention, cultivate inquiry and give themselves a good start in the roll across the counter to the customer. Giving you a good profit and the assurance that you have a satisfied customer

PREMIER MIXED PICKLES
In bbls, 6 doz. $1.00; in cases, 3 doz. $1.05.
LION MIXED PICKLES (selected stock)
In cases, 3 doz. $2.00.
LION MIXED PICKLES 5 gall. pails $3.00.



THE OZO CO., Limited,
MONTREAL.

N.B.—We have an illustrated Price Current of our products that is certainly worth the post card that will bring it.

BUY

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers
See that you get them.

MAPLE



SYRUP

To Wholesale Men.—Telfer Bros., Winnipeg, took in Jan., 1903, 22 cases Small's Brand; Jan., 1904, 355 cases, and in Jan., 1905, 1072 cases or over 3 cars. Are you sharing like increased trade, profits, and satisfaction?

3 FACTS. — Small's Maple Leaf Brand is oldest registered brand in British Empire. It has captured 5 out of 6 Gold and Silver Medals offered in Canada, and many from abroad. Every package bears certificate of purity from Quebec Government Analyst. That's all!

For Sale by all Jobbers
CANADA MAPLE EXCHANGE, Montreal.

Freights And Charters

THE demurrage period in freights is now in vogue. That line in freight bills which refers to the "hand of God" is of importance, for many multiplied actions would be taken against transportation companies if this line was not the savior of the contracting parties.

Freight cars are jammed up in snow banks all over the Maritime Provinces. Nova Scotia and Newfoundland have suffered from terrific snow storms, and severity of weather, generally, has tied up business. So bad has the tie-up been that food supplies have become limited, and for a time certain places were threatened with temporary famine. This rest restraint has been released, and the touch of thaw has tempered the crisis with some comfort for both consumers, shippers and railway companies.

The Allan Liner "Ontarian," which sailed over a week ago from Portland, has arrived at Glasgow. Her cargo comprised, in addition to 48,000 bush. of wheat, 8,200 bush. peas and 17,000 bush. barley, an immense cargo of general merchandise and a heavy load of lumber, comprising 2,449 pieces lumber, 3,778 pieces deals, 20 pieces timber, and 8,185 bundles shooks. The whole cargo had its consignee registered on the manifest as the G.T.R., which, while a common custom, goes to show just how this G. T.R. system feeds the Portland steamship service.

A glance at the list of recent sailings from St. John, N.B., shows the contrast of the C.P.R. consigning immense cargoes, even on the Allan Line Royal Mail SS. "Pretorian."

Of course, experienced shippers use the name of the railway as a matter of convenience in entries on the manifest.

It must be said for the credit of St. John as a Winter port that in one week no less than seven steamers sailed outwards, while from Portland during the same time there were two only.

But,—and there is always a "but" when comparing these Winter ports,—it may be added that the two steamers from Portland, one a Donaldson Liner and the other an Allan Liner, totalled a great deal more cargo than the seven boats from St. John, N.B.

A. E. Cook, freight export agent for the C.P.R. steamship department at Montreal, has been compelled to resign owing to ill health. He is to be succeeded by Mr. Kirkpatrick, son of Sir George Kirkpatrick. The new appointee has been recently chief clerk in the office of Mr. Bosworth, and was formerly employed by the same company in Vancouver.

BERTH QUOTATIONS--St. John, Halifax and Portland

The under-noted rates from West St. John are subject to 5 per cent. primage additional.

Description.	Liverpool.	London.	Antwerp	Bristol.	Glasgow.	Manchester.	Belfast.	Dublin	Capetown and Port Elizabeth.	Leith.	Aberdeen.	Cardiff.	Hamburg.
Oil Cake	* 7/6	* 7/6	* 8/9	* 8/9	* 7/6	* 7/6	*10/6	*11/6	*12/6	....	.....	.....	.....
Sack flour	* 7/6	* 7/6	*10/	* 8/9	* 7/6	* 7/6	*11/	*12/	*12/6	.....	....	.....	.....
Canned meats, fish	*12/6	*12/6	*15/	*15/	*15/	*10/	*15/	*15/	*15/	.....	.....	....	.....
Provisions	*10/	*12/6	*15/	*15/	*15/	*10/	*17/6	*17/6	*15/	.....	.....	.....	.....
Tierces lard	*10/	*12/6	*15/	*15/	*15/	*10/	*17/6	*17/6	*15/	.....	.....	.....	.....
Pail lard	*15/	*17/6	*20/	*20/	*20/	*15/	*20/	*20/	*20/	... ..	.....	.....	.....
Butter	*22/6	*25/	*25/	*25/	*30/	*22/6	.....	.....	*80/c.s	.....	.....	.....	.....
Cheese	*17/6	*20/	*20/	*20/	*25/	*17/6	.....	.....	*80/c.s	.. ..	.....	.....	.....
Eggs in c's (meas't)	*12/6	*15/	*15/	*15	*15/	*12/6	.....	.....	*40/c.s.mt.	.. ..	.....	.....	.....
Clover seed	*10/	*10/	*15/	.....	*15/	*10/	*15/	*15/	*15/		.....	.....	.....
Cotton	‡15c	.....	.....	.....	.....	‡15c	.....	.....	.....	.....	.....	.....	.....
Apples, per bbl	Fine 2/	2/	‡ 3/	Fine 2/6	Fine 2/6	Fine 2/	3/	3/	10/c.s.	.....	.....	.....	.....
Meas't goods	†20/	Tariff		†12/6	†12/6	†10/	†12/6	†12/6	†15/	.....	.....	.....	.....
	7/6	.....	.....	20/	20/	20/							
Leather sole	*20/	*25/	*30/	*25/	*30/	*20/	*22/6	*22/6	*25/	.....	.....	.....	.....
Leather finish	*15/	*20/	*25/	*20/	*20/	*15/	*17/6	*17/6	*20/	.....	.....	.....	.....
Lumber, hard	*10/	‡10½c	*15/	*12/6	*14c	*10/	*15/	*15/	*15/mt.	.....	.....	.....	.....
Lumber, soft	*12/6	‡12c	*17/6	*15/	‡16c	*12/6	.....	.....	*17/6mt.	.....	.....	.....	.....

* Per ton 2,240 lbs. † Per ton of 40 cubic feet. ‡ Cents per 100 lbs. without primage.

The above is for general information only. These rates liable to change without notice and are therefore **Subject to Confirmation.**

When ocean charges are collectable at port of destination, rates exchange on basis of $4.80 to £1 sterling. When ocean charges are prepaid, rates exchanged on basis of $4.86 to £1 sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option prompt advice will be facilitated by informing us of the relative weight and measurement of the mdse. when applying for rate. It is also necessary to know shipping point and on whose account engagement is to be made. All contracts subject to confirmation.

HAMILTON SPICE MILLS IN OPERATION.

The Imperial Spice Mills, Hamilton, under the control of the Canada Grocers, Limited, have been in operation now for about a month. This new industry is, without question, one of the most complete industries of the kind in Canada. All kinds of spices are ground and prepared, including "Red Feather" spices, the highest grade obtainable, and "Majestic" brand spices, also first-class goods. Warren Bros. & Co., Toronto, report that they are stocking both these brands extensively.

FIRMS INCORPORATED, ETC.

The Niagara Falls Grocery Co., Limited, Niagara Falls, Ont., have been incorporated with capital of $15,000, to purchase and take over the business formerly conducted by F. E. Dalton. The proprietors are Thorburn & Woolnough

NEXT SEASON

if you will, but not now.
Our stock is all sold out.
We're sorry—just as sorry
as you are, but our supply
of beets was short.

The Ontario Sugar Co., Limited
BERLIN, ONT.

McGREGOR

Ask for McGregor Goods when buying Jams, Marmalade and Preserves. Order direct if your wholesaler won't supply them.

McGREGOR = HARRIS CO.
Limited
33 Pearl St., - TORONTO.

40 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.



Trade-mark.

The Oldest and
Largest Manufacturers of

PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade-mark** is on every package.

Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 12 and 14 St. John St., Montreal

BISCUITS AND CONFECTIONERY

Sugar in Europe.

OWING to a very dry Summer, the sugar beet crop of Europe is smaller than it has been for several years. In spite of an increased acreage, the total crop is about 20 per cent. less than it was in 1903-04. While Europe produced last year 5,772,000 tons of raw sugar, this year's production will not exceed 4,650,000 tons, and some experts put it at less than that. Reductions made in customs and internal duties have caused, in various countries which subscribed to the sugar convention, an increase in the home consumption of sugar, ranging from 15 to 30 per cent., and this has diminished correspondingly the quantities available for export. On September 1, 1903, when the Brussels convention went into effect. the world's surplus of sugar was, in round numbers, 2,000,000 tons. At the beginning of the present season this surplus was reduced to 1,427,000 tons. Adding to this the estimated production of the year 1904-5, namely, 4,623,000 tons of beet sugar and 6,900,000 tons of cane sugar, we have for the current year a total of 12,950,000 tons available for consumption. As the world's consumption in the year ended August 30, 1904, was somewhat in excess of 13,000,000 tons, it follows that sugar will have to be used somewhat more sparingly in 1905 than it was in 1904, and this explains the recent sharp rise in the price of the article.

It is, however, not likely that the present prices will continue for more than eight or ten months. There will be, in consequence of the high price which sugar now commands, not only a decrease in the consumption of the article, hut also a large increase in the acreage of beets and cane planted; and a propitious season may cause prices to be as low or even lower next Autumn than they were at the time of the Brussels convention.

Easter Confectionery.

IT is time to he considering the confectionery stock for the Easter trade. Easter is approaching Christmas more and more in its holiday aspects. Whatever the actual weather conditions may be, it is recognized as the real closing of Winter and opening of Spring. At that season there is a strong renewal of social life. There are holidays for the school children,. and this always means a round of entertainments and festivities. This is the confectioner's opportunity. Holidays would not be holidays without an abundance of candy. All that is required to insure a strong sale along this line is a vigorous display of confectionery goods. To insure this and to prepare with some certainty for advertising them, grocers should place their orders at once in order that they may know exactly what they have to deal with. As Easter approaches it will be more difficult to get the prompt service from the wholesaler that is accorded now. Naturally the lines which have proved the best sellers, and hence the ones which the trade will want, will he almost impossible to procure. For these reasons, as well as a fair conservice from the wholesaler that is acmanufacturers and wholesalers, groeers should not delay in ordering their Easter candies.

Some particular line should be ehosen as a leader. For this it is advisable to seleet a candy which will make a good, big display. By featuring something in this line and making a really attraetive display of it, a dealer will draw a large number of customers to his store who have never been there before. It then rests with himself to sell them other goods and hold their trade. A storekeeper who gets a customer into his store on some specially attractive proposition, and does not thereafter enjoy some of his trade, has nohody to hlame but himself. By coming in at all the buyer has shown himself suseeptible to a good business offer. The dealer should prove to him that he has other offers whieh are just as good.

New Winnipeg Biscuit Factory.

Foley, Lock & Larson have decided to build a large biscuit and confectionery factory in Winnipeg during the coming season. Two years ago, when this company commenced their wholesale business in Winnipeg, they had this factory in view, and hence they purchased sufficient land immediately adjoining their wholesale quarters for this manufacturing establishment. But their wholesale business required their entire attention, and the project was neglected until the present. The new factory will be one of the largest and most important in Winnipeg.

A Handy Order Blank.

A handy device has been sent out to the retail trade by H. N. Bate & Sons, Ottawa. It consists of a pad of order

blanks, a receptacle for envelopes and a calendar. The whole may be hung up in a convenient place and will not let one forget that this firm sells Lang's biscuits and confectionery, Redpath sugar, and Bovril. A copy of the same may be had by any grocer or general merchant for the application, provided the name of The Canadian Grocer is mentioned.

DEATH OF MONTREAL MERCHANT.

Montreal has lost one of her pioneer merchants and foremost business men in the person of Mr. J. M. Kirk, whose death occurred on Feb. 20. Born in Dumfries, Scotland, eighty years ago, the deceased was a son of the late Mr. J. M. Kirk, also of Scotland, who died some years ago. Coming to Canada fifty years ago, the late Mr. J. M. Kirk entered business in Kingston as a commission merchant. He resided there for fifteen years, and came to Montreal in 1867. For many years he was a partner in the firm of Kirk, Lockerby & Co., from which he retired a year ago. Mr. Kirk, as a member of this firm, did business with all the large companies of Canada, the United States and Great Britain. Mr. Kirk was formerly a member of the Council of the Board of Trade, upon which he served for many years.

He was also a director of the Western and General Hospitals.



WE HAVE THE BEST

COCOANUT IN CANADA

We have most up-to-date machinery, and are turning out the finest cocoanut on sale. "White Dove" brand is what you should ask for and insist upon getting.

W. P. DOWNEY, 26 St. Peter St., MONTREAL

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS **COCOA**

DIAMOND BRAND MAPLE SYRUP

has that exquisite flavor of the New Sap goods, fresh from the tree.

All jobbers handle it.

SUGARS LIMITED, MONTREAL

A Well Known American Baker

Mr. Charles Vandyke, of Chicago, formerly with the National Biscuit Co., has taken charge of our soda biscuit department. This man's sodas are dainty, crisp and delicious—all we ask for them is a trial.

Molasses Toffy

If you will send for a sample of one of the most delicious chewing confections put up on this market, you can have it for the asking, made from genuine Bermuda Molasses. The flavor will tell you all about it. Put up in various-sized packages at 10c per lb.

Imperial Biscuit Co., Limited.

GUELPH, ONT.

SHREDDED WHOLE WHEAT

A GOOD FOOD IN STORE

The best foods you can have in your store are

Shredded Whole Wheat Biscuit *and* **Triscuit**

These products are the standard wheat foods of today and the most popular. They sell easily and are steadily demanded. They are marketed in a straightforward manner, with no premium, gift or other schemes to create bother and expense for you. ¶ This year they will be more heavily advertised than ever before. Be ready for the demand which they will bring to bear upon you.

The Canadian Shredded Wheat Company Limited

Niagara Falls Centre, Ont.
Toronto, Ont.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

There is more and more chocolate used every day.

MOTT'S

"Diamond"
and
"Elite"

are responsible for the increase in consumption. They are the Pioneers and the Best

For Sale by all Jobbers.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO. JOS. E. HUXLEY, WINNIPEG.

A TRADE WINNER FOR GROCERS.



The full flavor the delicious quality, and the absolute **purity of Lowney's Cocoa** distinguish it from all others. It is a **natural** product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the nutritive and digestible product of the **choicest** Cocoa Beans. A quick seller and a **profit** maker for dealers.

THE WALTER M. LOWNEY COMPANY,
No. 447 Commercial Street, BOSTON, MASS.
CANADIAN BRANCH: 530 St. Paul St., Montreal

CANDIES

We offer

Ganong's Favorite Mixed Candy, in barrels, at **6c.** lb.
" " Mints, " " **7½c.** lb.
" " French Conversation, " " } **7½c.** lb.
" " English " " "

F.O.B. OTTAWA

Fine Skinless Codfish, cases 100 lbs. - - at **$5.00**

F.O.B. OTTAWA

ORDER PROMPTLY

AGENTS FOR
SALADA TEA

Provost & Allard
Wholesale Grocers - Ottawa



GOOD FOR THE GROCER

No grocer ever hurt his trade by selling high grade merchandise. Many grocers have erred in selling inferior qualities. The grocer who sells

SOUTHWELL'S

Jams and Marmalade

is building on a sure foundation.

Order from Your Wholesaler.

Canadian Agents,

FRANK MAGOR & CO.,

MONTREAL.

MAPLE SYRUP

You are losing money if you do not carry a full line of Cabinet Maple Syrup in store.

NOTICE—Some parties claim to have Cabinet Maple Syrup put up under other brands. This is a mistake. All genuine Cabinet Maple Syrup has our name, MONTREAL MAPLE COMPANY, printed on every label.

PACKED IN TINS

6 gallons wine measure,	$4.50	per case.
12 half-gal., "	4.80	"
24 quarts, "	4.80	"
24 pints, "	2.50	"
5 gal. tin, imp. measure,	4.25	"

Freight prepaid up to 40c. per 100 lbs., all freight charges over 40c. per 100 lbs. to be added to invoice, in three case lots and over.

If your jobber will not supply you with our goods, write to us and we will see that your order is filled.

Accept no substitutes. None genuine unless our name is printed on every label.

THE MONTREAL MAPLE COMPANY

MONTREAL, - - QUE.

CANE SUGAR SYRUP

We have a very fine lot of Choice Pure Cane Sugar Syrup, bright, sweet and heavy.

In Barrels, Half-Barrels,
2-lb., 3-lb., 5-lb., 10-lb. Tins.

For prices and samples write to

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

Agents

GEO. MUSSON & CO.,	TORONTO
JOHN W. BICKLE & GREENING,	HAMILTON
GEO. H. GILLESPIE,	LONDON
JOSEPH CARMAN,	WINNIPEG

Buy only the **best**

Maple Syrup

for your trade.

You can get it from us absolutely **PURE.**

We are now booking orders for **new** syrup. Get our prices. Write.

The Grimm Mfg. Co.

Manufacturers of Champion Maple Syrup Evaporator and Maple Sugar Makers' Supplies,

MONTREAL

Some Sodas have to be best.

Those Sodas are best into which the best is put—material, baker's art, and purpose.

Such Sodas are

Perfection

Cream

Sodas

The exceedingly rapid and heavy increase in the consumption of PERFECTION SODAS attests two things

1. Their worth;
2. The success of our campaign to make them known

Send us your orders 3-lb. cards or tins.

THE MOONEY BISCUIT & CANDY COMPANY, LIMITED,

STRATFORD, CANADA.

ADULTERATED HONEY.

At the annual convention of the Bee-Keepers' Association of Manitoba, in Winnipeg, last week, it was stated that much of the honey retailing throughout Manitoba at the present time contained a large proportion of cheap adulteration. The general opinion expressed was in favor of securing legislation making it compulsory upon dealers to state on the label and wrapper when such adulterants were used. The members of the Association were unanimous that Western bee-keepers could not put up the pure article and compete with the outside "unknown mixture" on anything like the same terms.

GROCERS' PROTECTIVE ASSOCIATION.

A Western exchange says: A scheme is on foot to form a Grocers' Protective Association with headquarters at Winnipeg. A representative was in the city in the interests of the proposition this week. The grocer pays an annual fee of $50, and in return buys through the Association, thus getting the lowest rates on orders of any size.

VALENCIA RAISINS.

D. Rattray & Sons, Montreal, have received particulars from Jose Riera, of Denia, of the total shipments of Valencia raisins to Feb. 8, as compared with last season, showing shipments from Denia of 457,491 quintals, or 2,157 more than last year. Great Britain, Norway, Russia, Italay and Spanish Ports have taken quantities in excess of 1903, whereas mostly all other importinb countries have not purchased as heavily, shipments to Canada being 10,392 quintals less than in 1903; the United States have only taken 8,404, as compared with 17,629 last season. Stocks in Spain are practically exhausted, and in view of limited stocks in Canada and other continental importing countries, and an improving demand, it is expected that prices will show a sharp advance as the season goes along.



INSIDE
Is Better than the
OUTSIDE

We haven't spent more on our label than on the goods.

E. D. S.
Jams, Jellies and Sealed Fruits
(IN GLASS)

are worthy of our ambition and of your best trade.

Made from the very best fruits in the very best way.

E. D. SMITH'S
FRUIT FARMS
WINONA, - - ONT.

We beg to advise the Grocers of the Dominion that we are making the finest MILK CHOCOLATE produced in the world, and are using pure Canadian Milk.

COWAN'S COCOA (Maple Leaf Label) Absolutely Pure.

THE COWAN CO., LIMITED, TORONTO

A WONDERFUL CHANGE!

IN THE PAST FEW YEARS!!

Have you noticed it in your own business?
People are not now satisfied with anything short of the best.

VAN HOUTEN'S COCOA

Obtainable from all Wholesale Grocers from Halifax to Vancouver. : : : :

BEST AND GOES FARTHEST

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

"Irresistibly Delicious!"

PETER'S
THE ORIGINAL
MILK-CHOCOLATE

One taste will make a Peter eater!

MADE IN VEVEY, SWITZERLAND—FOR EATING ONLY.

A Quick, Steady and Profitable account for any dealer.

Send for a Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

---

old reputation

Attention!

old reputation

The BEST
of
Swiss Milk Chocolates

KLAUS'S
CHOCOLATES

are now introduced in the Canadian Market.

(Klaus's Chocolates were awarded the **Gold Medal** at the Glasgow Exhibition.)

Wholesale Depot for Canada:

Canadian Swiss Trading Co.

17 ST. JOHN ST.,
MONTREAL.

2

Brands that bring trade and hold it.





BORDEN'S

"Eagle" Brand Condensed Milk and "Peerless" Evaporated Cream

need no talking up once used.

Ask your Jobber, or write to

WILLIAM H. DUNN, - MONTREAL

JOS. IRVING, 92 Wellesley St., TORONTO.
ERB & RANKIN, Halifax, N.S.
SCOTT, BATHGATE & CO., Winnipeg, Man.
W. S. CLAWSON & CO. St. John, N.B.
SHALLCROSS, MACAULAY & CO., Victoria and Vancouver, B.C.



He'll Catch You!

Really, it does seem to be a matter for calling the policeman when you come across a Grocer who won't sell

Orange Meat

It's the best of all breakfast foods—pays a good profit and the people want it.

Some Grocers, though, are a little timid—they've been "bitten," they say.

No man need ever say that about ORANGE MEAT. We'll take it back if he can't sell it.

The Frontenac Cereal Co.
Limited.

KINGSTON, ONTARIO.

Flour and Cereal Foods

The Wheat Situation.

THE wheat market for the week under review has shown marked signs of weakness. In Ontario and the East, prices have been comparatively high, owing to scarcity of supplies and the tie up on the railroads, especially in Nova Scotia. This has made business slow, even among the millers, for the week. The Manitoba markets, however, are lower than last week in sympathy with the American market, which is decidedly easier on account of the large quantities of wheat coming forward. Export business is practically at a standstill for the time being.

Visible supplies of wheat in United States and Canada on Feb. 21, 1905, were 36,528,000 bush., a decrease for the week of 930,000 bush. Visible supplies of corn decreased 322,000 and 877,000 bush., being 8,521,000 and 16,721,000 bush., respectively. Grain on passage to Europe and to United Kingdom was 40,560,000 bush., as against 37,140,000 bush. last week. This makes the total amount of wheat in sight Feb. 21, 77,088,000 bush., against 74,316,000 bush. last week and 71,357,000 bush. last year at this time. It is expected that the next week's visible supply statement will show a reduction of possibly 600,000 bush. of wheat.

Broomhall estimates the world's shipments for this week at about 10,800,000 bush., of which Europe will take about 10,000,000 bush. He predicts there will be good increases on passage to both the United Kingdom and the Continent. Arrivals of breadstuffs in the United Kingdom during the week under review were about 3,200,000 bush., against 3,348,000 bush. the previous week and 3,408,000 bush. a year ago.

A feature of the statistical position was the small exports of wheat from the United States during the week, amounting to only 536,510 bush., being the smallest for nearly twenty years.

Canadian Cereals in Great Britain.

IN his last report to the Department of Trade and Commerce, Ottawa, P. F. Ball, Canadian Commercial agent in Birmingham, says, in regard to Canada's prospects for increasing her exports of barley to Great Britain, that judging from samples submitted and placed before some of the best brewers in Birmingham, there is nothing to hinder Canada from doing a larger proportion of the total grain trade of Great Britain, if only she can produce the quality of the samples submitted and maintain it. There can be little doubt that Ontario and some parts of Quebec produce the finest barley known, large quantities of which we formerly shipped to the United States, until the heavy duties killed that trade. Farmers may be loath to abandon other industries entered into since that time; with the tremendous area opening up in the Northwest Territories, surely Canada should be able to compete with other countries for the barley trade in Great Britain.

For the year ending Dec. 31, 1904, Canada exported to Great Britain in round numbers, 352,000 hundred weights, out of a total of 27,151,328 hundred weights, one hundred weight being equal to 112 lbs., or two bushels.

Canadian shippers of wheat and wheatmeal will be interested in knowing the quantities of wheat and flour imported by Great Britain from various countries during 1902, 1903 and 1904, which were as follows:

WHEAT.

Countries.	1902. Cwt.	1903. Cwt.	1904. Cwt.
Russia	6,540,457	17,176,300	23,529,500
Germany	239 910	310,176	251,000
Roumania	2,362 452	3,140,727	1,491,800
Turkey	345,525	433,004	531,200
United States, Atlantic ports	30,669,521	18,419,336	4,948,400
United States, Pacific ports	12 643,040	5,778 559	2,142,300
Chili	251.446	238,644	915,400
Argentine Republic	4,315,165	14 120,454	21,440,400
British East Indies	8 841,586	17,057,857	25 485,000
Australia	4 174.753	26	10,272,600
New Zealand	156,626	204	358,100
Canada	9,527,475	10,802.127	6,195.300
Other countries	934,270	653,616	352,600
Totals	81,002,227	88,131,030	97,813,600

WHEAT MEAL AND FLOUR.

Germany	16,208	37,020	264,740
France	713,935	577,498	1,486.920
Austria-Hungary	688,962	817 879	733.294
United States	15,587,217	16,223 639	8.252,602
Canada	1,943 213	2,637.617	2,045,767
Other countries	436,806	307,795	1,939:570
Totals	19 386.341	20,601,448	14,722 893

It will be seen from the accompanying table that Canada's exports hold very well, although there is still room for improvement. A change has taken place during the last few years. The great imports are going from the United States and are being transferred to India. Russia stands second in the list. Canadians might also with profit pay attention to the vast difference in trade from the Argentine Republic.

It is reported that E. M. Campbell will be appointed grain inspector at Toronto to succeed E. A. Adamson, who retired some time ago.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.



In 1-lb. and 2½-lb. pockets

1905 ways aiding business include

RICE IN POCKETS

Package goods mean higher quality and better service.



In 1-lb. and 3-lb. pockets

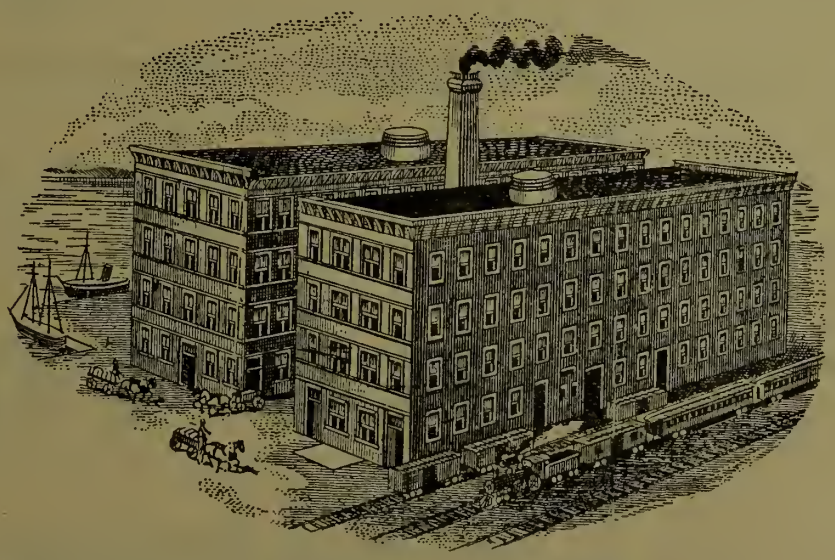
Order a 100 lb. bale (100 1s, 33 3s) from any one of the following distributers:

TORONTO	HAMILTON
Eby Blain Co., Limited	Balfour & Co.
Davidson & Hay, Limited	W. H. Gillard & Co.
Warren Bros. & Co.	Lucas, Steele & Bristol.
James Lumbers	

LONDON	
A. M. Smith & Co.	E. Adams & Co.
Elliott, Marr & Co.	Lind, Kerrigan & Co.

ORME & SUTTON RICE CO.,
MILLS: NEW ORLEANS.
104 WALL STREET NEW YORK
BRANCH OFFICES: Philadelphia, Bourse Bldg. Toronto, J. S. Donaldson & Co., 50 Front St. E.

We beg to call the attention of the trade to the fact that we have the most modern machinery for manufacturing the following goods:



Rolled Oats
Gran. Wheat
Gold Dust
Family Oatmeal
Ground Wheat
Sd. and Gr. Oatmeal

Pot and Pearl Barley
Ground Oats
Flaked Wheat
Split Peas
Pea Meal
Ground Corn
All kinds of Feed

Consequently the goods are the best in the market.

PHONE, WIRE OR WRITE US FOR QUOTATIONS. PROMPT DELIVERY IN MIXED CAR LOTS OR OTHERWISE. LETTER ORDERS A SPECIALTY.

WM. McCANN MILLING CO., OFFICE and MILLS FOOT JARVIS STREET Toronto

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Price Cutting.

"THAT the practice of price-cutting seems to be falling into disfavor is, in my opinion, an excellent thing," said an old retailer. "I think that price-cutting is harmful to the trade at large always, and to the cutter almost always. There are a few cases, possibly, in which it can be practiced with profit, however. Usually, price-cutting is used as an advertisement, to attract persons to a store. Signs are hung out proclaiming that such and such brands can be obtained at certain figures, showing a more or less marked reduction from the regular price. As a general rule, these are goods which the store does not sell in large quantities and it can afford the small loss entailed. The object of the storekeeper is to attract attention and to bring customers into his store. Once he has got them in, he relies on himself to make good use of them. If he is an exceptionally good salesman he may succeed in selling them goods instead of, or in addition to, those which, attracted by the low prices, they originally intended to buy. But this presupposes on exceptionally good salesman, and it is a dangerous practice, for there are very many customers who resent the imputation that they do not know their own minds, and upon whom the importunity of the salesman will have the effect of keeping them away from his store in the future. And it is to be remembered that one customer, whom one can secure as a regular, is worth many transients. Such methods, too, can only be adopted by one familiar with all the exigencies of his business, a man who runs his own store."—Exchange.

What's in a Name?

The quaint names which adorn the signs outside the old taverns in England are a frequent source of amusement to the tourist, yet, in most cases, these names had, at one time, a special meaning. The name of "The Ivy-Plant," for instance, which designates many an English inn, arose from the fact that ivy was often hung over the doors of taverns as a promise of good wine, and customers recognized that meaning.

This is of interest to tobacco dealers in this country, because the name "Ivy" has recently been bestowed upon a new plug smoking tobacco. Following the example of the inn-keepers of old England, one may expect the tobacco dealers of Canada to display "Ivy." In this regard "Ivy" plug smoking tobacco certainly promises a good smoke, and it will not be long before their customers will recognize that meaning.

Boer Tobacco.

In Natal and Cape Colony is grown a tobacco, called Boer tobacco, which sells for 16 cents a pound, and is dear at that. White men give it to their Kaffir servants as a reward for working overtime, or doing any other meritorious action. There is no record of any white man ever having become acclimatized to it. Its taste and smell do not appeal to the ordinary epicure. It has its uses, however, as in the case of the natives, and also if you have an undesirable visitor or a hated enemy. Offer him a pipe of Boer tobacco and he will never enter your house again.

Our Tobacco Trade.

The total value of the tobacco imported into Canada during the past two years was $3,041,028 in 1903, and $3,504,775 in 1904. Of these amounts, the value of the dutiable tobacco was, in 1903, $537,511, and in 1904, $623,983; and the free, in 1903, $2,503,517, and in 1904, $2,880,792. The duty collected in 1903 was $582,689.30, and in 1904, $651,622.49. The United States supplied practically all that was used.

Notes.

Coffee without tobacco is like meat without salt—Old Persian Proverb.

John Erzinger, tobacconist, Winnipeg, has returned from a month's trip to Cuba.

The Cigarmakers' Union of Manitoba held a smoker in Winnipeg last week, at which 200 weed-rollers were present.

The Imperial Tobacco Co., of Great Britain, has entered suit against Hay & Co., Woodstock, for breach of contract.

The Hamilton Trades and Labor Council has endorsed a petition of the cigarmakers' Union, urging the Government to increase the duty on imported cigars.

George Kingstone, manager of the Montreal branch of Adam Beck & Co., cigar-box manufacturers, was in Winnipeg last week. He was arranging for the opening of a Western warehouse for the company.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

Notice

WE NEED THE MONEY

That's why we make this offer:

We will send to any grocer in Canada, on usual terms, 1,000 Cigars assorted as desired, express prepaid. At the end of three months we agree to take back any unsold stock at invoice price.

We always recommend our customers to include our PEBBLE, 5 cent cigar, and our PHARAOH, 10 cent cigar, in their orders.

J. BRUCE PAYNE, Limited, Mnfrs., GRANBY, QUE.

March 3, 1905

Become known and favorably known.

Good advice this for any man. Good, too, when applied to a man's product. Note how this wise saying applies to **T. & B.** Smoking Tobacco.

It has become known and favorably known.

This is a strong reason why the grocery trade should always give it first place in their selling. It is their substantial friend.

GEO. E. TUCKETT & SON CO., Limited, Hamilton, Ont.

KING BUFFALO is our hobby. You see we've made a cigar that anybody, *anybody* would be glad to acknowledge.

We suppose other people could make just as good a 5-center, *if they would.* But they won't.

We're after your cigar business for this year, and next, and the year after—and a lot more.

KING BUFFALO is our bid for your business.

So send us your order.

$35 per M. If cash accompanies any sample order, we'll pay the expressage. Express paid on sample hundred if cash accompanies order ; also on all time orders of ½ M. or over. Lots of literature to boot. Return pockets and secure set of fine art pictures.

CANADA CIGAR CO., Makers, London, Ont.

The Chamberlain Cigar

The best value in Canada! Sold the world over! It will help your trade tremendously! Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,
MONTREAL.

MANUFACTURERS OF
Cigarettes and Cut Tobacco.

Tobacco users' tastes are peculiar. One man likes one thing ; another another. The tremendous increase in the number of men who prefer **McAlpin's Tobaccos** is shown by the steady increase in the size of their plant. And, grocers, do not overlook this fact—that **McAlpin's Tobaccos are the most profitable tobaccos.**

PRESERVATIVES IN FOODS *

By W P Kaufman, Chemical Analyst and Consulting Chemist, and Assistant to Professor Lang, University of Toronto.

THE above facts naturally lead us to the consideration of pasteurization of milk, which is in essence—

(1) The raising rapidly of the milk to a temperature at which most of the matured germs are killed—the spores, however, being unaffected.

(2) The rapid cooling of the heated article to such a temperature as will not allow of the germination of existing spores, or development of mature bacteria.

Pasteurization of Milk.

After this latter process, the milk may be bottled, usually in vessels more or less perfectly sterilized—usually less than more, however,—and put into cold storage until required for distribution. It is indisputable that the process of pasteurization is effectual in preserving the milk for a time. From the instant the article leaves cold storage, however, and is subjected to a higher temperature, bacterial development goes on apace, and, at the most, and under the most perfect methods of pasteurization adopted, the "souring" of the milk can only be postponed for a while, but never absolutely prevented.

Some idea may be gained as to the rate of multiplication of bacteria—one bacterium dividing at the rate of once per hour, and each it gives rise to, subsequently dividing at the same rate, will generate about sixteen thousand germs within twenty-four hours.

This method, therefore, is perfect and infallible until the milk leaves the hands of the dairyman, but, from the instant the bottle of pasteurized milk is left to stand in a warm kitchen, or opened and exposed to the atmosphere, a fresh crop of bacteria thereby gaining access, in addition to spores already present, having escaped pasteurization, the advantages of the process are undone. It is, therefore, obvious the pasteurized milk can only be kept pasteurized in cold storage—on ice—or in a running stream of cold water—and not upon the kitchen or pantry shelf.

Sterilization.

Let us go a step further than pasteurization—sterilization. By this process is meant that precautions are taken to kill not only the mature germs, but also their spores. The process is simply a repeated pasteurizing operation, but, instead of the temperature of the heated milk being rapidly lowered, it is gradually depressed and allowed to remain for a while at a temperature of about 85 to 90 deg. F., when the spores germinate into bacteria, which are in turn killed by again rapidly raising the temperature, and so on, until all the spores have first been germinated, and then the resulting bacteria killed. In order, however, that this may be ensured in laboratory practice, at least three or four days are necessary—at least 24 hours being allowed to elapse between each heating process to permit of the germination of the spores into bacteria. From these considerations, it will be seen to what extent it is possible to carry on the process on a commercial scale. Having effected this sterilization, it is obvious that the containing vessels should be rendered and kept aseptic. Live steam should be used for this, but when it is remembered that milk bottles are made of thick glass, on that account cannot bear a sudden and excessive rise of temperature without breaking, a problem in dollars and cents presents itself, and we rightly hesitate before we rush into the unremunerative investment of a "broken bottle to order" factory. Just as important, or even more so, than what we have already said regarding milk, is the water supply, by means of which dairy utensils are washed and kept clean. The water should be, of course, of good quality—good enough to drink—that is, of the best and only of the best quality; free from all contaminations by sewage, and sterile of all pathogenic germs. The organism more frequently present than others in milk is the typhoid germ, and as it does not cause the article to clot, neither does it produce any visible effect on the milk, you will observe that its presence to the casual observer is very likely not suspected, and no evidence is apparent until a case of typhoid fever occurs and can be traced to the milk. Recently in London, England, actions have been brought against one of the largest dairy concerns for damages consequent upon several persons contracting typhoid, the germs of which have been found living and thriving in their commodity. Doubtless the origin of them had been infected water used for the cleaning of their vessels, etc.

* *Continued from last week.*

Importance of Pure Water Supply.

Adulteration.

Upon mentioning water and milk, one always thinks of the readiness with which the latter lends itself to adulteration with the former. In Canada, I do not know if this form of sophistication is practised to any extent, but in British Guiana, where I have had long experience, on the average, from 25 per cent. to 35 per cent. of the milk sold by peddlers is adulterated. These vendors are, for the most part, East Indians, descendants of agricultural immigrants, with no very clear conceptions of cleanliness or of bacteriology. They are not at all scrupulous from what source the adulterating water is obtained, and more often than not, it is got from the irrigation trenches, which are legion in number. It is remarkable that, with this point in fact, enteric diseases are not more common, for these canals are invariably contaminated by sewage. I can remember of an instance of an East Indian Coolie being arraigned on the charge of selling adulterated milk, and amongst the incriminating evidence, other than the analyst's report, was found a tiny fish and a shrimp or two in his milk. On being asked by the magistrate to account for their presence, Baboo replied to the effect: "Ah! Boss, don't you know my cow drinks water from the trench?"

Fermentation of Meat.

The putrefaction of meat and flesh, though not commonly met with in commodities of commerce, occasionally occurs, and we may now turn our attention to this phase of fermentation.

These processes are, like those previously discussed, initiated by saprophytic bacteria or rather by a series of them, each kind acting seriatim and producing their characteristic effects. This done, just as the yeast cell is eventually killed by the toxin it produces—alcohol—and after its death another germ will make its appearance and convert the alcohol into acetic acid (vinegar), viz.: the mieroderma aceti, so in the putrefactive fermentation of meat is one species of germs killed by its own toxin, which, however, has no such effect upon the succeeding germs, and so on, until the process is complete. Amongst the

SWEET CAPORAL



CIGARETTES
STANDARD OF THE WORLD
Sold by all Leading Wholesale Houses.

effects produced we may mention the following in sequence:

(1) The meat softens and becomes easily bruised and crushed.

(2) It becomes ill-smelling and foul, reaching a crisis, and then the odor abates. It is softer than before.

(3) It no longer has an offensive smell. It is very soft.

The article may be used as food during the first stage without any complications occurring, in fact, game is allowed to proceed well into the second stage before it is cooked. It may then be eaten by most people without producing any ill effects, but, it must be kept in mind that there are people who cannot indulge in meat at this stage without paying the penalty.

The third stage mentioned is by far the most dangerous condition in which to use meat. At this period advanced putrefactive changes have taken place, and many toxic or poisonous substances have been formed by bacteria. They are known as ptomaines. They are really animal alkaloidal poisons, just as strychnine is a vegetable alkaloidal poison. It is thus seen that the danger of ingesting these ptomaines is increased by the fact that they are odorless and, for the most part, tasteless. In contrast to the ptomaines are the leucomaincs, which differ from the former only in that they are produced during life. Cases of poisoning occur from time to time from eating shrimps, oysters, and some kinds of fish. The effect being produced beyond a shadow of doubt by animal alkaloids. It must not, however, be imagined that all ptomaines or leucomaines are poisonous, for many of them are quite harmless, or nearly so. In fact, during the softening of, and the period of nauscating odors arising from the putrefying meat, ptomaines are formed, and the fact of the article not producing poisonous effects is due rather to the innocuous properties of the alkaloid formed rather than to their absence.

Upon a certain occasion I was consulted regarding a hot, burning aftertaste noticed on the eating of certain preserved fruit, in which benzoate of soda was used as a preservative to the extent of .1 to .2 per cent. Upon discontinuing the use of this antiseptic and substituting for it a boron preparation, the disadvantage referred to was remedied and the keeping properties of the fruit ensured.

Glass Jars vs. Tin Cans.

Another experience may be given here which was also in regard to preserved fruit. After preparation, these were in part filled hot into cans, and in part filled cold into glass jars. The article in the glass containers remained perfect, and no complaints regarding their quality were made. On the other hand, however, the portion put up in tin containers did not prove satisfactory; the fault found with them was "a tinny smell and taste." I selected and examined three cans of these articles, two of which were decidedly "off"—the taste was decidedly "tinny" or metallic, and the smell somewhat characteristic of "ripe eggs." Analysis showed the absence of tin and lead, but with lead papers a very distinctive blackening confirmed the presence of hydrogen sulphide. Through the courtesy of Dr. Nasmith, of the Provincial Board of Health, I was enabled to make a biological test of the samples, with the result that no bacterial life was found. The results in this direction, therefore, being negative, I was again forced to the conclusion that the causes which led to the evolution of hydrogen sulphide in these preserves were purely chemical and not dependent upon bacterial life. It must also be added that, as far as physical tests and appearances went, these tins of fruit were in different stages of decomposition. In fact, decomposition in one of them was merely incipient; and it would hardly be fair to assume, in spite of the results borne out by the fruit in glass containers, that bacteria were at the bottom of it, and having acted, had perished and disorganized. If biochemical action had been at the bottom of it, why, then, did the contents of the glass jar not show similar defects to the cans? The fruits were boiled in the same kettle, and ladled either into the one kind of package or the other. From the foregoing observations it will be seen that all phases of food decomposition or fermentation cannot be ascribed to the ubiquitous bacterium, and, that in order to follow up the cause, it is necessary to know the circumstances as fully as possible, of which, in the last-mentioned case, I was in complete possession, having, to a great extent, supervised the processes af preparation and packing in person.

Importance of Cleanliness.

As regards the invasion of foodstuffs by bacteria and their fermentation as a result, ordinary systematic cleanliness and carefulness should obviate this contingency. But, however, those in direct charge of the preparation of these commodities are absolutely ignorant or else sceptical regarding the true purport of cleanliness from a bacteriological standpoint. For instance, a dusty and dry floor is likely to be swept prior to the bottling or canning of preserves, with the effect that the bacterial crop of the floor is disseminated throughout the atmosphere from which they gradually settle, and haply in a suitable nidus for their development—to wit, a pot of jam!

That manufacturers would be amply repaid by taking such matters into their serious consideration is beyond a shadow of a doubt—the day for rule of thumb methods is surely at an end. You will observe, up to the present, I have said little or nothing regarding the use and merits of preservative antiseptics. It is not because they do not deserve attention, but rather that so much may be said "pro and con" that this matter would demand a special treatment of itself. However, all said and done, the concurrence of the highest authoritative opinions on the subject seem to find a common concensus in the fact that the preparations of boron are the most desirable and do least injury to the human system when taken regularly in articles of diet. In fact, it is yet disputed whether, in the small quantities used in preserving foodstuffs and for producing antiseptic effects, any baneful results follow their constant use.

Commercial Value of Preservatives.

By what has been said it will be seen that I have generally indicated a few of the facts which weigh heavily in the preparation of foods for storage, from a commercial and hygienic view of the matter. I will now conclude by asking you a question: Would you, as consumers or manufacturers, rather prefer to use a food to which a small quantity of an admittedly harmless preservative has been added to ensure its keeping qualities, or run the risk in tabooing such a preparation with the probable result of foods becoming more or less decomposed and, therefore, a menace to health and profit?

While the promiscuous use of preservatives by persons ignorant of their properties and consequently careless in regard to the quantity used, is to be deprecated, yet, beyond a doubt, these articles, carefully handled, serve a very useful purpose.

We must, at the outset, admit that "preservatives" are "drugs," that their characteristic physiological actions upon the human organism differ, as well as the fact that because a certain substance will act as a preservative, is no criterion that it should be used as such.

In determining which antiseptic should be used to preserve foodstuffs, and with due regard to the public health, we must satisfy ourselves on the following points:

(1) It should cause no ill effects (i.e., nausea, headache, and other digestive derangements) upon the system when taken in repeated small doses over a protracted period.

(2) Its action should not be accumulative.

(3) It should be free from any characteristic odor, flavor or color.

(4) It should be used in the minimum quantities for the production of its preservative effects.

WM. BRAID & CO.
COFFEE IMPORTERS

How is your Coffee Trade?

BRAID'S BEST COFFEE is increasing in popularity every day because consumers appreciate its merit.

ARE YOU SWIMMING WITH THE TIDE?

If not, now is the time to change.
Don't let your neighbor outstrip you, as he surely will unless you carry a good stock of Braid's Best Coffees.
Bucking the current has carried down many a strong swimmer.

BRAID'S BLENDED COFFEES are the best for grocers to buy—

FIRST—Because they yield him a satisfactory profit.
SECOND—Because the quality never varies.
THIRD—Because they give the public better satisfaction than any other coffee sold.

These Coffees are a triumph of the expert coffee man's art. An order will make you a permanent customer of ours, and every sale a steady patron for you.

Write us for Samples

WM. BRAID & CO.,
Importers of Teas, Coffees, Spices, etc., VANCOUVER, B.C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

March 2, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—
"Bee" brand, 48 5c. pkgs., per case....$1 75
" " 27 10c. pkgs, " 2 00
" " 10 25c. pkgs, " 1 75

Cook's Friend— Per doz.
Size 1, in 2 and 4 doz. boxes..... $2 40
" 10, in 4 doz. boxes..... 2 10
" 2, in 6 " 0 80
" 12, in 6 " 0 70
" 3, in 4 " 0 45
Pound tins, 2 doz. in case..... 3 00
12-oz. tins, " " 2 40
5-lb. " ¼ " " 14 00

W. H. GILLARD & CO.
Diamond—
1-lb. tins, 2 doz. in case $2 00
½-lb. tins, 3 " " 1 25
¼-lb. tins, 4 " " 0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
3 doz.	12-oz.	3 40
½ doz.	2½lb.	10 50
¼ doz.	5lb.	19 75

JERSEY CREAM BAKING POWDER.

Size, 5 doz. in case..... $0 40
" 4 " " 0 75
" 3 " " 1 25
" 2 " " 2 25

OCEAN MILLS.	Per doz.
Ocean Baking Powdor, ¼ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ¼-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case.	78

Freight paid, 5 p.c. 30 days.



MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

Per doz.
1-lb tins, 4 doz in box..... $2 25
½-lb tins, 4 doz in box..... 1 25
¼-lb tins, 4 doz in box..... 75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz..... $2 25

HOME BAKING POWDER, CO., MONTREAL.

Sizes.	Per doz.
2 doz. case ½ lb.	$2 40
1 " 1 lb.	4 75

1 to 5 cases, 5 per cent.
5 to 10 cases, 10 per cent.



EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

"BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins..... $3 50
" " 36 10 " 4 00
" " 24 16 " 4 50
"Beaver" brand, 24-16 pkgs..... 4 80

Blue.

Keen's Oxford, per lb..... $0 17
In 10-box lots or case 0 16
Reckitt's Square Blue, 12-lb. box 0 17
Reckitt's Square Blue, 5 box lots 0 16
Gillett's Mammoth, ¼ gross box..... 2 00
Nixoy's "Cervus," in squaros, per lb. 0 16
" " in bags, per gross 1 25
" " in pepper boxes, according to size..... 0 02 0 10



J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 16½c
"Sapphire"—14-lb. boxes, ½-lb. pkgs. per lb 12½
"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb. 10

Black Lead.

Reckitt's, per box..... $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.



JAMES' DOME BLACK LEAD.

	Per gross
6a size	$4 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 60 pkgs.... 2 25
" " 10 oz., cases, 48 " 3 25
" " 16 oz., cases, 48 " 4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 45
" 5-doz. 10c. "	0 90

Boeckh's Brooms.

Bamboo Handles, A, 4 strings..... $4 50
" " B, 4 " 4 20
" " C, 4 strings..... 3 95
" " D, 4 " 3 70
" " F, 4 " 3 40
" " G, 3 " 3 10
" " I, 3 " 2 70

Cereals.

Wheat Oš, 2-lb. pkgs., per pkg 0 08
" " 7-lb. cotton bags, per bag. 0 18½

Chocolates and Cocoas.

THE COWAN CO., LIMITED.
Cocoa—
Hygienic, 1-lb. tins .....per doz. $6 75
" ½-lb. tins ..... " 3 50
" ¼-lb. tins ..... " 2 00
" fancy tins..... " 0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb. 0 50
Perfection, ½-lb. tins, per doz..... 2 40
Cocoa Essence, sweet, ½-lb. tins, doz..... 2 55

BATGER'S

MARMALADES AND JAMS ARE GOOD

By this, we don't mean that they will pass in a crowd —(so to speak)—

BUT

we do mean, that they *can be* and *are sold* by all good grocers, and are giving the best of satisfaction. If you are not selling them, give them a trial. It will pay you.

AGENTS
ROSE & LAFLAMME
MONTREAL

A Fair Proposition



We want to sell you some

PATERSON'S WORCESTER SAUCE

It sells well and gives good profit.

Can we?

ROSE & LAFLAMME,
Agents, Montreal.

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 6's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs.	3.75
" " ½-lbs	2.26
" wafers, ½-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caracoas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

½ lb tins, 4½ doz. to case	per doz.,	$	90
½ " " 4 " "	"	2	40
¼ " " 2 " "	"	4	75
¼ " " 1 " "	"	9	00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.



	Per lb
Mott's Brema	$0 30
Mott's Prepared Cocoa, ⅛s and ¼-boxes	0 28
Mott's Breakfast Cocoa, ⅛s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ⅛s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liquors	0 32
	0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins	40c.
6-lb. boxes, 12 boxes in case, ½-lb, tins	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44
Sweet chocolate powder—	
6-lb. boxes, 12 boxes in case, ½-lb. tins	32c.
6-lb. boxes, 12 boxes in case, ½-lb. tins	34c.
Premium chocolate—	
6-lb bxs., 12 bxs. in case, ½-lb. pkgs.	33c.
12-lb bxs., 6 bxs. in case, ½-lb. pkgs.	33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	35c.
Medallion sweet chocolate—	
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs.	44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	44c.
Milk chocolate—	
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs	35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	35c.
Vanilla sweet chocolate—	
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs.	32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	32c.
Tid-Bit chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	30c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	30c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkge	23c.

Condensed Milk.

Anchor " brand, cases 4 doz., per case	$5 00
" evap. cream, op. 4d. "	4 65



Borden's Condensed Milk Co.

Eagle " brand	$1 50
Gold Seal " brand	1 30
Peerless " brand evaporated cream	1 20



TRURO CONDENSED MILK & CANNING CO., LIMITED.

" Jersey " brand evaporated cream, per case (4 doz.)	$4 65
" Reindeer " brand per case (4 doz)	5.60

Coffee.

" Bee " brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70
" Beaver " coffee, 24-1 lb. pkgs.	4 80
" Sun " brand, 25 and 50 lb. tins—	
Gem, roasted or ground	0 30
Extra, " "	0 26
Fine " "	0 22
Fancy " "	0 18
" Beaver " (ground only compound)	0 15

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Neotar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1?

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
" Condor " Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1 lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 6?
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II. 40-lb. boxes	42½c.
" III. 80-lb. boxes	37½c.
" IV. 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$6 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	1? 00
Small size	"	1½ 00
Roquefort—Large size	"	2 40
Small size	"	1 40

The Lenten Season

is always a good one for the sale of syrup

"Crown" brand

Table Syrup

PUT UP IN TINS—

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ½ Brls. Kegs and Pails.

Freight paid on 5 cases and over to all railway stations East of North Bay.

is Canada's Best and Most profitable selling syrup —its clearness, purity, flavor and healthfulness are what makes them popular.

FOR SALE BY ALL JOBBERS.

MANUFACTURED ONLY BY

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

63 Front St. East, TORONTO, ONT.

Works: CARDINAL, ONT.

164 St. James St., MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
doz. packages (12 to a case)	0 75
doz. packages (12 to a case)	0 95

Cleaner.



		Per doz.
4-oz. cans		$ 0.90
6-oz. "		1.35
10-oz. "		1.85
Quart "		3.75
Gallon "		10.00

Wholesale Agen

The Davidson & Hay, Limited, Toronto

Food.

Robinson's patent barley	½-lb. tins	$1 25
" " "	1-lb. tins	2 25
" " groats	½-lb. tins	1 25
" "	1-lb. tins	2 25

	Per doz.
" " 5 doz., at	$ 1 40
" " 1 doz., at	1 45

Jams and Jellies.

SOUTHWELL'S GOODS.

Frank Magor & Co., Agents.

	Per doz
Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 06½
7 and 14-lb. wood pails, per lb.	0 06½
30-lb. wood pails "	0 06½
Pure Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	0 95
2-lb. tins, 2 doz. in case "	1 60
7 and 14-lb. wood pails, 6 pails in crate, per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate, per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

OILLETT'S PERFUMED.

	Per case.
1 case of 4 doz.	$ 3 60
3 cases "	3 50
5 cases or more	3 40

Matches.

UNITED FACTORIES, LIMITED.

	Per case.
Sunlight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

	1 case.	5 cases.
Parlor—		
Imperial	$5 75	$5 50
Best	3 75	3 50
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

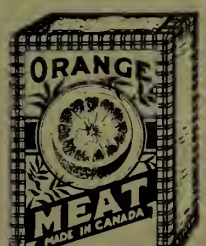
Mustard.

COLMAN'S OR KEEN'S.

D.S.F.,	1-lb. tins per doz.	$ 1 40
"	½-lb. tins "	2 50
	1-lb. tins "	5 00
Durham	4-lb. jar per jar.	0 75
"	1-lb. jar "	0 25
F. D.,	½-lb. tins per doz.	0 85
"	¼-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—		
	½-lb. tins per lb.	$ 0 35
	¼-lb. tins "	0 35
	1-lb. tins "	0 32½
	4-lb. jars per jar	1 20
	1-lb. jars "	0 35
Old Crow," 12-lb. boxes—		
	½-lb. tins per lb.	0 25
	¼-lb. tins "	0 23
	1-lb. tins "	0 22½
	4-lb. jars per jar	0 70
	1-lb. jars "	0 25



Orange Meat.

Cases, 36 15c. packages... $4.50
5 case lots.... 4.40 (Freight paid.)
Cases, 20 25c. packages... 4.00
5 case lots.... 4.00 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints) per doz.	$ 2 30
Corked " "	1 90

Soda.

COW BRAND.



Case of 1-lb. contain ing 60 pkgs., per box, $3 00.
Case of ¼-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ¼-lb. (containing 30 1-lb. and 60 ¼-lb. pkgs), per box, $3 00.
Case of 5c. pkas. containing 96 pegs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

"BEE" BRAND.

"Bee" brand, 8 oz., cases, 120 pkgs.	Per case $2 75
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

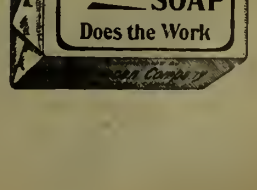
Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

BABBITT'S.



Babbitt's "1776" 6-oz. pkgs $3.50 per box. 5 boxes as freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, bxs each doz., $2 per box.

WM. H. DUNN AGENT.



You'll Have to Hurry!

NEARLY ALL SOLD!

We haven't very many left. The book—

100 Good Ads for a Grocery Store

is finding its way to a good many grocers who want good ads at the smallest cost of time and trouble.

Sent for approval. If you keep it send $1.00; if you don't keep it, then we'll get it back.

THE CANADIAN GROCER, 10 Front St. E., Toronto.

CHASER SOAP.

1 case $2 40
Special quotations for quantities.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 04½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
"Bee" brand starch—	
" laundry, 64-12 oz. pkg. per case	$5 00
" " 32-12 " per ½ "	2 50
" corn starch 40-16 oz. pkg, " "	3 00
"Sun" borated starch, 40-16 oz. pk. per case	3 00
" borated starch, 50 box. 100 lb. keg	0 06½
" laundry " 50 " " " "	0 05½
"Gem" " " 100 & 200 lb. kegs	0 05½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Cellulold Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb.	0 06½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 06½
" 100-lb. kegs	0 06½
Canada Laundry, 40 to 46 lb.	0 05½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½



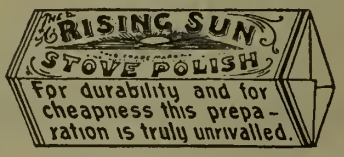
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

SAN TOY STARCH.

10c. pkgs, cases 5 doz., per case ... 4 75

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



DUNN, AGENT.



	pr. dz
Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 80
Blackene, 5-lb. cans, per lb.	0 10
Enameline stove dressing, per doz.	0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 dos. in cass	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

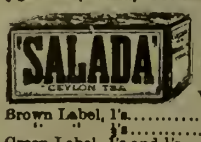
(10 and 20 lb. tins have wire handles.)

"BEAVER" BRAND.

	Per case.
1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 60

SMALL'S BRAND—Standard.

	Per case.
1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 30



Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s and ¼'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb. " "	0 20
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. }	0 35
" " 30 1-lb. }	
" " 120 ¼-lb.	0 36



LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Lacel, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 40
" III 80-lb. boxes	0 36½
EMD AAA Japan, 40 lb "at	0 32½
" AA 40 "	0 30
Blue Jay, basket fired Japan, 70 lbs.	0 27½
"Condor" IV 80-lb. "	0 32½
" V 80-lb. "	0 27½
" XXXX 80-lb. boxes	0 23½
" XXXX 30-lb. "	0 24½
" XXX 80-lb. "	0 21
" XXX 30-lb. "	0 22
" XX 80-lb. "	0 19
" XX 30-lb. "	0 20
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½
Black Teas—"Nectar" in lead packets	
Green Label, retails	0 26 at 0 30
Chocolate Label	" 0 35 at 0 25
Blue Label	" 0 50 at 0 36
Maroon Label	" 0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 22½
" " —Blue, 1-lb	0 42½
" " —Maroon, 1-lb	0 50
" " —Maroon, 1-lb	1 50
"Condor" Ceylon black tea in lead packets	

Green Label, ¼s, ½s and 1s, 60-lb. cases, retail	0 25 at 0 30
Grey Label, ¼s, ½s and 1s, 60-lb. cases, retail	0 30 at 0 33
Yellow Label, ½s and 1s, 60-lb. cases, retail	0 35 at 0 26
Blue Label, ¼s, ½s and 1s, 50-lb. cases, retail	0 40 at 0 50
Red Label, ¼s, ½s and 1s, 50-lb. cases, retail	0 50 at 0 34
White Label, ¼s, ½s and 1s, 50-lb. cases, retail	0 at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s and 10s	$0 39
" Amber, 8s and 3s	0 60
Chewing—Stag, bars, 10½oz	0 43
" Bobs, 5½s and 11s	0 44
" " 10½ oz. bars, 5s	0 44
" Currency, 12 oz bars, 12s	0 47
" " 6½s and 12's	0 47
" Old Fox, narrow, 12s	0 47
" Snowshoe, 14½os b'rs, sp'o'd 6½	0 51
" Pay Roll, 7s and 6½s	0 52
" Fair Play, 8s and 12s	0 62

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 30
Condor, purs distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.

Bulk, ½-casks, 25 gals	$5 45 $10 95
" casks, 60 "	10 25 22 40
Bottles, sases, 3 dos	3 25 4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

1 case 50 5c. packages free with 5-cass lots
Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz
Washboards, Victor	$1 30
" Crown	1 35
" Improved Globe	1 50
" Standard Globe	1 60
" Original Solid Globe	1 80
" Superior Sld. Bk. Globe	1 95
" Jubilee	1 90
" Pony	0 90
Diamond King (glass)	2 90
Tubs, No. 0	11 25
" " 1	9 00
" " 2	8 00
" " 3	7 00
Pails, No. 1, 2 hoops	1 85
" No. 3, "	2 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. In cass	$1 05
Gillett's cream yeast, 3 doz.	1 05
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " 3 doz. 5c.	1 00
" " 3 doz. 10c.	1 80

Try a barrel of

WILSON'S
PURE REFINED CIDER

if you want the best.

Ask for it. Take no other.

THE
W. H. WILSON CO.,
LIMITED
TILLSONBURG, CANADA

Dutch Chemical Works
AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE

SPECIAL OFFERS
Recommend Themselves.

WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	¼-lb.	½-lb.	1-lb.
COFFEE and CHICORY per doz. tins.....	2/3	4/–	7/–
PURE DUTCH COCOA per doz. tins.....	4/3	8/–	15/–

Goods delivered, freight paid, to any Canadian port, duty not included. TERMS: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

All About Tea From A to Z

Tea Hints for Retailers

BY JOHN H. BLAKE, TEA EXPERT

If you aspire to a greater knowledge on the subject of Tea, a knowledge that will make you an authority—Buy this book. The chapter on Tea-Blending is alone worth the price of the book.

Money refunded if you conclude, after a week's examination, you don't want it.

Postpaid, $2.00

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We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

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Why not get the best items that are printed on the subject.

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...s Honest Goods and just the Thing on Which to Make or Extend a Business

McLAREN'S
COOK'S FRIEND
BAKING POWDER

The Best Grocers make a point of Keeping it always in Stock.

Decorated Opal Eggs FOR EASTER

We are entirely sold up on the larger sizes of Easter Eggs, and will be unable to fill any other orders received.

Our stock of the smaller sizes stands to-day as follows, and while they last we shall be glad to fill orders :

200 Doz. Hen Eggs, 30c. Doz.
480 " Duck " 35c. "

Each egg, brightly decorated, lettered in gold "Easter," and supplied with cardboard easel or stand, nicely assorted in boxes containing one dozen each.

Write for some to-day

Our "Easter Plate Assortment" to retail for 10c and 15c. each, is selling rapidly. Get particulars.

GOWANS, KENT & CO.
TORONTO



"Perfectly clean from our kitchen to your customer."

There is no better Mince Meat on the market than

Wethey's Mince Meat

One try will satisfy your customers of that. There is no better seller either. One try will satisfy you of that.

Perfectly clean, wholesome Mince Meat, done up in dainty packets. Why don't you sell it ?

J. H. Wethey, Limited
ST. CATHARINES, ONT.

C. & B.

Pickles, Jams, Marmalade

and the finest

Preserved Provisions

CROSSE & BLACKWELL, Limited
LONDON, ENG.

C. E. COLSON & SON, MONTREAL, Agents.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision and Food Stuffs Trades of Canada.

VOL. XIX. MONTREAL AND TORONTO, MARCH 10, 1905. NO. 10.



The Blueing of the clothes in the Laundry is always associated with the words

Keen's Oxford Blue

the selling of

Keen's Oxford Blue

by the grocers of Canada is always profitable.

Sold Everywhere in One Ounce Squares—FULL WEIGHT.

Christie, Brown & Company

TORONTO and MONTREAL Limited

Manufacturers of High-grade Biscuits

TORONTO, CANADA

The new biscuit is "Christie's Chocdip," a delicious Finger coated with Chocolate.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 27.

Now is the time

Don't let your stock run down

Mathieu's Syrup

of Tar and Cod Liver Oil

Mathieu's Syrup is the best on the market. This statement is substantiated by the fact that wherever introduced it displaces all other remedies.

You cannot afford to let your opposition man get the benefit of our advertising.

Stock up before it is too late.

J. L. MATHIEU'S CO., LIMITED

PROPRIETORS, SHERBROOKE, P.Q.

MATHIEU'S NERVINE POWDERS are just the thing for a Headache. They sell well—18 for 25c retail—and give a nice profit.

National Licorice Co.



Y. & S., SCUDDER and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.

Illustrated Catalogue on request.

Brunner Mond & Co.'s

WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland

Montreal

SOLE AGENTS FOR CANADA.

CANE SUGAR SYRUP

We have a very fine lot of Choice Pure Cane Sugar Syrup, bright, sweet and heavy.

In Barrels, Half-Barrels, 2-lb., 3-lb., 5-lb., 10-lb. Tins.

For prices and samples write to

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

Agents

GEO. MUSSON & CO.,	TORONTO
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GEO. H. GILLESPIE,	LONDON
JOSEPH CARMAN,	WINNIPEG

Increase Their Faith!

"Price" is an argument for trade but "quality" goes far ahead of it. *Quality holds* trade while price attracts for the moment only. Sell *standard goods* and you increase the faith your customers have in the service of your store. It pays to "increase their faith"

By Selling These Goods.

Felix & Co. Italian Macaroni

Always the same delicate, tender Macaroni that makes for ***permanent*** trade. Most attractively labelled and packed. Macaroni that will "increase their faith."

"Thistle" Brand Maple Syrup

A rich, clear, pure **Maple Syrup** that reminds you of boyhood days way up among the sugar trees. Always the same, and always choice.

A Maple Syrup that will "increase their faith."

Griffin & Skelley's Dried Fruits

"The pick of the pack" from the finest vineyards and orchards on the Pacific Coast. Peaches, Pears, Raisins, Apricots, Nectarines, Dried Plums and Prunes. "Increase their faith" by selling them.

"Shell" Brand Castile Soap

Containing 67 per cent. of pure oil, instead of the usual 60 per cent. of ordinary brands. Packed by Couret Frere of Marseilles.

In 1 pound bars and upwards and in pressed cakes also.

SOLD BY LEADING WHOLESALERS

ARTHUR P. TIPPET & CO., Agents,

8 Place Royale, Montreal. 20½ Front Street E., Toronto.



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Bring your "ads" with you.

ILLUSTRATE!!

By doing so you illumine and release from obscurity many a cheerless "type ad" that is suffering for the want of a little pictorial light.

We furnish the kind of pictures that give to your "ads" a bright and smiling countenance. *A cheerful face gains favor every time.*

Estimates on all and every style of design cordially furnished.

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WE ARE HERE

To store, to ship, and if you wish, to sell, WE CAN DO IT. Consign your cars to us.

WILSON COMMISSION CO., Limited
Wholesale Commission Brokers,
BRANDON, MAN.

CALGARY.

Start the New Year Right

Increase your business by appointing us your Western Representatives. If you have anything to sell write us.

NICHOLSON, BAIN & JOHNSTON,
Wholesale Commission Merchants and Brokers
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Head Office: NICHOLSON & BAIN, WINNIPEG.

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Tel. Main 778. Bond 28.

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WINNIPEG, - - CANADA.
COMMISSION BROKERS.
Excellent Storage Accommodation.
Consign Your Cars to Us.

EASTERN MANUFACTURERS
—AND—
SHIPPERS.

All EYES are turned on

MANITOBA AND THE WEST.

WE

Represent some of the leading houses in CANADA and the U.S.

INCREASE YOUR TRADE. WRITE US.

NICHOLSON & BAIN, WINNIPEG,
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W. H. Millman & Sons
Toronto, Ont.

have been appointed selling agents and distributors for the Celebrated Witch Hazel Toilet Soap, manufactured by the Royal Crown Soap Co., Winnipeg.

This soap enjoys a first-class reputation. The Canadian Pacific Railway Co'y are using it on their Pullman Cars, in Hotels, etc., also many of the best families of Toronto, Montreal and other cities have been ordering this soap direct.

Witch Hazel is a registered Brand of the Royal Crown, Limited, and merchants selling any other soap under this brand are subject to a heavy penalty. The owners intend to protect their brand.

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Established 1865

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27 FRONT ST. E., - TORONTO
Highest references. Commissions solicited.

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THE GROCERY BROKER
Write or Wire CHAS. MILNE
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JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON
"GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax.

...ESTABLISHED 1849...
BRADSTREET'S
Capital and Surplus, $1,500,000. Offices throughout the Civilized World
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HIGH-GRADE TOMATO CATSUP



Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see our travellers' samples.

The Capstan Mfg. Company
TORONTO, ONT., CAN.



200 CANDLE POWER OF CLEAR, STEADY LIGHT.
The best and cheapest light for STORES, CHURCHES and HOMES.
Gives more light than a dozen oil lamps for half the cost. Makes its own gas without smell, smoke, wicks or grease.
Satisfaction Guaranteed. Send for Catalog.
AUER LIGHT CO.——————MONTREAL



No disappointment to grocer or customer when

"Sterling" Pickles

are served. This brand marks the standard of superiority that is always maintained throughout in all the different assortments.

We have always succeeded in producing a pickle or relish that meets the taste of the most exacting in matters of this kind.

Look carefully over your stock and see that it is well assorted for the new season's trade.

THE T. A. LYTLE CO., LIMITED
124-128 Richmond St. West,
TORONTO, CAN.

BY ROYAL APPOINTMENT

CEREBOS TABLE SALT

Used like Common Salt, but contains the Vital Phosphates of Whole Wheat.

USED IN ALL THE ROYAL HOUSEHOLDS AND ALL THE BEST HOTELS AND FAMILIES IN EUROPE.

Sold wholesale by the following firms:

Quebec: Whitehead & Turner. Montreal: D. H. Rennoldson. Ottawa: H. M. Bate & Sons, Ltd. Kingston: Geo. Robertson & Son. Toronto: W. G. Patrick & Co. Hamilton: Jas. Turner & Co., Ltd. Winnipeg. The Kenneth Mackenzie Co. Victoria: R. P. Rithet & Co., Ltd. Vancouver: Kelly, Douglas & Co.

In a few words:—

For perfection and security in teas you can always rely upon the teas of

JAPAN

They are unquestionably the most satisfactory teas on the market. By selling **Japan Teas** your trade will be satisfied and your profits increased.

HAVE YOU SEEN

THE NORTHERN LIGHT

THE ONLY
NOISELESS PARLOR

MATCH

MADE IN CANADA

SAFE SURE SILENT

NO NOISE FLYING DANGER

WILL NOT MAR CLOTHES OR WALL PAPER
WHEN USED

MANUFACTURED EXCLUSIVELY BY

THE WALKERVILLE MATCH CO. LIMITED

WALKERVILLE, ONT.

A SUGGESTION

TO YOUR CUSTOMERS ENCOURAGES THEM TO USE ONLY CEYLON TEAS, ENABLING YOU TO CONCENTRATE YOUR SALES AND CARRY LESS STOCK, PLACING MORE MONEY AT YOUR DISPOSAL—YOU CAN DO IT WITH

CEYLON TEAS

TEA GROWING IN CEYLON HAS BEEN BROUGHT TO SUCH A HIGH STATE OF PERFECTION THAT THE GROWERS OF OTHER COUNTRIES ARE IN DESPAIR OF EVER BEING ABLE TO DUPLICATE THE SUCCESSFUL METHODS OF CEYLON GROWERS.

REFLECTION WILL PROVE THESE SUGGESTIONS

Work Less; Earn More Money



The Merchant's Helper

Let a National Help You

¶Time, labor and money are saved by systematizing the handling of money and enforcing accuracy, honesty and carefulness.

A NATIONAL CASH REGISTER SAVES MONEY

By accurately recording cash sales, credit sales, money received on account, money paid out or money changed. It ***pays for itself*** within a year out of the money it saves and then earns 100 per cent. on the money invested.

¶Let one of our representatives call and explain how it is done.

Cut Off Here and Mail to Us Today

NATIONAL CASH REGISTER CO., DAYTON, OHIO

I own a_____store. Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy.

Name

Address

No. Clerks

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND"

MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.



ROSE & LAFLAMME, AGENTS, MONTREAL.



THEY ARE CANADA'S BEST

A SEASONABLE SELLER

ROSE & LAFLAMME, MONTREAL.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for Ceylon Black and Green Teas on commission. Apply

"COMMISSIONER,"

CANADIAN GROCER,
88 Fleet Street E.C. London, Eng.

The Nibble of a Mouse

will eventually consume the biggest cheese, and the loss of pennies, nickels, dimes and dollars, if it don't "bust" the biggest business, will reduce the profit to an alarming extent. And you're bound to lose more or less if you do a credit business, and depend on ledger balances taken from the day-book. Throw out your day-books and other time-wasting devices, and adopt the modern **Allison Coupon System.**



IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

STOCK NOW.



Sutton's Worcestershire Sauce cannot be beaten for quality and price

G. F. Sutton, Sons & Co.

King's Cross
London, Eng.

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT



¾-lb. tins—3 doz. in case.

SOLD BY ALL JOBBERS

REFRIGERATORS



WE GUARANTEE THE "EUREKA"

TO DO THE WORK for you every time. PERFECT CIRCULATION, PERFECTLY DRY AIR—PURE and COLD in hottest weather.

Write us for descriptive Catalogue, list of Testimonials, and see our Guarantee.

Eureka Refrigerator Co.
Limited
54 and 56 Noble St.,
TORONTO - - CANADA

To the Wholesale Trade

We are now fully equipped and prepared to give quotations for the Manufacture of any Woodenware Specialties.

Our Shelf Box is selling itself. Write for prices.

The Bennett Mfg. Co.
Pickering, Ont.



WHY NOT SELL IN A METAL POLISH, THAT KNOWN AS

YORK?

(Liquid or Paste)

Circulars and Samples free with every order. Sample to any dealer on request.

ANGLO-CANADIAN SUPPLY CO.
3 Wellington St. E., TORONTO



Do You Sell It?

Remember, we give larger profit than any other **Premium Soap,** and you give your customers **Better Premiums.**

Each coupon is redeemable for one cent in goods.

WRITE FOR PARTICULARS.

The Duncan Company of Montreal
P. O. Box 292.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL.



Costs more, of course, but it sells for more, and you get your profit just the same.

The Tarbox Self-wringing Mop

is King—or Queen—in the Mop World.

The cotton cloth that forms the Mop is specially woven for this Mop. It is good, of course. No customer can complain about it.

Your jobber supplies you.

TARBOX BROS. — TORONTO

"Condor" Ceylon Black Tea in Lead Packages

MADAM HUOT'S COFFEE

"Condor" Japan and Black Tea, Baking Powder, Mustard, Vinegar.

1 lb. tins 31c.
2 " " 60c.



It is pure, rich, delicious.

Coffee, like good wine, improves with age, losing its harshness and acridity. Therefore, only coffees ripened by age enter into that exquisite combination known as **Madam Huot's Coffee**. The careful selection of the different coffees, and their perfect maturity, explain the popularity of this brand. **It is the Gem of All.**

EX. STEAMER "TARTAR," FROM YOKOHAMA, JAPAN

93 h/c Condor, XXXX Japan—You know it is the best, at - - - **22½c**

140 h/c Fine Japan Tea, at - - - - - - - **18½c**

4 brands of 25 h/c each. 1 brand 40 h/c.

They are nice little lots and this price is for a quick turn-over. It is a beauty.

SAME STEAMER FROM FOOCHOW, CHINA

352 catties, 20 lbs. good Packling Cingou, at - - - - - **13½c**

JUST IN EX. STEAMER "BECHUANA," FROM COLOMBO

100 h/c, 60 lbs. each, fancy finished leaf, choice liquoring Ceylon Green, Young Hyson, at **17½c**

SAME STEAMER FROM CALCUTTA

30 chests fine liquoring Indian Black Pekoe Tea, at - - - - **17½c**

25 chests good flavory liquor Indian Black Pekoe S - - - - - **15c**

ASK FOR SAMPLES. IT PAYS!

"EWD" Baking Powder, Vinegar, Spices, Coffee.

Specialty of High-Class Goods in

Teas, Coffees, Spices and Vinegars.

"Old Crow" Baking Powder, Vinegar, Spices, Coffee.

E. D. MARCEAU,

281-285 St. Paul St., - - MONTREAL

QUALITY IN FISH.

There's GOOD and BAD in Fish—JUST THE SAME AS OTHER GOODS. We offer only the **BEST** quality in each line.

Labrador Salmon Trout, 100 lb. Kegs and 20 lb. Pails.
Labrador Herrings, Bbls. and Half Bbls.
Fresh Water Herring, in Kegs.
Fresh Water Trout, in Kegs. Quintals Codfish.
Boned and Skinned Cod, in 100 lb. Cases.
Fish and Cod in Boxes, Loose, and Bricks.

In fact everything in Fish, and at the Right Price to enable you to make money.

W. H. GILLARD & CO., HAMILTON,

Wholesale Grocers, Tea and Coffee Importers.



The Precise Key

The precise note must be struck before the musical conductor can produce real harmony from choir or orchestra. The slightest deviation destroys everything.

Good, pure, wholesome Coffee is detected down to the faintest degree of excellence by the educated expert, who also has a knowledge of the precise location of its nativity

WOOD'S COFFEES are thus chosen, and their different grades are arranged up and down as harmoniously as the musical scale.

CANADIAN FACTORY AND SALESROOM,

No. 428 St. Paul St., - - MONTREAL.

To all Buyers of Salt:

Acting as Sales Agents for the principal Canadian Salt Manufacturers, we beg to notify you that we have opened an office in London, Ont., considering that locality to be most favorably situated for the prompt receipt and despatch of mails. You are respectfully invited to correspond with us and obtain our prices before ordering elsewhere. We sell all grades of Salt—Fine, Medium Fine, Table, Dairy, Packers, Tanners, Land or Refuse. Handling the output of various works, our facilities are unexcelled, and we can ship promptly by any line of railroad, and by water during navigation.

ADDRESS

THE DOMINION SALT AGENCY

LONDON, ONT.

Telephone No. 1971

Offices: 2nd FLOOR MERCHANTS' BANK BUILDING. Entrance on Queen's Avenue.

Retail Merchants' Association of Western Canada

AN explanation is due the Western readers of The Grocer for the late appearance of an extended report of the meeting of the Retail Merchants' Association. In some unaccountable way the report sent from the Winnipeg office to Toronto was lost in the mails.

As most Western readers of The Grocer are aware, an informal organization meeting of general merchants was held in Boissevain last Summer in response to a circular invitation sent out by A. T. Embree of that town. At that meeting it was deemed advisable to organize a "general merchants' association of Manitoba and the Territories," and it was decided to call a general meeting for that purpose, to meet in Winnipeg during the Bonspiel. Accordingly, during the second week of the Winnipeg Bonspiel several meetings were held in the Trades and Labor Hall, Winnipeg. These meetings were well attended, and, if anything was lacking in numbers, it was made up in enthusiasm. The merchants present took part in interesting discussions, and the policy decided upon, as embodied in several resolutions, is one with which the Association should be able to "appeal to the country" with confidence.

Merchants' Present.

The following names appeared on the register:

J. G. Steacy, Crystal City.
R. Rollins, Killarney.
T. J. Lawlor, Killarney.
W. L. Hodnett, Miniota.
R. A. McLeod, Beaver.
A. G. Munro, Morden.
J. D. Bain, Boissevain.
J. H. Fawcett, Cypress River.
Addison Embrey, Killarney.
E. H. Glinz, Oak River.
R. W. Fines, Darlingford.
H. C. Hamelin, Lauder.
G. C. Sayles, Elva.
R. B. Afleck, Cartwright.
T. E. Elliott, Mather.
F. G. Messner, Holmfield.
Riddle & Co., Frobisher, Assa.
R. F. More, Cartwright.
T. Rutherford, Lariviere.
D. N. Embree, Boissevain.
A. T. Embree, Boissevain.
J. H. Fargey, Lariviere.
J. H. Snelgrove, Dunrea.
W. F. Hardwell, Swan Lake.
S. E. Hartry, Lyleton.
F. Wilkie, Margaret.
Sharpe & Button, Manitou.
Jas. Todd, Crandall.
G. D. Munro Co., per J. Afleck, Reston.
R. E. Sadler, Elgin.
The Mackay Co., Whitewater.
D. McLellan, Sidney.
Jno. Spence, Hartney.
Jno. Jones, Grenfell, Assa.
J. K. McLennan, Treherne.
A. J. McHughes, Medora.
D. A. McIlquhan, Alexander.
P. D. Alair, Elm Creek.

As will be seen from an examination of this list, the gathering was very representative, and the promises of sympathy and support from merchants unable to attend, read by the secretary, were so numerous that the success of the Association would seem to be assured.

Officers Elected.

Officers of the Association were elected as follows:

President—T. J. Lawlor, Killarney.
First Vice-President—H. C. Hamelin, Lauder.
Second Vice-President—J. D. Bain, Boissevain.
Secretary—A. T. Embree, Boissevain.

Executive Committee.

Executive Committee—A. G. Munro, Morden; R. G. Alloway, Gladstone; W. C. McLaren, Souris; J. Brown, Portage la Prairie; R. F. More, Cartwright; E. Clingham, Virden; H. McLaren, Weyburn; G. C. Sayle, Elva, and E. H. Glinz, Oak River.



Mr. T. J. Lawlor, Killarney, Man., President Retail Merchants' Associatien of Western Canada

Scope Enlarged.

At the meeting last Summer it was decided to organize a "general merchants' association of Manitoba and the Territories," but at the recent meeting in Winnipeg it was deemed advisable to enlarge the scope of the Association, both as to territory included and as to eligible membership. It was decided to call it the "Retail Merchants' Association of Western Canada." The territory includes all Canada west of the Lakes, and any bona fide retail merchant is eligible for membership.

Permanent Secretary.

In order to protect the interests of the Association properly and to push the work of organization, it was deemed necessary by the Winnipeg meeting that a permanent, paid secretary be employed. Up to the present, this work has fallen upon Secretary A. T. Embree, of Boissevain, who is, indeed, the "father of the Association," but it was recognized that the work was too great for any man to attend to without neglecting his own business. The Association requires the whole of one man's time. Secretary Embree accepted office until such time as a permanent secretary shall be secured by the Executive.

Constitution Adopted.

A constitution and by-laws were adopted after long discussion. The principal provisions are as follows:

ARTICLE I.—Name, Title and Object.

Sec. I. The name of this Association shall be the Retail Merchants' Association of Western Canada.

Sec. II. The object of this Association shall be to look after the interests of the Retail Merchants' Association of Western Canada.

ARTICLE II.—Membership.

Any firm, person or corporation in Western Canada engaged in retail mercantile business, may become a member of this Association.

ARTICLE III.—Officers.

Sec. I. The officers of the Retail Merchants' Association of Western Canada shall be a President, First and Second Vice-Presidents, Secretary and Treasurer and an Executive Committee, who shall be nominated at each annual meeting.

Sec. II. The President and Vice-President and Secretary-Treasurer, shall be elected annually by ballot and shall hold office until their successors are elected and qualify.

ARTICLE III.

The remaining sections refer to duties of officers and provide for the Executive paying the Secretary a salary if it see fit.

Sec. I. The annual meeting of the Association shall be at such place as may be designated by the Association at its previous annual meeting.

Sec. IA. Special meetings may be called by the President by giving two weeks' notice.

Sec. II. The Executive Committee is subject to the call of the President.

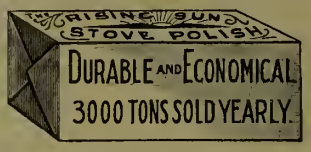
Sec. III. It shall be the duty of the President, or in case of his inability to serve, of the Vice-Presidents to exercise supervisory control over the affairs of the Association, and preside at all meetings of the Executive Committee and to carry out and enforce all measures adopted by the Association to improve the condition of the mercantile business.

BY-LAWS.

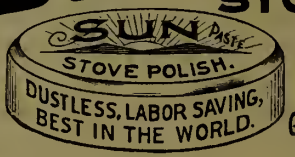
Art. I. The membership fee shall be $5.00, to be paid in advance, the financial year ending Feb. 1.

Art. II. Ten members shall constitute

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE.



SUN PASTE STOVE POLISH IN TINS



GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

a quorum to transact business at any meeting.

Art. III. That every firm or branch paying the membership fee of $5.00, can have a vote by representation or by proxy.

The Credit Evil.

Perhaps the most interesting and useful feature of the convention was the discussion of a number of trade topics. Foremost among these was the credit evil, the subject being introduced for discussion by the following motion of Messrs. Rollins and Steacy:

"That in the opinion of this Association the credit system as it now exists is detrimental to the interests of the retail trade, and that this Association recommends as a remedy, the closing of all accounts about the first of November and the collection of same at that date, and the refusal of credit from the first of November until the first of May."

Messrs. Rollins and Steacy spoke briefly to this resolution, explaining that while the cash system was the ideal, they did not consider it practicable at the present time. Mr. Steacy urged that it was necessary to effect some improvement in this matter of credits in order to meet new competition, the main strength of which lay in its cash system.

H. C. Hamelin.

Mr. Hamelin followed with a thoughtful address.

"If you will pardon the expression, gentlemen, the credit system is 'rotten,'" he said. "I have been in business in this country for 13 or 14 years, and I know that the credit system is much worse now than it was when I started business. In the early days, we always collected at least 75 or 80 per cent. of the amount on our books at the end of the year: we find it hard now to collect more than 60 per cent. We give five dollars' credit now where formerly we gave one, and yet there does not seem to be any good reason why there should be so much money out. Crops and prices have been good, and I think the explanation is, that the farmers have been putting their money into machinery and land to the neglect of their store bills. This is our own fault: we allow ourselves to be imposed upon.

"Now, what is the remedy? I think you will agree with me that a cash system would be too severe, and that we could not carry it out. In the present stage of the country's development, it is not practicable. But it would be a long step in advance if we were to follow out the suggestion of this resolution. I think it is practicable, and that if crops and prices are as good this year as last, we can collect 90 per cent. of our accounts next Fall, provided we all stand together. We can do it if our neighbors join us. I doubt if we can do it alone."

President Lawlor.

President Lawlor followed, after a short general discussion by several members. He thought he had had as much to do with the credit system as any man in Manitoba. His experience had led him to certain conclusions.

"In the first place, I agree with Mr. Hamelin that the credit system is 'rotten,' but I am convinced that, like the poor, it is always with us. We can't abolish it entirely. However, there are many ways in which we can better our condition and make this credit burden easier to carry."

Mr. Lawlor then drew attention to the large number of branch banks established recently throughout Western Canada, and he thought they suggested a remedy. He would suggest that merchants should render their accounts monthly, and every quarter insist upon either money payment or a note. In the Fall these notes should be put in the bank for collection.

"If this discussion does nothing else," continued the President, "it should result in merchants paying more attention to their accounts. Some of us total up our accounts only once a year, and we don't know how much credit we can stand."

"Don't foster impossibilities upon your association," was Mr. Lawlor's last warning.

Several members objected that Mr. Lawlor's method would offend customers, and that, moreover, it was of no use in small places with no bank.

A. G. Munro, of Morden, urged strongly that it would be impossible to devise any system for the whole of the West.

H. C. Hamelin, in a short speech, urged that nothing would result unless the association decided upon one system. It was necessary that united action should be taken. Notes would be no good in a village without a bank.

"This thing is getting serious," concluded Mr. Hamelin. "A crop failure would put some of us in a bad way, just because we have so much on our books."

Resolution Carried.

The resolution was finally carried unanimously, on the understanding that for the present it bound no one. It simply embodied a recommendation which is one plank of a platform upon which the association go to the country for support. In order to succeed, it is necessary that a large number of merchants join in the movement.

"Supply Accounts."

At an evening meeting, held in the sample room of Foley, Lock & Larson, the subject of supply accounts was discussed. It was alleged that wholesale houses sometimes start "men of straw" in business in towns where there is no room for a new store, the object being to sell their own goods through this store. The practice was condemned in a strongly worded resolution.

The meeting also discussed the encouragement by wholesale houses of new firms starting up in towns where there are already too many stores. The association are prepared to take strong measures to prevent such encouragement. The wholesale houses were also requested not to sell to firms which carry certain goods only as side lines, and slaughter them for advertising purposes, to the detriment of the legitimate retail trade.

Early Closing.

A resolution was passed in favor of the early closing movement: "That the association do hereby endorse the principle of early closing, and advises that all places of business be closed not later than 7 p.m. on all days except Saturdays and days preceding holidays, when the hour shall be nine o'clock."

The convention then adjourned, to meet at the call of the executive, probably about Midsummer.

Your Attention is called to following arrivals of goods for LENTEN SEASON:

Flagship Salmon ½'s
Norwegian Sardines
" Fish Balls
Boston Fish Balls
" Soused Mackerel
" Mackerel in Tom. Sauce

Empire Cod Strips
Acadia 1 lb. Tablets
Halifax Fish Cakes
Scallops)
Shrimps } *Canned*
Crabs)

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

LENT is near at hand.

We have a full line of Fish at very attractive prices.

Kegs	Salmon Trout.
Half-Barrels	No. 2 Fat Mackerel.
Pails	No. 2 Fat Mackerel.
Half-Barrels	No. 1 Labrador Herring.
Barrels	No. 1 Labrador Herring.
Pails	No. 1 Labrador Herring.
Cases	Boned and Skinned Cod, 100 lbs.
Quintals	Cod, 112 lbs., very nice.
Boxes	Pure Cod, Boneless, 1's and 2's Blocks.

All Pickled Fish rebrined before being sent out.

LET US HAVE YOUR ORDERS.

JAMES TURNER & CO., - Hamilton, Ont.
Wholesale Grocers

FOR THE FISH SEASON

One Car Behring Sea Fish. **The Finest in the World**

SMOKED SOCKEYE SALMON, 30-lb. boxes
" HALIBUT, 30-lb. boxes
PURE COD FISH, MAPLE LEAF, 1s, 40-lb boxes
" " " WHOLE, 50-lb. boxes
" " " STRIPS, 40-lb. boxes

ALL GUARANTEED NOT TO SPOIL

ALSO

SEALEY'S HALIFAX and ACADIA COD, 1-lb. pkgs
BONED and SKINNED WHOLE COD, 50-lb. and 100-lb. boxes
BONED and SKINNED WHOLE FISH, 40-lb boxes
BARRELS and HALF BARRELS LABRADORS
HALF BARRELS No. 1 SPLITS
" " SEA SALMON
KITTS No. 1 and No. 2 MACKEREL
" HOLLAND HERRING
KEGS LAKE TROUT and HERRING.

SEND US A MAIL ORDER, OR PHONE AT OUR EXPENSE

BALFOUR & COMPANY - WHOLESALE GROCERS - Hamilton, Ont.

LONG DISTANCE PHONE 596

"FORCE" FOOD—Special Deal

Here is a chance to make **extra profits.** Until March 20th we will allow 40c. rebate per case on 5-case lots, freight prepaid, thus bringing price down to $4.00 per case. On 2-case lots we will allow 25c. rebate per case. **Order now.**

THOMAS KINNEAR & CO.

"Wholesale Grocers" TORONTO, CANADA

Business Changes

ONTARIO.

A. SEGUIN, general merchant, Hintonburgh, has assigned to W. A. Cole. A meeting of creditors was held March 6th.

C. Dahm, grocer, Rat Portage, has sold to G. Fountain.

J. Mc. K. Morden, miller, Greensville, has been burnt out.

A. O. McMurtry, grocer, Galt, has assigned to J. Douglas.

R. E. Clarke, grocer, Belleville, has assigned to S. M. Kenney.

E. Bomberg, dairy merchant, Toronto, has sold to S. J. Beacock.

Mr. Long, confectioner, Woodstock, has opened up his new store.

F. T. Silcox, general merchant, Sparta, has sold to I. K. Millman.

H. H. Layng, grocer, Smith's Falls, has been succeeded by H. Layng.

R. J. Drysdale, general merchant, Drysdale, has sold to J. Gilinas.

H. M. Schaefer, general merchant, Carthage, has sold out to C. Getky.

Grosch & Pfeffer, grocers, etc., Milverton, have sold out to Schaeffer & Whaley.

The Canadian Packing Co., London, have admitted H. Rechnitzer to partnership.

The assets of Alex. McKenzie, grocer and dairyman, Ottawa, were sold on March 3.

Wm. Glenn, grocer and butcher, Picton, has been succeeded by W. A. Crawford.

Thomas McCormack, grocer, Arnprior, has disposed of his grocery stock to B. I. Moag.

The stock of H. Ferguson, general merchant, Dundalk, has been sold at 65 1-2c. on the dollar.

J. A. Griffin, general merchant, Griffin's Corners and Staffordville, has closed up his business at Staffordville.

The Farmers' Dairy and Creamery Co., Hamilton, have been dissolved. Wm. Birrell continues the business.

The stock of T. McWhirter, general merchant, Glen Williams, was advertised



"THE IRON FOOD"

A GOOD STOCK OF **APITEZO** KEPT IN A PROMINENT POSITION WILL MATERIALLY INCREASE YOUR BUSINESS AND YOUR PROFITS

Cases, each 2 dozen, $3.00 per case.

MADE BY
THE AMERICAN CEREAL CO., - PETERBORO

FOR SALE BY ALL WHOLESALE GROCERS

OR

A. F. MacLAREN IMPERIAL CHEESE CO., LIMITED
AGENTS, - TORONTO, ONT.

JAPAN TEAS

We are offering unsurpassed values in these teas. It will pay you to get our samples before placing your order. A post card will bring them.

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

to be sold by auction under chattel mortgage on March 7th.

QUEBEC.

P. Belanger, grocer, Three Rivers, is dead.

Mrs. P. G. Anley has registered as a grocer in Montreal.

C. Roy has been registered J. B. Paquet & Cie, grocers, Quebec.

G. I. McIntosh, general merchant, Calumet, has been burnt out.

Achille Levasseur, general merchant, Tingwick, has registered.

The assets of C. E. Frechette, grocer, Grand Mere, have been sold.

The premises of Lafurtune Freres, grocers, Montreal, are closed.

L. N. Desrosiers, general merchant, Sandy Bay, has been burnt out.

The assets of A. Dube, general merchant, Vincennes, have been sold.

C. Gillman, general merchant, Mansonville Station, is offering to compromise.

W. S. Bridgette, general merchant, Sawyerville, has sold to Darche & Darche.

C. Lippe, of C. Lippe & Co., grocers and liquor merchants, Montreal, is dead.

Alex. Desmarteau has been appointed curator to E. Sauvageau, grocer, Montreal.

La Compagnie de Villers, general merchants, Lotbiniere, have obtained a charter.

The assets of Joseph Roy & Co., general merchants, Beauharnois, are to be sold.

P. Wasilkowski, general merchant, Grand Mere, has assigned to Wilks & Michaud.

A. Lamarche has been appointed curator to J .St. Pierre, general merchant, Cartierville.

McLeod & Pringle, flour and feed merchants, Montreal, have dissolved partnership.

A meeting of the creditors of C. B. Desrochers & Co., grocers, Montreal, was held on March 7th.

V. E. Paradis has been appointed curator to Joseph Dumas, general merchant, Lac Etchemin.

La Compaignie de Villiers, general merchants, St. Louis, have registered; J. A. De Villiers is president.

Lamarche & Benoit have been appointed curators to Mrs. Chas. Meunier, general merchant, Cartierville.

NOVA SCOTIA.

H. S. Kaiser, general merchant, Port Bickerton, has assigned.

NEW BRUNSWICK.

A meeting of creditors of O. D. Hanson, general merchant and druggist, Fairville, was called for March 8.

James Ready, Limited, dealers in aerated waters, Fairville, are applying for incorporation with authorized capital of $50,000.

MANITOBA AND N.W.T.

Wyness Bros., general merchants, Rossburn, have sold to W. Young.

The Seal of Manitoba Cigar Company, Winnipeg, have been incorporated.

W. W. Hicks, of Hick Bros. & Co., wholesale grocers, Winnipeg, is dead.

John Dolmage, general merchant, Souris, has sold to McRory & McCosh.

Lyall Calder, general merchant, Hamiota, has assigned to A. Graham, of Portage la Prairie.

B. Abramovitch & Son, grocers, etc., Winnipeg, have sold their branch store to Thomas Kennedy.

The stock of Beamolt & Ryan, general merchants, Prince Albert, has been sold at 80c. on the dollar.

C. H. Newton, Winnipeg, has been appointed trustee to F. J. Beatty, general merchant, Fannystelle.

O. Bellavance, general merchant, Letellier, has sold his stock of clothing and furniture to J. Bois.

A. J. Patterson, flour and feed merchants, Portage La Prairie, have sold to Swain & Herringshaw.

BRITISH COLUMBIA.

S. B. Arnold, fruiterer, Vancouver, has suffered loss by fire. Carried insurance.

A. C. Smith, fruiterer and confectioner, Slocan, has been succeeded by J. Pinchbeck.

Boecher Bros., tobacconists, confectioners, etc., Vancouver, have suffered loss by fire: partially insured.



Upton's

Home-Made

Jams, Jellies

and

Marmalades

are pure and fine flavored. The kind that your customers will ask for again.

THERE IS A
GREAT TREAT
IN STORE FOR
THE MAN WHO
HAS NOT YET
TASTED

"HALIFAX" or "ACADIA" Brand of Prepared Codfish

THERE'S A GREAT amount of extra business in store for the grocer who hasn't yet handled this popular food, but is going to hereafter.

NOTHING BUT THE BEST ATLANTIC CODFISH USED IN "HALIFAX" AND "ACADIA" BRANDS

BLACK BROS. & CO., LIMITED

HALIFAX and LAHAVE, N.S.

A. H. BRITTAIN & CO., Agents, Board of Trade Building, MONTREAL.
REGINALD LAWSON, Agent, - - - WINNIPEG, Man.
CHARLES MILNE, Agent, - - - VANCOUVER, B.C.

FRESH AND CURED FISH

White Fish Being Killed Out.

IN The Toronto Globe of March 6 a Canadian Fisherman refers at length to the unsatisfactory condition of the fisheries on the Northern Great Lakes, stating that the laws and regulations at present in force are not such as best to conserve the protection and prolongation of the food products of the Lakes nor in the best interests of Canadian fishermen. By way of remedying the condition of the trout fisheries on Lake Superior and Georgian Bay he recommends a graded close season beginning earlier than at present in Lake Superior and gradually getting later as the Canadian shores of Lake Huron and Georgian Bay are approached.

It may be news to the trade generally that white fish are becoming comparatively scarce in the great lakes owing, in a large measure, to the unwise licenses permitted by the Canadian Government, allowing the murderous pound net to be used for catching fish. Again, such regulations as have been adopted for the preservation of fish are not properly enforced. Everyone knows the destruction wrought upon the fish by the employment of the same nets. In spite of the half-hearted efforts which have been made from time to time to suppress this net fishing it is very extensively practiced along the Canadian shores of the Georgian Bay to the north channel, extending from Badgley Island to Sandy Island. The whole matter of fishing on Georgian Bay and the north channel should be thoroughly investigated and prompt measures taken to protect the fish and at the same time do justice to the licensed fishermen.

American Salmon in Denmark.

THE steamship Oscar II. on its last trip from New York to Copenhagen, brought 30,000 Columbia River fresh salmon for delivery to consumers in Copenhagen, Berlin, Paris, and other European cities. The fish were forwarded to New York in refrigerator cars and to Copenhagen in cold storage. It is the first shipment of the kind. The fish arrived in excellent condition. They were consigned to a prominent wholesaler here, who forwarded the greater portion of them to branch houses in Berlin and Paris.

The construction of enormous ferries for service between this island and the continent, and the opening of the new line a year ago, was destined to bring Copenhagen and Berlin into closer social and commercial relations than formerly existed. The two immediate advantages of especial importance accruing from the construction of these large ferries for service between Gjedser and Waremunde are (1) that perishable goods may now be shipped in through refrigerator cars, and (2) that there is now a through sleeping-car service between Copenhagen and Berlin.

It is now demonstrated that the improvement in transportation facilities between the island on which Copenhagen is located and the Continent is not without economic importance to the United States. In any event, the shipment of fresh salmon from the far west to Berlin and Paris via Copenhagen is an achievement in modern commerce and transportation worth recording.—U.S. Consular Report.

Closed Season Bill Will Be Killed.

IT is expected that the special fisheries legislation, planned by canners of the State of Washington and British Columbia will be given an indefinite hoist by the State Senate now in session at Olympia on account of the antagonism of the independent canners. Even those American canners who favor the bill recommend its passage only on the ground that it be amended so as to allow no fishing between Mission bridges on the Fraser River.

Many American canneries have traps in the islands of the Gulf of Georgia. No fish are to be caught, according to the plan of the weekly closed season, between 6 o'clock on Friday evening and 6 o'clock on Sunday morning. The fish which pass the traps on Saturday are headed toward the Fraser River. They may reach Westminster bridge by Sunday morning, and above that would not be caught if the terms of the order so applied. But the salmon would certainly not reach Mission bridge by that time, and would, according to the Canadian order as it stands, be caught by Canadian fishermen on Sunday and Monday.

Catches Fish Frozen.

J. S. Graves, who owns a farm bordering upon one of the inland lakes near Union City, Mich., is now not only harvesting a fine supply of ice for use next Summer, but also combining with very little extra labor the accumulation of a food supply in the form of fresh fish, which will be just as fresh and edible when he desires to eat fish next Summer as they are now.

When the ice began to form on the lake, and before it had attained any great thickness, Mr. Graves scattered angle worms and grubs over a considerable area of thin ice.

The fish in the lake, attracted by the food, which they could plainly see, but could not quite obtain, kept their noses pushed persistently against the ice. So hungrily eager were they that they did not notice the rapid formation of ice about them until they were finally frozen solidly therein, within a few inches of the surface.

Every cake of ice contains from one to ten fine fish, frozen alive in the block, and it is thought that his catch of fish will weigh over a ton.

Annual Meeting.

At the annual meeting of the Newfoundland Whaling Co. the following were elected directors for the ensuing year: President, A. F. Goodridge; secretary, Hon. R. K. Bishop; J. Baird, M. G. Winter, J. Browning. A dividend of six per cent. was declared and a sum of $18,000 put to reserve fund. The matter of arranging with other whaling companies so that this fisheries product may be placed in foreign markets to the best advantage was also discussed.

Short Pack of Lobsters.

The Winter pack of lobsters on the western shore of Nova Scotia is now completed, and, according to latest estimates, will amount to 5,000 cases as compared with 9,000 to 10,009 cases in normal years. Factories are closed and the fishermen have hauled in their gear fully a

month earlier than usual. The lobster market remains dull and there is no possibility of knowing what next season's market will be in Europe until June, or possibly later. The Winter pack has found its market as usual in the United states at the prevailing low prices.

Fish Gossip.

Early forecasts of the Norwegian Spring codfishery promise well for a good yield of medicinal oil. "Fish reported small in the run, but livers fatter and larger than usual." Norwegian Spring cod always come inshore in prime condition, while on this side the Atlantic the fish are at their best late in the season and in deep water.

Large, natural oyster beds, which are known to exist at Blunden Harbor, off Queen Charlotte Sound, B.C., are to be developed by a Vancouver syndicate.

The salmon cannery on Observatory Inlet, B.C., owned by J. Wallace, is about to be moved to Matheson's Point on the Naas River. The plant will be an up-to-date one, capable of packing 12,000 cases during the season.

The British Columbia Fisheries Department has commenced to issue trap-net licenses.

W. U. Dion, of Caplin Co., Bonaventure, Que., was in New Glasgow last week in connection with the establishment of several bait freezers for the Gaspe coast.

A bill has been introduced in the Legislature of Nova Scotia to incorporate fishermen's unions in Nova Scotia. The aim of these unions will be, among other things, to improve fishing and curing methods and obtain and disseminate information regarding markets and the most expedient methods of transportation.

Halifax Fishery Award.

It is authoritatively stated that the Dominion Government does not intend to distribute among the provinces interested the amount of the Halifax fishery award received by Canada, nor is the question to be submitted to the English Privy Council or the Canadian Supreme Court during the present session.

Fish Calendar for Lent.

A. Booth & Co., 99-101 Place d'Youville, Montreal, are sending out to the trade a unique calendar price list for the Lenten season. Dealers can obtain one by addressing this firm as above, mentioning The Grocer. It will be found a useful index to the fish days of the season.

To Enforce Coasting Regulations.

The Dominion Government intends enforcing the coasting regulations respecting halibut fishing in Hesate Strait, B. C., which is conceded to be the best halibut grounds on the Pacific. This action has been deemed necessary in consequence of the ravages of American packers.

FISH and OYSTERS

WHOLESALE.

The F. T. JAMES CO., Limited

76 Colborne Street, TORONTO.



All Grocers Should Stock

THE STAVANGER PRESERVING CO'Y'S

Crossed Fish Brand

Norwegian

Smoked Sardines

Selected Fish—Pure Olive Oil—Patent Decorated Tins

AGENTS FOR CANADA

W. G. Patrick & Co., - 29 Melinda Street, Toronto
British Manfrs. Agency Co., - - Vancouver, B.C.

Pure

Maple Syrup

Grocers, Read this:—

Office of
MILTON L. HERSEY, M.A.Sc. (McGill)
146 St. James St., Montreal
Feb. 11th, 1905

The Grimm Manufacturing Co., City:

DEAR SIRS,—The samples of Maple Sprup received from you marked as above have been analyzed and my tests failed to detect the presence of any adulterants whatever.

Yours truly,
MILTON L. HERSEY,
City and Public Analyst.

We cannot SAY more. You cannot want more.

The Grimm Mfg. Co.

Manufacturers of Champion Maple Syrup Evaporator and Maple Sugar Makers' Supplies,

MONTREAL

1904 NEW PACK



TRADE MARK REGISTERED

"Horse Shoe"

SALMON

NOW IN STORE

SUPPLIES ARE LIMITED OWING TO SHORT CATCH

ORDERS SHOULD BE PLACED EARLY TO AVOID DISAPPOINTMENT.

1-LB. FLAT TINS ARE PERFECTION AND CAN BE CONFIDENTLY RECOMMENDED.

THE STANDARD OF QUALITY FOR BRITISH AND CANADIAN TRADE.

NEW PICKLED LAKE TROUT

IN 100-LBS. KEGS

ALL KINDS OF FROZEN, PICKLED, PREPARED AND SMOKED

FISH

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P. O. BOX 639. Long Distance Telephones

MONTREAL, P.Q. ST. JOHN, N.B., WESTPORT, N.S., GRAND RIVER, P.Q., GASPE, P.Q.



INGERSOLL, CANADA—FACTORY.

AN EASY ONE.

Added to our splendid assortment of GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St. Louis, Mo., 1904.** Proven the **purest** and **best,** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St Charles Condensing Co.

"BRUNSWICK" BRAND SARDINES

COVERING

¼ Oil Sardines, 100 Tins to Case
¼ Mustard Sardines, 100 " "
¼ Tomato Sardines, 100 " "
¾ Mustard Sardines, 50 " "

Sold by all the Leading Wholesale Grocers in Canada.

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Connors Bros., Limited

BLACKS HARBOUR, N.B.

SOCKEYE SALMON







"Sovereign" and "Lynx" Brands

ARE THE OHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

"Matthews'" Famous

Pork Bologna

is known far and wide for its wholesomeness. Being a Pork Bologna, the price is a little higher than that of other brands, but in the public estimation it is abundantly worth the increased cost. Special price for weekly orders upon application.

The George Matthews Co., Limited

ESTABLISHED 1868.

PETERBORO HULL BRANTFORD

Lard Compound.

We are makers of the finest brand of Compound Lard. There is a good demand for it just now, lard is scarce and high, it will be more scarce and higher before the snow goes. Buy now We can give you either pure lard, the very best you can buy, or we can give you lard compound, as fine in quality as any made.

F. W. FEARMAN COMPANY, Limited.

HAMILTON, ONT.

PURE LARD

We manufacture that very Desirable Quality that pleases your Customers,

ABSOLUTELY PURE

OUR TEN-POUND WOODEN PAILS ARE GOOD SELLERS AND TRADE-WINNERS.

The Park, Blackwell Co., LIMITED

PORK AND BEEF PACKERS,

TORONTO, ONT.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Cheese and Butter Situation.

DURING the past few days there has been an improvement in the demand for cheese, both from abroad and locally. It looks very much as if the British merchants were realizing the strength of the situation, based on the smaller stocks carried this year as against those of 1904. While things have been dull for some time back, it is reported that sales have been put through at an equivalent of 11c. for white and colored, and are now quoted ½c. for white and ¼c. for colored higher. Stocks unsold here are very small, in fact, the smallest for many years, and holders, who have held till now, will not let go very quickly now that the advance is coming on.

While butter is still selling at 28 to 30c. for finest creamery, the high prices seem to have checked consumption, as the trade is very slow and too quiet for this season of the year.

How Powdered Milk is Made.

IN his last report re Dutch trade in Australia, Consul W. B. Bosschart writes to the foreign department in Holland as follows:

"At the Dairy Exhibition in Melbourne, held during September, 1901, were shown samples of dried milk, so-called powder milk, which were sent from New Zealand. Nathan & Cie., who hold the New Zealand and Australian rights for the manufacture of dried milk, have gone to considerable expense in installing machinery, as extensive boiler power and a great deal of fuel are required. The machine itself consists of a very strong cast-iron frame with parallel rollers resting on bearings, the drums being about one-eighth of an inch apart. Steam is connected through the shaft, which is hollow, by means of a pipe and ordinary packing glands, the outlet being through the other axle, which is similarly mounted. The cylinders are 5 feet long and 28 feet in diameter, and have a perfectly smooth surface; 40 lbs. of steam are indicated, and the rollers revolve inversely 7½ times per minute by means of a mechanical attachment. The milk is fed with perforated pipes about one foot above the rollers, and drops on them in a straight shower.

"All the moisture in the milk evaporates and is carried away through a large pipe leading from a cowl over the apparatus. Less than one revolution brings the roller in contact with the knives, which are fitted by set screws, so as to shave the surface without touching the metal too hard. From these knives fall away continuous sheets of dried milk resembling cream-colored crimped tissue paper. On falling into a box, this paper-like substance breaks to pieces, being afterwards scooped into a primitive wooden drum fitted with beaters, which break it down to very fine powder. This product, which is sterile, may be turned into new milk again by the addition of seven parts of hot water."

High Price of Butter.

THE butter situation is a peculiar one at present in Canada, high prices prevailing in nearly every city in the Maritime Provinces, and even in Montreal and the West.

The fact is, so good has the market been in England for Canadian butter and cheese, that shippers have been anxious to export. On this account large quantities went forward which were not of the quality to catch the market against the best Danish and Irish butter. The fact is, none but A1. quality is required on the English market. The West Indian market has also been good, and large shipments are continually made there by every boat from Halifax and St. John, some by Upper Canadian firms and some by local firms.

The result of this heavy export within the last few months has been that Nova Scotia has experienced a shortage, which in Halifax, Sydney, and other centres, was greatly accentuated by the late snow blockade on the railways when the country supply could not be sent forward. The greatest scarcity in Halifax was in fresh-made creamery for table use, which on Saturday (March 4) was retailing at 35c. per pound, the nominal price for the last year or two being 25 to 27c.

One direct result of the shortage has been the importation of butter on a large scale from Great Britain.

As it seemed to be the prevailing opinion that this "English" butter was imported on account of the snow blockade, The Grocer interviewed Smith & Proctor, who are probably the largest handlers of butter in Halifax, on the matter. They disclaimed that this was the reason for importing, the butter being purchased there merely as a matter of business, since it could be imported at a lower price than it could be got for in Montreal, admitting, at the same time, that it "was quite possible" that this "English" butter was at least "partly" Canadian. It may also be noted that this butter is not strictly for local consumption. Large quantities are shipped to the West Indies, the greater part of which was previously imported from the West.

Thus the whole matter is explained. Exporters, in their eagerness to catch a good market, have been over-shipping, with the result that their butter has paid freight and expenses both ways across the Atlantic, and is landed in Halifax cheaper than it can be bought to-day in Montreal. Though the ramifications of trade are peculiar, this does not seem to be the kind of trade extension that would benefit shippers, resulting as it has in largely increased prices to consumers in this country.

R.C.

Lard Statistics.

The following comparative estimate of stocks of lard held in Europe and afloat on March 1, has been supplied by the N. K. Fairbank Co., Chicago:

Dutch cheese is well demanded in South Africa, much of the business being done through foreign, especially English, houses. It is reported that the new tins of ½ and 1 lb. find a ready sale, while, as to the quality, it is said that gouda cheese keeps best and makes a good price.

	1905. Mar. 1.	1905. Feb. 1.	1904. Mar. 1.	1903. Mar. 1.	1902. Mar. 1.	1901. Mar. 1
Liverpool and Manchester	34,500	24.500	30,000	13.500	5.500	6,500
Other British ports	17,000	15,000	8,000	3,500	3 500	5.000
Hamburg	10,000	28,000	12,000	15.000	13.000	9.000
Bremen	2,000	2,000	1,000	2,000	1,000	2,000
Berlin	2,000	4.000	2,500	2,000	2.500	2 000
Baltic ports	21.500	15.000	11,500	10,000	8,500	6,500
Amsterdam, Rotterdam, Mannheim	3,000	3,000	1,200	2,000	2,500	1,000
Antwerp	5 000	4.500	3 000	7 500	2,500	1 500
French ports	1,100	1,200	1.800	500	1,800	4.500
Italian and Spanish ports	500	500	500	500	1,000	1,000
Total in Europe	96,600	97.700	71.500	56,500	41,800	39,000
Afloat for Europe	85.000	68,000	50,000	50,000	75.000	75 000
Total in Europe and Afloat	181,600	165 700	121,500	106,500	116,800	114.000

Whole **Black** and **White Pepper**

We are offering these at most interesting prices and finest quality. Will be pleased to mail you samples and quotations

Peppers are good buying NOW. *Write us promptly.*

S. H. EWING & SONS, Toronto Branch, 29 Church Street.

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TELEPHONE MAIN 3171
Telephone orders receive prompt attention.

"Defiance" Marmalade

is the purest and most wholesome product on the market. It is made only from the choicest fruit and is packed, under our personal supervision, in 10c. and 15c jars Our travellers have samples.

TORONTO JOHN SLOAN & CO. BELLEVILLE

PURE FOOD INSURES
GOOD HEALTH
MAGIC BAKING POWDER
INSURES
PURE FOOD.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—A slightly more active market in provisions is reported for the week, as well as a slight advance all round, largely on account of the lightness of stocks held. Long clear bacon is 1-2c. firmer, and there has been an advance of 1-4c. in all varieties of lard. In the opinion of the provision men lard has been altogether too cheap for the last year, and we are bound to see higher prices.

Fresh meats are on the quiet side, and veal has declined from 1-2 to 1 cent in price. Hogs are coming more freely and have dropped in price. Yearling lambs are 1-2c. easier, the price on this article previously having been almost prohibitive. Our quotations are as follows:

Long clear bacon, per lb	$ 0 08¾	$0 09
Smoked breakfast bacon, per lb	0 12½	0 13
Roll bacon, per lb	0 09½	0 00
Small hams per lb	0 13	0 13½
Medium hams, per lb	...	0 13
Large hams, per lb	0 11	0 11½
Shoulder hams, per lb	....	0 09
Backs, per lb	0 14	0 15
Heavy mess pork, per bbl	15 50	16 00
Short cut, per bbl	18 00	18 50
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb	0 08½	0 08¾
" tubs "	0 08¾	0 09
" pails "	0 09	0 09½
" compounds, per lb	0 06½	0 07½
Plate beef, per 200-lb. bbl	11 00	11 50
Beef, hind quarters	6 00	9 00
" front quarters	4 50	6 00
" choice carcases	7 00	7 50
" medium	5 50	6 50
" common	5 00	6 00
Mutton	6 00	8 00
Lamb, spring, cold storage	....	10 00
Lamb, yearling	...	0 12½
Veal	0 07	0 09½
Hogs, light, carlots	6 75	7 00
" " street lots	7 00	7 50

Cheese—There has been no change in the cheese situation since last week. Both at home and abroad the market continues quiet, with prices firm and steady. For export trade to-day's quotations are 52s. to 53s. We quote the following prices:

	Per lb.
Cheese, large	0 11
" twins	0 11½

Butter—Arrivals of butter have been on a much larger scale during the week under review, and although there is no surplus the supply is now about equal to the demand. The butter famine may be said to be practically over, and normal prices will be quoted in future. Creamery prints are from 1 to 2c. lower than last week, only a few of the creameries having kept to the extreme level of 29c. Very few creamery solids are on the market at the present time. Dairy prints are also down 1c. We quote the following prices:

	Per lb.	
Creamery prints	0 26	0 27
" solids, fresh	0 25	0 26
Dairy prints	0 23	0 24
" large rolls	0 22	0 23

Poultry—As the end of the season has almost been reached, arrivals of poultry are very small, and trade is practically at a standstill. Our quotations are as follows:

Chickens, spring, dry plucked	0 12	0 13
Hens	0 07	0 08
Turkeys	0 16	0 17
Ducks	0 12	0 13

Montreal.

Provisions—There is no change to report in the position of the provision market. Prices have held up well, and though a weakening was looked for it failed to materialize. The trade in pork has been quiet. Fresh abattoir killed was sold at $8.75 to $8.50. Country-dressed receipts are small, selling at $7.25 to $7.75 per 100 lbs. Our quotations are as follows:

Canadian short cut mess pork	$16 50	$17 50
American short cut clear	17 00	17 50
American fat back	17 00	17 50
Bacon, per lb	0 07½	0 13
Hams	0 11½	0 13
Extra plate beef, per bbl	11 50	12 00
"Boar's Head" brand, tierces, per lb	....	0 06½
" " ¼-tierces, per lb	....	0 06¾
" " 60-lb. fancy tubs	....	0 06¾
Cases, 20 3-lb. tins, per lb	....	0 07½
" 12 5-lb. tins "	....	0 07½
" 6 10-lb. tins "	....	0 07½
20-lb. wood pails, each	....	1 43
20-lb. tin pails, each	....	1 33

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	1 57	1 70
" tubs	0 07½	0 08½
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08½	0 09½
" cases (24 3-lb. tins)	0 08½	0 09½

Butter—The undertone of the market continues strong, and there is no actual change of great importance to note. The turnover in business is not large, but everything offered is being taken up readily. Sales of Eastern Townships creamery were made at 28c. to 30c. at factory. The local market is bare of fine stock, and this scarcity is generally firming up prices. We quote the following:

Finest creamery	0 28	0 30
Fine	0 26	0 28
Medium	0 24	0 27
Fine western dairy	0 22	0 23
Fair to good western	0 20	0 22
Undergrades	0 18	0 20

Cheese—Market is dull and featureless. Exports are small in comparison with same period last year. 10 1-2 to 10 3-4c. appears to be the railway prices.

Eggs—The arrival of larger lots of new-laid has weakened the market during the week, and a decline of 2 to 3c. per dozen is noted in new-laid. As the weather turns milder receipts will be heavier, and lower prices may be looked for. The demand for eggs is good, and with the opening of Lenten season on Wednesday will continue to improve. Stocks of stored eggs are getting down rapidly. Limed unchanged.

Selected Fall fresh	0 23	0 24
Montreal limed	0 20	0 21
Medium cold storage	0 17	0 18
Strictly fresh	0 30	0 32

St. John.

Provisions—In beef and pork, while the market is firm, there is very little business doing. Smoked meats are held very firm. Pure lard is rather higher; there is a good stock held. Refined is unchanged. In beef, prices are quite low. Lamb is beginning to be offered. Full prices asked. Mutton dull and low. Veal is more plentiful. Price unchanged. Pork is rather higher. We quote:

Mess pork, per bbl	$16 00	$17 00
Clear pork "	14 50	18 00
Plate beef "	14 00	15 00
Mess beef "	10 50	12 00
Domestic beef, per lb	0 04	0 06½
Western beef "	0 07	0 08
Mutton "	0 04	0 05
Veal "	0 06	0 08
Lamb, "	0 07	0 08
Pork "	0 07½	0 09

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

Lent
During Lent there will be more baking done than usual. To secure best results for your customers, sell them
Eagle Baking Powder
Ask your jobber or write us.
J. H MAIDEN
MONTREAL

PEACOCK
BRAND
of
MINCE MEAT
(Condensed and Bulk)

Excels in Quality and Flavor.
Your wholesaler sells it.
The BATES PEACOCK CO.
Hamilton. Ontario.

Butter Tubs
BEST WHITE SPRUCE
50—30—20 lb.
ORDER NOW
WALTER WOODS & CO.
Hamilton and Winnipeg.

EGGS

We will buy your eggs F.O.B. all year.

CORRESPONDENCE SOLICITED.

The WM. RYAN CO., Limited

70 and 72 Front St. E., Toronto.

Brock's Bird Seed is in 10-cent packages—lbs.

Well to mention this once in a while. Grocers might get to think it higher priced from the way we sing it's praises.

NICHOLSON & BROCK, TORONTO.

ACME TABLE SALT.

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, - Toronto, Ont.

Butchers, Merchants and Hide Buyers Should write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freights. He pays full market values. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.

Hams	"	0 12½ 0 13½
Rolls	"	0 10 0 13
Lard, pure, tubs	"	0 08¾ 0 09
" " pails	"	0 09 0 09½
Refined lard, tubs		0 08 0 08½
" " pails		0 08½ 0 09

Butter—There is very little butter here of any kind. Prices are high. Good butter very hard to get. We quote:

Creamery butter		0 26 0 30
Best dairy butter		0 20 0 25
Good dairy tubs		0 18 0 20
Fair "		0 17 0 18

Eggs—A fair demand. Prices continue high. We quote:

Eggs, hennery		0 28 0 30
" case stock		0 23 0 25

Cheese—There is but a fair sale. Prices, while a little higher than in the Fall, show no late change. We quote:

Cheese, per lb		0 11 0 11½

Winnipeg.

Butter—Fresh creamery is scarce, and it is difficult to supply the demand. Prices are firm. We quote:

Dairy, assorted pkgs., selected		0 21
" " round lots		0 17
" (separator), 1-lb. bricks		0 26
Finest fresh creamery, in 56-lb. boxes		0 25
" " in 28-lb. boxes		0 26
" " in 14-lb. boxes		0 27
" " in 1-lb. bricks		0 27

Cheese—No change in prices. We quote:

Finest Manitoba, large		0 11
" Ontario, "		0 11½
" " twins		0 12
Square cheese		0 12½

Lard—Likely to advance, and very firmly held at present prices. We quote:

Lard, 50-lb. pails, per pail		4 90
" 20-lb. "		2 00
" 3-lb. tins, per case 60 lbs.		6 30
" 5-lb. " " "		6 15
" 10-lb. " " "		6 00
Pure lard in bbls, per lb		0 09

Cured Meats—Prices continue as follows:

SMOKED MEATS.

Hams, sugar cured, assorted sizes		0 13
" " heavy 20 to 30		0 12½
Picnic, " assorted sizes		0 08½
Shoulders, "		0 08½
Bacon, " breakfast bellies		0 12½
" " breakfast backs		0 10½
" " Wiltsbire sides		0 15
" " spiced rolls, long		0 09½
Manitoba butts		0 09½
" " skinned		0 10
" " boneless and rolled		0 11
" rolls, boneless		0 11

DRY SALT MEATS.

Bacon, dry salt long clear		0 08½
" " " smoked		0 09½
" " " boneless backs		0 09½
Shoulders " "		0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl	18 00
" " " per ½ bbl	10 50
Standard mess pork, per bbl	16 00
" " " per ½ bbl	9 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00

Sweet pickled spare ribs, not cooked, per lb. 0 04
" hocks, " " 0 04

Halifax.

Provisions, Etc.—Prices in the wholesale and retail provision market have not been normal on account of the blockade, and do not represent the general state of the "market." Supplies up to this week not been coming in, and as any line ran short the price went up. Even with the stoppage of the country "milk train," which comes in from Truro every morning, the price of condensed milk (retail) went up 5c. a can. Butter had gone previously to from 5 to 10c. for the various grades. Fresh-laid eggs were sold from house to house by countrymen who managed to surmount the snowbanks at 40 and then 45c. per dozen. All kinds of meats were scarce, and fortunate was the dealer who had a few carcases of the frozen article imported from the West. Prices are, however, settling down again, but it will take another two weeks before normal

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

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CHEESE, BUTTER, EGGS AND POULTRY.
Reference, London City and Midland Bank, West Smithfield. We buy outright.

conditions assert themselves. The butter market, which two weeks ago advanced about 5c. on all grades, declined 2c. on Friday, March 3. Another week or two will bring it back to normal.

Canadian Bacon Trade.

Domestic trade in bacon and fresh meats is not so brisk as a week ago. Up to March 4th arrivals of hogs showed a decided improvement. This week, however, there has been a considerable falling off, and packers' price is firm at $5.75. The English bacon market has shown signs of weakness, largely on account of increased shipments from the United States to Great Britain, bringing about a sudden climax in the market and the resulting decline. Last quotations, viz., from 46 to 50 shillings, practically rule yet. In fresh meats trade is a little on the quiet side, both veal and lamb having declined in price.

Dairy and Provision News.

Dairy instruction is to be made a feature of the coming Summer's work in the Ontario Department of Agriculture.

The Canadian Poultry and Produce Co., Stratford, are making extensive improvements and enlargements in their plant, and will extend their business to include the raising of hogs.

A deputation from the Western Dairymen's Association waited upon the Ontario Minister of Agriculture, on March 7, and received the official promise of an additional inspector and further financial assistance from the Government.

NOVA SCOTIA MARKETS.

Halifax, N.S., March 6, 1905.

THE wholesale grocery trade, like that of all other lines, has been seriously curtailed during the month of February on account of the snow blockade; nothing like it has ever been known by even the "oldest inhabitant." With the exception of last winter, for a great many years our winters have been fairly mild, but after this experience the wish for "good old-fashioned winters" will be obsolete.

For nearly three weeks the whole D.A. Railway, running from Halifax to Yarmouth — 220 miles — was practically blocked from end to end. It is now opened (less than half the distance) to Kentville. The result has been that orders from this whole district could not be shipped, and even orders requiring goods could not be sent in except by telegraph and telephone. Coal in many places ran short, and flour was sold in Kentville at $9 to $10 per barrel. For the same reason payments due the first of this month are backward, and it will take two or three months for general trade conditions to recuperate.

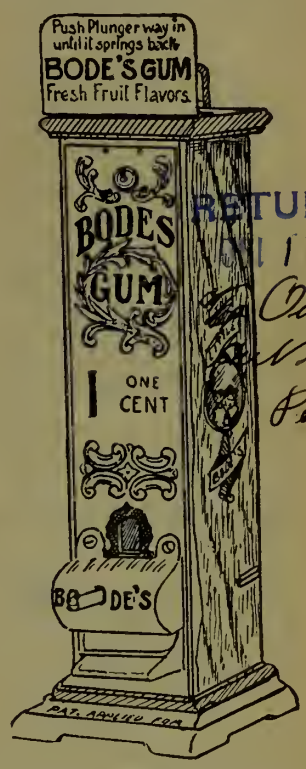
Feeds of all kinds are in good demand, but stocks are running low. There is no change in price. Hay is very scarce, as it has been impossible to import. Nova Scotia's crop being almost a failure, it is reported that cattle are being slaughtered in many country districts since the commencement of the snow blockade. Hay to arrive is quoted here at about $13. It has no doubt been previously reported that large quantities of Quebec hay were brought down to the Provinces in the Autumn and early Winter over the Intercolonial free of charge. This hay was sold at cost, which was from $8 to $... according to quality.

The steamer "Evangeline," which sailed for London last Friday, carried 5,000 barrels of apples. The quantity would have been greater, but they could not be brought forward by rail.

Two events during the blockade are worthy of record, one being that for the first time for many years beef cattle were driven to the Halifax market. Bridgetown is situated 115 miles from Halifax on the D.A.R., yet for that distance, even in the midst of the storm, a drove of 32 head were brought in. The cattle were taught to walk in single file, a drover walking with each eight head to guide them, and it is stated they made over 20 miles a day and came in good condition. The second is that large importations of butter from Great Britain are reported.

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Chewing Gum
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Alarm Watch
FREE
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Patent Vending Machine



These Chewing Gums are of the very highest quality—and what's more, they sell well and show you a very handsome margin of profit. They include

Pepsin	-	Boxes 23-5c sticks.
Crushed Fruit		" 36-5c. "
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For Inside or Outside Use

Our Travellers are Showing Samples. Wait for them.

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RETURNED MAR 11 1905

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You see we are not concerned about declaring the fact that Blue Ribbon Tea is made up of this quality and that.

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Our great purpose is to enlarge its sphere, so to speak.

To increase its users.

To increase the number of grocers who distribute it.

To save the grocer the waste that results in experimenting with teas less known and of less worth.

Purest and Best

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WE DESIRE TO EXPRESS THANKS FOR THE LIBERAL PATRONAGE ACCORDED DURING THE PAST, AND TRUST BY CONTINUED EXCELLENCE OF MANUFACTURE, PROMPT SHIPMENTS AND CLOSE ATTENTION TO BUSINESS, TO MERIT A CONTINUANCE.

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WINDSOR, ONT., FEB. 1ST, 1905.

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Greig, Robt., Co., Toronto.
Lumsden Bros., Hamilton.
McLaren's, W. D., Montreal.

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Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Canadian Swiss Trading Co., Montreal.
Christie, Brown & Co., Toronto.
Cowan Co., Toronto.
Lamont, Corliss & Co., Montreal.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart, A. J., Toronto.

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Oakey, John, & Sons, London, Eng.
Reckitt's—Gilmour Bros. & Co., Montreal.

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The Locators, Winnipeg, Man.

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Belleville Canning Co., Belleville, Ont.
Canadian Canners', Hamilton.

Cans.
Acme Can Works, Montreal.

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National Cash Register Co., Dayton, O.

Chewing Gum.
Eby, Blain Co., Toronto.
L. B. Slot Machine Co., Montreal.

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American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
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Gowans, Kent & Co., Toronto.
Klotz, E. W., Toronto.

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McLean, J. A., Produce Co., Toronto.
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Gillard, W. H., & Co., Hamilton.
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Sovereign & Lynx Brands.
Stavanger Preserving Co., Toronto and Vancouver.
Todd, J. H., & Son, Victoria, B.C.
Turner, James, & Co., Hamilton.
Winnipeg Fish Co., Winnipeg, Man.

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Boyd, Thos., & Co., Liverpool, Eng.
Crichton, Alexander, Liverpool, Eng.
Duffus, Alex. S., Londou, Eng.
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Gillard, W. H., & Co., Hamilton.
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Husband Bros. & Co., Toronto.
McWilliam & Everist, Toronto.
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Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Marceau, E. D., Montreal.
"Ozo" Co., Montreal.
Sloan, John & Co., Toronto.
Turner, James, & Co. Hamilton.

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Adamson, J. T., & Co., Montreal.
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Page, C. S., Hyde Park, Vt.

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Walker Pivoted Bin and Store Fixture Co., Toronto.

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"Ozo" Co., Montreal.
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Upton, Thos., & Co., Hamilton.

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Ryan, Wm., Co., Toronto.
Rutherford, Marshall & Co., Toronto.
Tippet, A. P. & Co., Montreal.
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Walkerville Match Co., Walkerville, Ont.

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Bates, Peacock Co., Hamilton.
Wethey J. H., St. Catharines.

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Montreal Maple Co., Montreal.
Sloan, John & Co., Toronto.
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Ewing, S. H. & A. S., Montreal.
Ewing, S. H & Sons, Montreal.
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Marceau, E. D., Montreal.
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Salada Tea Co., Montreal and Toronto.
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Contains no essences or cheap extracts.

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AUSTRALIA—
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NEW ADVERTISEMENTS.
L. B. Slot Machine Co., Montreal.
Carter-Crume Co., Toronto.

BUYING FUTURES.

WE hear much of the wisdom of buying ahead and in bulk, and there can be little doubt that many grocers are seized with the attractiveness of the suggestion, without pausing to ask themselves whether their inventory does not already show too great a proportion of the year's profits in goods on hand instead of in cash receipts.

It is a question whether a grocer will gain in the long run by placing large advance orders and buying several months' suppy to save a fancied trifle in price. True, last year may have been an exceptional year. In some sections the retail trade may not have been up to expectations. Another season, with brisk trade, and snow and rain and sun all doing their duty at just the time that suits him, he may pull through without having to carry over any great quantity of goods. But what does he gain to compensate for the risk?

He thinks he has saved something in price by buying a few big bills in place of many smaller ones. Let's concede the point, though we doubt it. To achieve this saving he has had to tie up several times as many dollars in certain items as would have been necessary had he followed the other plan.

To buy four months' supply at one time takes exactly four times as many dollars as to buy one month's supply. Thus the grocer loses the profit he might have made by investing those surplus dollars in other goods not now sold.

When he has twelve dozen of an item on his shelf he sells no more than if he had three dozen, and the same money that bought the twelve dozen might have been used to buy three dozen each of four articles. With four items instead of one he could have made sales four times as great without increasing the investment.

And the incurable trouble about buying in big lots is that about every so many years there is a crop failure or something else happens to make trade shrink, and the year's profits are sure to suffer sorely.

Is not the compound profit that comes from turning a large variety of goods many times in a year better than the simple profit which comes from buying a quantity of each article, with the consequent smaller variety, depreciation in value, slow but sure growth of stickers, etc.?

WHY AND WHEREFORE OF DRAWBACKS.

OSTENSIBLY the reason for the recent decision of the U. S. Government allowing drawbacks on Canadian wheat to be exported, wholly or in part, in the form of flour, was because American millers were in need of our Manitoba wheat to enable them to meet the requirements of foreign trade. The precedent established, however, involves a far-reaching principle, and when it is remembered that the same rule will, in all probability, be applied to importations of pulp-wood, lumber, raw hides, nickel, fruit and vegetables, for manufacturing purposes, it is easily seen what a tremendous impetus must be given to manufacturing in the United States and the upbuilding of their export trade.

For the seven months, ending January, 1905, importations of hides, tin, fibres and wool into the United States aggregated as follows: Hides and skins, $34,439,265; tin, 43,621,612 pounds; fibres, $20,699,313, and wool, 109,000,000 pounds. In other words, manufacturers' material formed about 46 per cent. of the total imports into the United States for the fiscal year ending January, 1905.

Imports of material for use in manufacturing during this period exceeded those of the corresponding months of the preceding year by about $33,000,000, and in the month of January alone exceeded those of January last by more than $12,000,000.

The share, moreover, which manufacturers' materials are forming of the imports of the United States, is steadily increasing. In 1820 they formed about 16.6 per cent. of the total imports; by 1850 they had reached about 28.2 per cent.; in 1880, 37 per cent.; in 1900, 45 per cent., and in the single month of January, 1905, 50.1 per cent. American manufacturers are also steadily increasing the share which their products form in the exports of the United States; for instance, in the seven months ending January, 1905, the manufactures exported exceeded by $52,000,000 the total for the corresponding months of the preceding year, and in the month of January alone the total exceeded that of January, 1904, by about $2,000,000.

Canada is vitally concerned, because, under existing conditions, she will be supplying more and more raw material to United States manufacturers until her own manufacturing industries are able to work up the seemingly inexhaustible fund of raw material at hand. At the same time, our manufacturers are beginning to watch anxiously the trend of things, and are considering the advisability of taking precautions to prevent the undue diversion of national trade into a foreign channel. Developments will be awaited with interest by Canadian business men.

TO IMPROVE CANADIAN COMMERCE.

IN view of the disadvantage at which Canadian importers and exporters have been placed in the past, owing to the slow and irregular line of steamers plying between the Winter ports of Canada and Great Britain, it is not surprising that the Boards of Trade in the Maritime Provinces should have undertaken to grapple with the transportation problem, which is becoming more and more serious as Canada's foreign trade grows and American carrying lines begin to cast covetous eyes on traffic to the North not already in their hands. There can be little doubt but that they will prove formidable competitors to our own Winter carriers; at the same time, there is every reason why Canadian traffic over sea should be in the hands of all-Canadian lines, and absolutely no excuse why even a share of our export and import trade should go and come via New York and Boston. If our transportation facilities are inferior, then it is plainly a national duty to improve them; if the difficulty is one of rates, Canadian carriers must meet it as best they can.

At the last meeting of the Kings' County Board of Trade in Kentville, N. S., this question was thoroughly aired and a resolution passed requesting the Department of Trade and Commerce, Ottawa, to call for tenders for an adequate all-year-round steamship service between St. John, Halifax and London, Eng., after July 1 next, on the ground that a faster service was necessary if legitimate trade was to be kept from drifting into the hands of American competing lines.

The city of St. John has done its share in helping towards a solution of the problem by improving her harbor, which is now regognized as one of the finest Winter ports on the North Atlantic seaboard. But the fact remains that Canada is losing an enormous amount of money every year on account of traffic going via American ports and foreign bottoms. It is to be hoped the Dominion Government will second every effort in the direction of the establishment of first-class direct transportation facilities between Canada and Great Britain, and that every Canadian business man will look forward to a speedy solution of the problem as vital to Canadian commerce.

FEBRUARY FAILURES.

WITH about the same number of casualties in February this year as last, the feature of the month just closed, as shown by Bradstreet's report, is the heavy shrinkage in the volume of liabilities of Canadian business firms from the second month of 1904, namely, $242,730, the figures for the two years being $756,144 and $998,874, and the failures numbering 103 and 117 respectively. This feature is in keeping with the generally better tone of business this year than last. The February liabilities as a whole are the smallest reported for that month since monthly totals were first compiled by Bradstreet's. This shrinkage in liabilities is not confined to any one section, but runs throughout the country. Surely the business year has begun auspiciously; if normal conditions continue to rule during the remaining ten calendar months, including good grain and fruit crops, 1905 ought to prove a record year for the trade.

CANADA PREFERS THE BACON HOG.

A CANADIAN contemporary has thought it worth while to refer to the very large importations of bacon into Canada from the United States during the last two years, and to the interference the same have caused with the prosperity of Canadian farmers who require the home market for themselves.

Once more we wish to remind readers of The Grocer and the trade generally, that this so-called "dumping" of American pork on the Canadian market is not a matter to occasion serious alarm. It is quite true that Canada imports yearly a large quantity of pork from the United States, for the reason that we do not produce enough to answer domestic requirements, not that Canada is not in a position to cater to this particular trade, but the promoters of the bacon industry in Canada have for years tried to discourage the production of fat pork, which is now being imported from the United States, on the ground that there was far more money for the farmer in the bacon hog. The result is that the Canadian export trade is now almost exclusively in lean hogs, exports of bacon for the fiscal year 1904 totalling over twenty-five million dollars. Canadian packers and provision men are unanimous in their opinion that we do not want this particular trade and that we ought not to take exception to our friends from across the border if they see fit to send us a little of their surplus fat pork occasionally.

USE YOUR LOCAL PAPER.

WE are again forcibly reminded of the rapidly-growing appreciation of the value of printers' ink among the retail grocery and general mercantile trades of Canada. Most of our enterprising merchants are already systematic advertisers in the local papers, and, where they have followed it up judiciously and persistently, are unanimous in their opinion of advertising as an invaluable auxiliary to trade.

That the wholesale trade recognize the value of advertising through the medium of the trade and daily press, need hardly be more than mentioned. That advertising is the backbone of success in all of our departmental stores is patent to every consumer throughout the country who either reads or receives their catalogues and price lists. The inference is not unfair that retail grocers and general merchants have no right to say they know the alphabet of successful merchandising until they have mastered the art of newspaper advertising. The key-note of this art is to tell the story of the goods you have to sell in the most effective way, and to the greatest possible number of people. Extravagant puffs are not to be advocated under any circumstances; rather a straight announcement in the advertising columns of a newspaper of what you have to say —the all-important thing being to say it well.

WESTERN CREDITS.

THE suggestion made by the Retail Merchants' Association of Western Canada with regard to the credit system as it exists in the West has attracted considerable attention among Western merchants. As readers of The Grocer will remember, the suggestion is that all members of the association agree

to close their accounts on the first of November, and give no credit from November to May. The proposal is generally regarded as a step in the right direction, but some criticisms are heard. The Grocer is in receipt of some communications on the subject.

J. & E. Brown.

J. & E. Brown, of Portage La Prairie, in the course of a letter to The Grocer, say that they do not care to enter into a discussion of the credit system. "We may say, however, that the farmers' notes are a very fine class of security, and so far as we are concerned personally, we do not desire anything better."

"Hard Cash."

A correspondent signing himself "Hard Cash" writes as follows:

Editor Canadian Grocer,—

Winnipeg, Manitoba.

I was not present at the meeting of the Retail Merchants' Association, but I am interested in the plan which the association proposes regarding credits. I find in my own business that matters are worse now than they were three or four years ago, but I am afraid to call a halt on credits unless my opposition will join with me. It is easy to make a rule, but it is hard to follow it when it means driving good customers to another store. But what one can't do alone perhaps can be done if we stand together. Perhaps we will some day get down to the right basis, namely,

"Hard Cash."

"Country Grocer."

Another correspondent signing himself "Country Grocer" writes as follows:

Editor Canadian Grocer,—

I don't see any reason why we should wait until this "Retail Merchants' Association" includes us all before acting on their suggestion as to credits. We might wait a long time. In my little town, where there are only four of us in business, we made an agreement among ourselves two or three years ago somewhat similar to that proposed by the association. It worked fairly well, and no customer could be offended when we all stuck to the same policy. I could not have carried it out myself.

I believe in the association idea because I don't see why what was good for us on a small scale in one town should not work equally well when it includes a big area.

(Signed) "Country Grocer."

WHOLESALE GROCERS AT ODDS.

The Canadian grocery trade has evinced more or less interest in the reported action of Nesbitt, Gould & Dickson, of Hamilton, on Mar. 2, in issuing a writ for damages against H. C. Beckett, of Hamilton, the Dominion Wholesale Grocers' Guild, and J. F. Eby, of Toronto, Ontario Grocers' Guild, on behalf of the Grocers' Wholesale Co., of Hamilton. The plaintiffs claim that the action of the defendents in forcing sugar refiners and other manufacturers to sell only to them at prices fixed by themselves, is in restraint of trade and tending to monopoly.

RETAIL GROCERS ANNUAL MEETING.

THE annual meeting of the grocers' section of the Retail Merchants' Association of Canada was held in their board room, Richmond street West, Toronto, on March 7. Mr. George Good occupied the chair.

The meeting unanimously endorsed the proposal of the Grocers' Provincial Committee to hold a convention of retail grocers in Toronto, from all parts of the province, during the last week of the Pure Food Show, the two principal days being Wednesday and Thursday, April 12 and 13. Special arrangements for reduced railroad rates have been made, and subjects of great importance to the rethail grocers' trade will be discussed.

The following officers were then elected for the ensuing year: Chairman, G. Good; first vice-chairman, J. H. Walker; second vice-chairman, M. Moyer; treasurer, J. Bond; secretary, S. C. Higgins; general secretary, E. M. Trowern.

WEE MACGREEGOR OAT CAKES.

David Grierson & Co. have opened a factory at 651 Queen street east, Toronto, for the manufacture of Wee MacGreegor Scotch Oat Cakes, Scones and Scotch Shortbread. The Oat Cakes are made from imported Scotch oatmeal and put up in cartoons, three dozen to the case. J. Mitchell, Wellington street west, selling agent for the company, reports that the products are meeting with ready sale.

THE HUMORS OF ADVERTISING.

The mistakes of the intelligent compositor are a perennial source of amusement and not infrequently of imprecations, loud and deep, in newspaper circles. The mild-mannered editor or manager is often the innocent victim of the rage of the advertiser, whose copy has been "improved" after the marvelous manner of the linotype. But even Jove nods, and once in a while the laugh is on the writer of the copy. An amusing incident of this kind happened in a recent issue of The Grocer.

As the trade well knows Silver Gloss Starch is the pride of The Edwardsburg Starch Co., while the Brantford Starch Co. are sponsors for Lily White Gloss Starch. It was with some little mystification, therefore, that Grocer readers noticed in a recent issue that Silver Gloss Starch was being advertised by the Brantford Starch Co. The explanation is that a new hand in the office of an advertising writer nodded. That is all. The Brantford Starch Co. wish their name associated with Lily White Gloss Starch only, and the Edwardsburg Starch Co. wish their name only associated with Silver Gloss Starch.

APPOINTED AGENT.

J. H. Maiden, Montreal, has made arrangements for the sale of Deerfield Water, Deerfield, Ohio. Deerfield Water has an established reputation in the United States as a table water of great merit. Several carloads have already been placed among the Montreal trade by Mr. Maiden.

BUSINESS CHANGES HANDS.

The Canadian business of the Fairbanks Co., including branches at Toronto, Winnipeg and Vancouver, has been bought by H. J. Fuller, Montreal. The intention is to erect a plant in Canada to manufacture specialties that have been imported in the past.

GROCERY CLERKS' MEETING.

The regular meeting of the Toronto Grocery Clerks' Association will be held in the Temple Building on Tuesday evening, March 14. Members and their friends are invited to attend.

PERSONAL MENTION.

Mr. A. MacKay, of the Blue Ribbon Tea Co., Toronto, was a visitor to the trade in Montreal during the week.

Mr. A. M. Piper, of A. M. Piper & Co., Toronto, manufacturers of coffees, spices, etc., made a short trip to Montreal this week. The Grocer learned that his new plant on Jarvis street is in thorough working order and equipped with the latest and most improved machinery. Though only in running order during the past three weeks, orders are coming in in a most satisfactory manner. While in Montreal Mr. Piper engaged the services of Mr. T. John Fead, an experienced spice and coffee salesman. Mr. Fead will look after the trade in the Maritime Provinces, and as he has covered that territory for years his old customers will no doubt be pleased to see him on the road again.

Gold Medal
St. Louis
1904

Highest Award
St. Louis
1904

The total
increase in sales of

"SALADA"

for the first 8 weeks of 1905 as against the corresponding 8 weeks of 1904 amounts to

142,916
Lbs.

This increase, unparalleled we believe in the history of the tea trade, amounts to 1587 chests of tea, or over **71 tons**

In Canada alone the increase for the first 8 weeks of 1905 over the corresponding 8 weeks of 1904 was

99,931 lbs.

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.



Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

No. 65.

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.,
Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman, Eckert & Co., London, Ont.

YOU CAN'T FOOL THE COOK.

Brantford Prepared Corn Starch

won its first success in the kitchens of practical housewives. The recipes printed on the boxes were not the conventionally absurd kind, compiled as if for Royal households or millionaires palaces, but were of the common-sense kind. They "worked" and at once became widely popular, popularizing at the same time the "Brantford" brand of corn starch.

Ground slowly, without overheating, bolted through silk to microscopic fineness, free from grit or grain and with the delicate aroma and delicious natural flavor of bottom-land corn retained.

BRANTFORD PREPARED CORN STARCH

was quickly recognized as very different from and superior to other brands. Good advertising lent a finishing touch to success.

YOU NEED IT IN YOUR STOCK.

BRANTFORD STARCH WORKS, Limited,
BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Groceries.

March 9, 1905.

TRADE conditions are beginning to show decided signs of improvement as the Spring season approaches. Orders for the opening of navigation are being freely received, and the trade is showing increased interest in requirements for future trade. Sugars continue very firm, although the local demand is somewhat limited, as usual at this time of year, which, by the way, means a curtailment of trade in no small way, for, as one dealer remarked the other day, if the trade were only buying sugar they would be stocking other lines.

Canned goods are in brisk demand, tomatoes being scarce, with importations from the United States arriving on a fair to large scale. It is interesting to note that after the duty and freight charges are paid on imported tomatoes, the total cost laid down in Canada is within 10c. per dozen of twice the cost of tomatoes in American markets.

The trade generally is showing not a little interest in the future tomato situation; another association of tomato growers has been formed in Western Ontario during the week, and the vegetable growers as a whole are as firm in their pretentions as ever. If they decide to discontinue growing tomatoes for the present it may be that we will be practically without this article of food during the coming season. In conversation with a leading member of the trade this week the opinion was expressed that Canadian canners had no alternative other than to come to terms with the vegetable growers.

The usual sorting up orders for Lent are reported in salmon. Rio coffees have broken during the week, speculative quotations being 1-4c. lower than last week. Prices on Santos coffee are also lower, although so far there is no quotable change. Teas continue to move freely on account of the extraordinary values being offered to the trade.

Black pepper is firm and high, as well as cheap Rangoon rice. Cable reports from primary markets indicate a firm and advancing market in Tarragona almonds.

Fish of all descriptions are selling well for the Lenten trade, and an improvement is also noted in country produce, the demand for beans, honey, seeds and maple products showing a decided improvement for the week.

CANNED GOODS.

Perhaps one of the most interesting features of the grocery market for this week is canned goods, especially canned vegetables. Importations of American tomatoes continue on a large scale, many of the wholesalers here being practically out of supplies except what they import from U. S. Owing to the scarcity of tomatoes and the ready demand, corn and peas are going rapidly into consumption. It is thought that there will be enough corn and peas to last out until the 1905 pack is available, although corn is said to be more plentiful than peas. The retail trade are buying for immediate requirement and are even beginning to look forward to their summer trade. Meats and fish, with the exception of salmon, will hardly be in request for some weeks to come. There are increased enquiries for salmon, however, and good stuff is said to be scarce. The usual sorting up orders for salmon for the Lenten trade are reported. Our quotations are as follows:

Tomatoes, 3's	1 25	1 30
Corn, 2's	1 15	1 20
Peas, 2's	0 82½	1 30
Sliced beets, 2's	....	0 85
" " 3's	....	0 95
" " whole	....	0 95
Pumpkin, 3's	....	0 75
" gal	....	2 50
Squash	....	1 00
Asparagus tips, 2's	....	2 50
Golden waxed beans, 2's	....	0 80
Refugee or Valentine beans, 2's	....	0 85
Crystal waxed beans, 2's	....	0 92½
Spinach, 2's	....	1 40
" 3's	....	1 80
Baked beans, plain, 1's	....	0 45
" " 2's	....	0 72
" " 3's	....	0 90
Tomato sauce, 1's	....	0 50
" " 2's	....	0 78
" " 3's	....	1 00
Chili sauce srme as tomato sauce.		
Catsups, tins, 2's	....	0 78
" " gal	....	4 50
" jugs	....	7 70
Apples, standard, 3's	1 85	1 90
" preserved, 3's	....	1 47½
" standard, gal	1 85	2 00
Pears, Flemish Beauty, 2's	....	1 52½
" " " 3's	....	2 00
" Bartlett, 2's	....	1 87½
" " 3's	....	2 82½
" whites, 2's	....	1 72½
" " 3's	....	2 67½
Peaches, pie, 3's	....	1 25
Cherries, red, pitted, 2's	....	2 20
" " not pitted, 2's	....	1 75
" English black, pitted, 2's	....	2 20
" " " not pitted, 2's	....	1 75
" white wax, pitted, 2's	....	2 42
" " " not pitted, 2's	....	2 00
Lawtonberries, heavy syrup, 2's	....	1 57½
" preserved, 2's	....	1 75
standard gal	....	4 97½
Plums, Damson, light syrup, 2's	....	1 00
" " heavy syrup, 2's	....	1 30
" " 3's	....	1 85
" Lombards, light syrup, 2's	....	1 05
" " heavy syrup, 2's	....	1 35
" " 3's	....	1 90
" green gage, light syrup, 2's	....	1 15
" " heavy syrup, 2's	....	1 47½
" " 3's	....	2 00
" egg, heavy syrup, 2's	....	1 52½
" " 3's	....	2 10
Pineapple, sliced, standard, 2's	....	2 35
" extra " 2's	....	2 47½
" grated, " 2's	....	2 62½
Raspberries, red, heavy syrup, 2's	....	1 40
" " preserved, 2's	....	1 60
" black, heavy syrup, 2's	....	1 35
" " preserved, 2's	....	1 50
Rhubarb, preserved, 2's	....	1 15
" " 3's	....	1 90
" " gal	....	2 62½
Strawberries heavy, syrup, 2s	....	1 60
" preserved, 2's	....	1 75
Lobster, talls	....	3 50
" 1-lb. flats	....	3 75
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, Fraser River. "Horseshoe" and "Maple Leaf."		
1-lb. talls, 5 cases and over	....	1 77½
1-lb. talls, less than 5 cases	....	1 80
1-lb. flats, 5 cases and over	....	1 90
1-lb. flats, less than 5 cases	....	1 92
½-lb. flats, 5 cases and over	....	1 17
½-lb. flats, less than 5 cases	....	1 20
Salmon, "Clover Leaf."		
1-lb. talls, 1 to 4 cases	....	1 80
1-lb. flats, 1 to 4 cases	....	1 87½
1-lb. talls, 5 to 9 cases and over	....	1 77½
Chums	0 95	1 00½
Sardines, Sportsman ¼'s	....	0 14
" ½'s	....	0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ½'s	0 25	0 27
" P. & C., ¼'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04½
" ½'s	0 09	0 11½
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies, per doz	....	1 00
Haddies, per case	....	4 00
Kippered herrings, domestic	....	1 00
" " imported	1 40	1 45
Herrings in tomato sauce, domestic	....	1 00
" " imported	1 40	1 45
California ripe olives, tins, per doz	....	4 75
Corned beef, 1s, per doz	....	1 50
" 2s, "	....	2 70
" 6s, "	8 00	10 00
" 14s. "	....	18 00
Lunch tongues, per doz	....	3 00
Potted meats, ½s, "	....	0 50
" ½s, "	....	1 00

SUGAR.

The sugar situation continues strong, with indications pointing, if anything, to an advance. It must be remembered that this is the season of least consumption during the year, and that locally there is very little of special interest to record. The raw situation is slightly firmer than a week ago. An advance of 1s 8d being recorded late last week, which was followed by a similar decline and a later advance of 1s 8d.

Receipts at U. S. four ports for the week ending March 1, 1905, were 30,509 tons, with meltings 33,000 tons, a decrease of 1,000 tons for the week, leaving total stock in all hands of 154,997 tons. Combined stocks of United States and Cuba on the same date were 364,997 tons, an increase of 84,468 tons for the week. Total stocks of Europe and America at latest uneven dates were 2,832,997 tons, a decrease of 839,532 tons over last year. Our quotations are as follows:

Paris lumps, in 50-lb. boxes	6 38
" in 100-lb. "	6 28
St. Lawrence granulated	5 73
Redpath's granulated	5 73
Acadia granulated	5 73
Berlin granulated	5 63
Phoenix	5 58
Bright coffee	5 58
Bright yellow	5 48
No. 3 yellow	5 48
No. 2 "	5 33
No. 1 "	5 23
Granulated and yellow, 100-lb. bags, 5c. less than bbls.	

SYRUPS AND MOLASSES.

Trade in syrups and molasses continues satisfactory, and quotations are as last advised. We quote the following:

Syrups—		
Dark	....	....
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb.	....	0 02½
" ½-bbls "	....	0 02½
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10
Molasses—		
New Orleans, medium	0 25	0 30
" " ½ bbls	0 27	0 32
" open kettle	0 45	0 50
Barbadoes, extra fancy	0 45	0 50
Porto Rico	0 42	0 48
West Indian	0 32	0 35
Maple syrup—		
Imperial qts	....	0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

COFFEES

A break in the coffee market has caused a flutter of excitement among the

wholesale grocery trade, speculative prices having dropped fully ¼c. on Rios. The Santos market is also quotably weaker.

As far as the movement of coffee into sight is concerned, developments in the world's markets during the week have been of a character favorable to bull interests. The total yield of coffee for the present season is estimated at about 14,500,000 bags, and with consumptive requirements of 15,750,000 bags, the indicated reduction in reserve supplies for the season is 1,250,000 bags, which, if correct, will bring the world's visible supply of coffee on July 1, 1905, to about 11,000,000 bags, or about 750,000 bags more than bull interests originally calculated upon. It is contended that owing to the waiting policy the consuming trade of Europe and America has pursued for some months past stocks in the hands of the trade are small, and indications are that there is room for good trade demand during the balance of the present crop season. Our quotations are as follows:

	Per lb.	
Green Rios, No. 7	0 10	0 10½
" " No. 6	....	0 11
" " No. 5	....	0 11½
" " No. 4	....	0 12
" " No. 3	....	0 12½
" Mocha	0 21	0 23
" Java	0 22	0 35
" Santos	0 11	0 13
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
Green, Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracaibo	0 16	0 23

TEAS.

January and February have proved very satisfactory months as far as the local tea business is concerned, and if March continues to follow suit as it has already begun to do the first three months of 1905 are likely to be more than usually satisfactory to the trade. We quote the following prices:

Congou—half-chests, Kaisow, Moning	0 12	0 35
caddies, Pakling	0 19	0 40
Indian—Darjeelings, Pekoe souchongs	0 20	0 22
" Pekoes	0 25	0 30
" Orange Pekoes	0 35	0 45
Indian—Darjeelings	0 35	0 45
Assam Pekoes	0 18	0 22
Assam Pekoe Souchongs	0 16	0 18
Ceylon—Broken Orange Pekoes	0 22	0 24
Orange Pekoes	0 22	0 29
Pekoes	0 18	0 24
Pekoe Souchong	0 14	0 16
China Greens—Gunpowder, cases, extra first	0 35	0 42½
" half-chests, ordinary firsts	0 22	0 28½
Young Hyson, cases, sifted, extra firsts	0 37½	0 47
" cases, small leaf, firsts	0 30	0 37½
" half-chests, ordinary firsts	0 22½	0 32
" " seconds	0 22	0 24½
" " thirds	0 15	0 17
" " common	....	0 14
Pingsueys—Young Hyson, ½-chests, firsts	0 25	0 30
" seconds	0 16	0 18
" half-boxes, firsts	0 25	0 30
Japan—½ chests, finests May pickings	0 34	0 38
Choice	0 31	0 36
Finest	0 27	0 29
Fine	0 24	0 27
Good medium	0 19	0 21
Medium	0 17	0 19
Good common	0 18	0 19
Common	0 13	0 14

SPICES

Cable advices from Europe and the East during the week report a well maintained spice market. Locally a fair trade has been doing and black pepper is decidedly firm. Our quotations are as follows:

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 25	0 35
" white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 14	0 17
Cassia	0 21	0 25	Mace	0 80	0 90
Nutmeg	0 45	0 75			

RICE AND TAPIOCA.

Rice and tapioca continue in seasonable demand, a firm market being reported in cheap Rangoon rices. We quote the following prices:

	Per lb.			Per lb.	
Rice, stand. B	0 03½	0 03¾	Tapioca, staple	0 03¼	0 03½
Rangoon	0 03⅜	0 03¾			
Patna	0 05	0 05½	" double goat	....	0 04
Japan	0 06	0 07	Carolina rice	....	0 08
Sago	0 03½	0 04	Louisiana rice	0 05	0 07

Foreign Dried Fruits.

With the exception of prunes, business in foreign dried fruits for the week has been only fair and is absolutely featureless. Our quotations are as follows:

PRUNES.

	Per lb.			Per lb.	
100-110s	....	0 04	60-70s	0 06	0 06½
90-100s	0 04	0 04½	50-60s	0 06½	0 06¾
80-90s	....	0 05	40-50s	....	0 08
70-80s	0 05¼	0 05½	30-40s	0 00	0 09

CANDIED PEELS.

	Per lb.			Per lb.	
Lemon	0 09	0 10	Citron	0 15	0 17
Orange	0 10	0 11			

FIGS

	Per lb.			Per lb.	
Tapnets	0 03½	0 04	Elemes	0 08	0 13
Naturals	0 06½	0 07½			

APRICOTS.

	Per lb.	
Californian evaporated	0 12½	0 14

PEACHES.

	Per lb.	
Californian evaporated	0 11	0 14

PEARS.

California evaporated, per lb	0 14

CURRANTS.

	Per lb.			Per lb.	
Fine Filiatras	0 04¾	up	Vostizzas	0 07	0 08
Patras	0 06	0 06½			

RAISINS.

	Per lb.	
New selects	0 05½	0 05¾
Fine off stalk	....	0 04½
Sultana	0 06½	0 10
Californian seeded, 12-oz. Muscatals	0 06¾	0 07
" 1-lb. boxes "	0 07	0 08½
" unseeded, 2-crown, "	....	0 07½
" " 3-crown "	0 05¾	0 07
" " 4-crown "	0 07	0 08

DATES.

	Per lb.			Per lb.	
Hallowees	0 04⅜	0 04¾	Fards new choicest	0 09	0 10½
Sairs	0 03¼	0 04	" new choice	....	0 09½

FOREIGN NUTS.

The only feature of this week's market in foreign nuts is a cable advice from France reporting a firm and advancing market in Tarragona almonds. A fair volume of trade is reported in peanuts, although as far as other varieties are concerned nothing of startling interest may be expected for the balance of the season. We quote the following:

(The following quotations on peanuts are for sack lots, green.)

Selected Spanish	....	0 08½
A 1's, hanners and suns	....	0 08¾
Japanese Jumho's	....	0 09
Virginia "	....	0 09½

For sack lots roasted add 1c. to above quotations. For small, 2c

Almonds, Tarragona, per lb	0 12	0 12½
Walnuts, Grenoble, "	....	0 12½
" Bordeaux, "	0 09	0 10
Filberts, per lb	....	0 10
Pecans, per lb	0 13	0 15
Brazils "	0 16	0 16½
Cocoanuts, Jamaica, per sack	....	4 50
Italian Chestnuts, per lb	....	0 08

DRIED AND CURED FISH.

This is now the season of higgest consumption for dried and cured fish, and a satisfactory volume of trade is reported by the Toronto wholesalers, especially in fish in brine, Labrador herring, and lake trout. We quote the following prices:

Boneless fish, per lb	....	0 04
Cod fish, 1-lb. bricks	....	0 06
Pure cod, per lb	....	0 10
Quail-on-toast, per lb	0 05½	0 06
Flitched cod fish, in cases of 100 lbs., per lb	0 06	0 06
Labrador herring, per bbl	6 00	6 50
" per ½ bbl	3 25	3 40
Scaled herring	....	0 14½
Salmon trout, per keg	5 50	6 00
Lake herring, per keg	3 75	4 00

BIRD SEED.

The bird seed market continues quiet and prices are unchanged from the preceding week. Our quotations are as follows:

Canary seed, per lb	0 06½
Hemp "	0 05
Cottam's	0 08
Brock's	0 07½

EVAPORATED APPLES.

Evaporated apples are moving only fairly well, quotations being from 6½c. to 7c. Last week's quotations on dried apples still rule, viz., from 3c. to 4c.

Country Produce.

EGGS.

Supplies of eggs are now coming in larger quantities as conditions of transportation in the country improve, and prices show a decided drop for the week, beginning on Saturday, March 4. Eggs strictly new laid are quoted from 2c. to 3c. lower than last week, and fresh cold storage are from 1 to 2c lower. Supplies of new laid eggs are hardly sufficient to meet the demand, but it is thought will be in the course of a few days. Our quotations are as follows:

Eggs, strictly new laid	....	0 22
Cold storage fresh	0 20	0 22
pickled	0 19	0 20

BEANS.

The bean market is firm and high at the close of the market this week, no advance whatever having taken place in last week's quotations except in primes No. 1, which are slightly higher. In conversation with The Grocer this week as to the reason for the increased consumption of beans in this country, a leading wholesaler said that it was undoubtedly because of the scarcity and high price of potatoes. Our quotations are as follows:

Beans, handpicked, per bush	1 85	1 90
" prime, No. 1	....	1 75
" prime, No. 2	1 50	1 55
" Lima, per lb	0 07	0 07½

HONEY.

The demand for honey has picked up since butter became scarce on the pro-



To Wholesale Men.—Telfer Bros., Winnipeg, took in Jan., 1903, 22 cases Small's Brand; Jan., 1904, 355 cases, and in Jan., 1905, 1072 cases or over 3 cars. Are you sharing like increased trade, profits, and satisfaction?

3 FACTS.—Small's Maple Leaf Brand is oldest registered brand in British Empire. It has captured 5 out of 6 Gold and Silver Medals offered in Canada, and many from abroad. Every package bears certificate of purity from Quebec Government Analyst. That's all!

For Sale by all Jobbers

CANADA MAPLE EXCHANGE, Montreal.

Good morning, Mister Grocer.

Yes, I'm around again so soon. No, it's not Tomato Soup this trip. It's Beets — not dead beats—Canned Beets.

Yes, I'm willing to admit that most canned beets are not very attractive owing to the color having faded out of them, but this does not apply to Simcoe Canned Beets. The man who packs Simcoe Canned Beets has been studying the question for years, and as a result Simcoe Canned Beets are just as young, and as red and as tender as the beets pulled fresh from the garden. Yes, sir! nothing finer was ever put in cans.

You're looking for some fancy goods for the Lenten Season? Why not put into stock some of these Simcoe Canned Beets?

If you will empty a can of Simcoe Canned Beets into a glass dish and leave it exposed on your counter I'm satisfied that you will have a big call for them. Why, the other day a prominent Wholesale Merchant sampled a can of these Simcoe Canned Beets, and he was so pleased with them that he wanted the entire stock. His name? No, I won't mention his name now as the other wholesale men mightn't like it, but if you will write to the Canadian Canners, Limited, Hamilton, they will tell you where you can buy some of these Simcoe Canned Beets; but you had better move quick as the pack was only a small one owing to the difficulty in obtaining the proper kind of beets.

Well, good bye for the present. Look out for me on the next trip as I've got some interesting news for you.

THE CANNERS' DRUMMER.

"It pays to sell goods that give

Satisfaction"

Our **Pure,** Ground Spices and

RED CROSS JELLIES

always satisfy.

MANUFACTURED BY

R. HERRON & CO.

MONTREAL

Time for Starch

is coming.

We will have something to protect you in "Rain or Shine."

Watch for our ad. in next week's Grocer.

If you cannot wait till then write for particulars. It will pay you.

OCEAN MILLS

MONTREAL

vision market. Last week's prices continue unchanged. We quote the following prices:

Honey, extracted clover, per lb	0 03	0 05
" sections, No 1, per doz	1 90	2 25
" " No. 2. "	....	1 65
" Buckwheat, per lb	....	0 03
" " " sections per doz	0 75	1 60

SEEDS.

The domestic seed market is brightening steadily, brisk sales being reported for the week at firmer prices. Quotations this week are considerably higher than last; these, however, do not include the lower grades which have been withdrawn from the market.

Orders for Hungarian, millet, seed corn, etc., are beginning to come in from outlying points, and, although Spring trade will not be underway for some weeks yet, we quote the following additional prices for the benefit of intending buyers:

Alsike clover, per bush	5 00	8 00
Red clover	6 00	8 50
Mammoth clover, per bush	7 00	9 00
Timothy	1 50	2 50
Hungarian, per 100 lbs	2 60	2 70
Millet "	....	2 50
Orchard grass	....	14 00
Seed corn, Dent varieties, per bush	0 70	1 00
" Flint " "	1 25	1 30

MAPLE PRODUCTS.

A brisk demand is reported for maple products this week, prices continuing as advised in last week's report. Trade in maple syrups has been especially satisfactory. Our quotations are as follows:

Maple sugar, 1 lb cakes, per lb	0 09	0 10
" large cakes in tubs, per lb	....	0 08
" per imperial gal	....	0 90
" " wine gal	....	0 65
" " imperial quarts	....	0 25

Fish and Oysters.

As Ash Wednesday has ushered in the Lenten season, a brisk demand for all varieties of fish may be expected during the next few weeks. Leading up to Lent, demand has been principally for frozen fish, lake fish and sea herring, all of which are in full supply. Whitefish continue scarce and high in price. We quote this week oysters in the shell at from $10 to $12 per bbl. We quote the following prices:

Frozen halibut	....	0 10
British Columbia salmon	....	0 10
Whitefish, frozen, per lb	0 07½	0 08
Haddock " per lb	....	0 05
Cod, steak " "	....	0 07
Trout, lake, per lb	....	0 07½
Pike, per lb	0 05	0 06
Finnan haddie, per lb	0 06½	0 07
Oysters, Long Island natives, per imp. gal	....	1 70
" Baltimores, per wine gal	....	1 40
" "Select," " "	....	4 80
Ciscoes, per basket	....	1 25
Bloaters, per box of 50	1 25	1 40
Labrador herring, ½ bbl	2 75	3 00
" " large bbl	5 75	6 00
Shrimps, per gal	1 15	1 25
Sea herring	....	2 75
Smelts, No. 1	....	0 10
" No. 2	....	0 06
" extras	....	0 13
Frozen fresh water herring	....	0 04

Grain, Flour and Breakfast Foods.

GRAIN.

For the week under review, Manitoba wheat is a little firmer and Ontario a shade easier, red wheat being 1c lower and white from ½ to 1c. lower than last week. Manitoba Northern No. 1 is ½c. higher, as well as Northern No. 3. The feature of the week is the high price and scarcity of buckwheat. Our quotations are as follows:

All on track Toronto.		
Manitoba wheat, Northern No. 1 new	....	1 11
" " " No. 2 "	....	1 07½
" " " No. 3 "	....	1 02½
Red, per bushel, new	1 10	1 10
White " "	1 10	1 10½
Barley " "	0 48	0 52
Oats, " "	0 41	0 44½
Peas "	0 74	0 75
Buckwheat "	0 65	0 66
Rye, per bushel, "	0 83	0 85

FLOUR.

Domestic trade in flour is quiet for the week and without special feature. Quotations remain as advised in last week's list. A large volume of export trade in flour is reported, principally via New York on account of New York shippers to Great Britain and South Africa. We quote the following prices:

Manitoba wheat patents, per bbl. in bags	5 40	5 60
Strong bakers " "	5 20	5 40
Ontario wheat patents " "	4 90	5 00
Straight roller " "	4 85	4 95

BREAKFAST FOODS.

Trade in breakfast foods continues quiet, last week's abnormal conditions still obtaining. Quotations are unchanged. We quote the following prices:

Oatmeal, standard and granulated, carlots, on track, per bbl	4 70
Rolled wheat in boxes, 100 lbs	2 90
" " 50 lbs	1 50
Rolled oats, standard, carlots, per bbl., in bags	4 15
" " " " " in wood	4 40
" " " " for broken lots	4 45
Rolled wheat, per 100-lb. bbl	3 00
Cornmeal	3 35
Split peas	5 00
Pot barley in bags	4 00
" in wood	4 25

Hides, Tallow, Skins and Wool.

The local trade in hides and wool is quiet and without special feature. London, Eng., sales opened on Mar. 7, Merinos and fine crossbreds being quoted at from par to 5 per cent. lower, and coarse and medium to coarse crossbreds 7½ per cent. lower. Our quotations are as follows:

Hides, No. 1 green steers, per lb	....	0 09
" " " 2 " " "	....	0 08
" No. 1 green, per lb	....	0 08½
" " " 2 " "	....	0 07½
Country hides, flats, per lb	0 06½	0 07½
Veal skins, No. 1, 6 to 15 lbs, inclusive	....	0 11
" " " 2 " "	....	0 09
" " " 1 15 to 20 lb "	....	0 10
" " " 2 " "	....	0 08
Sheep skins	1 25	1 50
Rendered tallow, per lb	0 04	0 04½
Unwashed wool, per lb	0 13	0 14
Fleece wool, new clip, per lb	0 22	0 23
"Rejections"	0 16	0 17
Pulled wools, super, per lb	0 23	0 25
" " extra "	0 24	0 26

QUEBEC MARKETS.

Groceries.

Montreal, March 9, 1905.

THE general condition of trade is fairly satisfactory. Jobbers report themselves as satisfied, and, considering the extraordinary congested condition of country roads, think trade prospects most encouraging. Travelers' orders are beginning to assume somewhat larger proportions. The condition of the tea market shows an improvement for the better; prices are firmer, and cable offers have not been readily accepted by London shippers. Japans are doing better, while Ceylon and India greens are firmer. Molasses is stronger, and quotations from Barbadoes are 1c. higher this week. Some small lots of new Barbadoes are reported as having arrived in St. John, N.B. Canned goods are moving better, particularly tomatoes and fruits. The speculative break in coffees in New York has not affected the market here. A splendid trade is being done by fish dealers, as Lent opened up on Wednesday, Mar. 8; orders are coming in freely

SUGAR.

The sugar market locally is firm in sympathy with the stronger European and United States markets for the raw article. It would not be a surprise to hear of an advance before the end of the week. Business in only fair, no large orders coming from country points.

Granulated, obls	$5 65
" ½-bbls	5 80
" bags	5 60
Paris lump, boxes and bbls	6 15
" " ½-boxes and 1½-bbls	6 25
Extra ground, bbls	6 00
" " 50-lb. boxes	6 20
" " 25-lb. boxes	6 10
Powdered, bbls	5 80
" 50-lb. boxes	6 00
Phoenix	5 60
Bright coffee	5 50
" yellow	5 45
No. 3 yellow	5 40
No. 2 "	5 25
No. 1 " bbls	5 10
No. 1 " bags	5 10
Raw Trinidad	4 50 4 50
Trinidad crystals	4 85 4 90

SYRUPS AND MOLASSES.

Molasses prices are unchanged. It was reported during the week that some new St. Kitts molasses had been offered, also some Antigua, the latter being quoted at 28c. and 30c. delivered. Advices from St. John, N. B., report the arrival of a small consignment of new Barbadoes. Latest reports from the Islands give quotations of from 20c. to 21c., including puncheons, which would mean from 32c. to 33c. laid down.

Barbadoes, in puncheons	....	0 33
" in barrels	....	0 35½
" in half-barrels	....	0 36½
New Orleans	0 22	0 35
Antigua	....	0 27
Porto Rico	....	0 45
Corn syrups, bbls	....	0 02½
" ½-bbls	....	0 02½
" ¼-bbls	....	0 03
" 38½-lb. pails	....	1 30
" 25-lb. pails	....	0 90
Cases, 2-lb. tins, 2 doz. per case	....	1 90
" 5-lb. " 1 doz. "	....	2 35
" 10-lb. " ½ doz. "	....	2 25
" 20-lb. " ¼ doz. "	....	2 10

TEA.

There is a little more business doing in all lines. Ceylon and India greens are firm and cable offers have been turned down. Stocks are getting into smaller compass. Some good business has been doing in Japans. Ceylon blacks are also held firmer. In China blacks and greens business is dull, and no active change in sight. We quote:

Japans—Fine	0 26	0 28
Medium	0 20	0 24
Good common	..	0 18
Common	0 12½	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders	0 12	0 12
Congous—Kaisows	....	0 12
Pakling boxes	0 12	0 14

SPICES.

The market shows no change, if anything it is a little easier. In some lines, such as nutmegs and peppers, quotations from London show a weak market, and it would seem as if this were an opportune time for the trade to buy. Locally, conditions are unchanged, with little business doing. We quote:

	Per lb.	
Peppers, black	0 18	0 22
" white	0 25	0 30
Ginger	0 15	0 24
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 30
Allspice	0 16	0 19
Nutmegs	0 30	0 50

COFFEE.

Business quiet. Stocks are light here. Owing to the break in New York market the local feeling is that if the break continues, although it is of a speculative character, it may have a tendency to case prices up a bit. Still the feeling among the trade is that the market would have to go off many more

1842 1905

MOVING MOVING

WE WILL REMOVE TO OUR OLD PREMISES
2, 4, 6 AND 8 DeBRESOLES STREET

on **Saturday**, the **11th March**, 1905

We will have the most modern establishment in Canada.

Our Offices and Warehouses are the finest to be seen.

Our facilities for preparing and shipping goods will be unsurpassed.

We will have a fresh and well assorted stock.

We cordially invite our numerous customers and friends to come and see us.

We will make the reception a pleasant one.

L. CHAPUT, FILS & CIE.

Wholesale Grocers and Importers of Teas, Coffees, Wines and Liquors

MONTREAL

To the Trade

We desire to call the attention of the grocers and general merchants of Canada to the opening at **116 Jarvis Street, Toronto,** of our newly equipped **Coffee, Spice, Extract** and **Cocoa** and **Chocolate Works.** We have the experience, the machinery and the Best goods that can be turned out in Canada. Our motto is

"Quality our first consideration."

A. M. PIPER & CO., *Watch our ads. and wait for samples, or see our travellers.* **116 Jarvis St., TORONTO, ONT.**

Coffees of Quality

Every brand of Coffee put up by TODHUNTER, MITCHELL & CO., is superlative in its class and safeguards the grocer's Coffee trade. Chief among **Todhunter's Famous Coffee Blends** are

EXCELSIOR MOCHA AND JAVA OUR OWN BLEND

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Why not enjoy **FREEDOM** from anxiety

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Our old **SCOTCH** tastes victory

B. O. BELAND, SOLE IMPORTER IN CANADA.

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ARTICLES SUBJECT TO SPECIAL DUTY.

BY way of further elucidating the Canadian customs regulations in regard to the new anti-dumping clause, the following decisions re special duties, just issued by the Department at Ottawa, will be of interest to the trade.

The following articles are subject to special duty if sold at a reduced price for export, but it must be borne in mind that the said articles do not comprise the whole list subject to special duty, but only articles on which departmental decisions have been requested: Paper patterns, corn cutters for canning purposes; milk food, Veneer butter dishes, shoe polish and dressings, roasted coffee, illuminating oil, sardines, cocoa butter, candied peel, golden syrup.

The following articles are exempt from special duty: "Universal" bread mixers, dried currants, olives in brine, children's water colors, cane molasses, and dressed skins of animals such as are not produced in Canada.

According to Appraisers' Bulletin No. 91, just issued by the Customs Department, the rate of duty on Alvina table salt and chocolate oaste color is 25 per cent., and on creamenie 50 per cent.

WHOLESALE GROCERS' HOCKEY SCHEDULE.

The series of games played by the Toronto Wholesale Grocers' Hockey League during the last six weeks has been completed, the standing being as follows:

	Won.	Lost.
Grocery Brokers —.	5 ..	1
T. Kinnear & Co....	4 ..	2
Canada Grocers	2 ..	4
H. P. Eckardt & Co.	1 ..	5

The last game of the series between T. Kinnear & Co. and H. P. Eckardt & Co., last week, on the Aura Lee rink, went to Kinnear's by default. This places the Grocery Brokers at the head of the League, and entitles them to receive the handsome trophies in the shape of watch charms which are to be presented to every member of the winning team by Colonel J. I. Davidson.

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer
St. John, N.B., Mar. 8, 1905.

BUSINESS begins to show improvement. The main railway lines are now open, but the branch lines are still in trouble. Owing to competition, Spring business is opening earlier than a few years back. This year it is a little behind and the roads will be so bad, owing to the great quantity of snow, that there will be further delay when the season begins to break. Our business men are very much interested this year in the city elections, and have formed a citizens' league. This not because of any dishonesty that has come to light, but chiefly because of the unbusinesslike methods of the council. There have also been some expensive mistakes made, and during the last few years the men offering for election are often undesirable.

In markets, prices are still firm. This is particularly the case in sugar, molasses and beans. Nutmegs, which have ruled so low, while unchanged, are much firmer. There is some range in the price of new rice. In all cases it is, however, higher than last season. Cream of tartar is quite firm. The change in the soda business, placing it in the hands of the American company, has led to the almost entire disappearance of American keg soda. They sell the English to our buyers. The sale of package soda does not seem to have increased.

Oil.

There is rather less business in burning oil, as the season advances and the

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about the Good Things to be found at your Store, it's the best and cheapest Advertising.
CLARK'S
Sliced Smoked Beef
is one of the best advertisements you could have.

WE HAVE THE BEST
COCOANUT
IN CANADA
We have most up-to-date machinery, and are turning out the finest cocoanut on sale. "White Dove" brand is what you should ask for and insist upon getting Send a trial order—Convince yourself.
W. P. DOWNEY, 26 St. Peter St., MONTREAL

EPPS'S
GRATEFUL COMFORTING
IN ¼-LB. LABELLED TINS. 14-LB. BOXES.
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS COCOA

TOUGH FIBRE PAPER
FOR HARDWARE WRAPPING
Strong, Stiff. Will not Break or Crack.
This design a guarantee of quality.
SAMPLES AND PRICES GLADLY SENT.
CANADA PAPER CO.
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CANNED GOODS
When you get QUEEN BRAND OF CANNED GOODS you get the best.
When buying, buy the best, then you get the cheapest.
It will pay you to write us for quotations on Peas, Beans, Pork and Beans, Pumpkin, Catsup, Gallon Apples, Strawberries, Raspberries, Raspberry and Apple Pulp.
A card addressed to us will bring you interesting prices.
BELLEVILLE CANNING COMPANY, - - - BELLEVILLE, ONT.

days get longer. Prices are low. Lubricating oils have attention. It is said the contract system is not as largely followed as a few years ago. Linseed oil is reported much firmer. Turpentine is unchanged. Cod oil has but a light sale.

Salt.

There is but a light sale. In Liverpool coarse salt stocks are not nearly as large as usual at this season. Prices are firmly held.

Canned Goods.

Business is quiet in this line. There seems a fair stock of both corn and tomatoes. Some little American corn is held. Prices are high. Peas are in full supply. Fruits are unchanged. Ample stocks are held. In meats, little is done at this season. Prices are expected to rule as last year. Salmon is in full stock. Prices are at least no higher. In domestic fish, as sardines, haddies and kippers, stocks are light.

For New Brunswick fruit markets, see Fruit Department.

Dried Fruit.

In seeded raisins and prunes low prices are quoted. Sales are not large. The high price of evaporated apricots and peaches have caused even less sale for these lines than usual. In loose Muscatels and Valencias light stocks are held. Prices are low. Currants are unchanged at quite low prices. Dates have a fair demand and are cheap. Figs not wanted. Evaporated apples hold at the higher prices quoted. Onions are quite high. Dealers begin to look forward to Egyptians.

Sugar.

The market is firm, but unchanged for some time. The suit in the West against the Guild is watched with interest. Here the outside men have had no trouble in getting all the sugar they want, and the fact that the Guild held the price gave them both market and profit, so the outside men are as satisfied as those inside. In fact, several have taken on sugar and made good money who never before sold it.

Molasses.

New Barbadoes is here. Price high and firm. In Porto Rico molasses, full prices are asked.

Fish.

Fresh fish are scarce and full prices rule. Dry fish are also high. The prices this Winter have been the highest for many years. Pickled herring are firmly held. Smoked are unchanged. This is the one line that is reasonable. Boneless fish are quite low compared with dried fish.

Flour, Meal and Seeds.

In flour, a fair business is being done. Prices are unchanged. Feed continues high. Oats are very high, and oatmeal is higher than for some weeks, the cut price of American having been advanced. Cornmeal is rather higher. Beans are held firm at the advanced price. Seeds are having attention. Timothy is rather higher. Clovers, while unchanged, are high.

MANITOBA MARKETS.

Special Report from the Winnipeg Office of THE CANADIAN GROCER.

Quotations corrected by telegraph up to 12 a.m. Thursday, March 9th, 1905.

CONDITIONS in the wholesale grocery market show little change as compared with last week. The prevailing mild weather has facilitated the shipment of green fruits and done away entirely with danger from frost to any class of groceries in delivery. Trade is reported fairly brisk, but there is no exceptional activity.

Sugar continues very firm, and local houses are looking for a further advance. In the far West an advance of 20c. was made early in the month to apply to all points between Dunmore and the B. C. boundary. Beans are firm, and the general price for the ordinary grade, known as "3 to 4 picked" is $1.85 per bushel. Evaporated apples are becoming scarce on the local market, and the price asked is firmly maintained.

Sugar.

Firmness still characterizes the sugar market and further advances are looked for soon. Since last issue of The Grocer, an advance of 20c. has been made on all grades of refined sugar for points between Dunmore and the B.C. boundary. Local prices are unchanged. We quote:

Montreal granulated, in bbls	6 30
" " in sacks	6 25
" yellow, in bbls	5 80
" " in sacks	5 75
Wallaceburg, in bbls	6 20
" in sacks	6 15
Icing sugar in bbls	6 90
" " in boxes	7 10
" " in small quantities	7 35
Powdered sugar, in bbls	6 70
" " in boxes	6 90
" " in small quantities	7 15
Lump, hard, in bbls	7 00
" " in ½-bbls	7 10
" " in 100-lb cases	7 00

Canned Goods.

Trade in canned goods is quiet. Prices are steady. We quote:

Apples, 3's, 2 doz. cases, per case	2 15	2 20
Cherries, red pitted, 2's, 2 doz		4 40
Currants, red, 2 doz. cases, per case		3 35
" black, " "		3 75
Gooseberries, " "		3 50
Lawtonberries, 2's, " "		3 35
Pears (Bartletts), " "		3 50
Peaches, 2's, " "		3 75
" 3's, " "		3 75
Raspberries, red, " "		2 90
" black, " "		3 00
Strawberries, " "		3 50
Plums, Lombard, 2 doz. per case		2 35
" green gages, 2 doz. case, per case		2 50
Tomatoes, 3's, per 2 doz. cases	2 85	3 00
Corn, 2's " "		2 60
Peas, 2's " "		1 90
Beans, 2's " "	1 90	1 95
Salmon, finest sockeye, per case		7 00
" humpback, "		3 75
" cohoes, " "		5 25
Boneless chicken, lb. tins, per doz		3 5
" turkey " "		3 25
" ducks " "		3 25

Jam.

The price of Upton's jam is now 50c. per pail in Winnipeg.

The Brandon price is 52c., the price in Calgary and Lethbridge 57c., and the Edmonton price 60c.

Spices.

There is a tendency to firmness in several items on the spice list, but there are no new features. We quote:

Pepper, black, per lb	0 18
" white, "	0 25
Cayenne, "	0 21
Cloves, ground "	0 25
Cassia, "	0 16
Allspice, "	0 14
Ginger, "	0 15
Cloves, whole	0 25

Rice, Tapioca, Etc.

We quote unchanged prices as follows:

Rangoon rice, per lb	0 03½ 0 03¾
Patna "	0 04
Tapioca, per lb	0 03½
Sago, "	0 03½

Syrups and Molasses.

Prices are firm and unchanged. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 40
" " 5-lb tins, per 1 "	2 70
" " 10-lb tins, per ½ "	2 50
" " 20-lb tins, per ¼ "	2 40
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Barbadoes molasses in ½-bbls. per lb	0 04
New Orleans molasses in ½-bbls, per lb	0 02½
" " in barrels	0 02½
Porto Rico molasses in ½-bbls., per bbl	0 04½

Coffee.

The coffee market continues easier. Local prices are as before. We quote:

Green Rio, per lb	0 11½
Roasted, per lb	0 14

Nuts.

We quote:

Almonds, per lb	0 12½
" (shelled), per lb	0 28
Filberts	0 11
Peanuts, extra choice	0 11½
Jumbos	0 14
Walnut, per lb	0 12
" (shelled) "	0 25
Pecans, per lb	0 15 0 16
Brazils, per lb	0 16

Foreign Dried Fruits.

California fruits are becoming scarce on the local market and prices of all kinds are firm. We quote:

Valencia raisins, Trenors, per case f.o.s	2 00
" selects	2 20
" layers	2 25
California raisins, muscatels, 3 crown, per lb	0 06½
" " " 4 "	0 07½
" " choice seeded in ¼-lb. packages per package	0 06½
" " choice seeded in 1-lb packages per package	0 08 0 08½
" " fancy seeded, 1-lb. packages, per package	0 09½
Prunes, 90-100 per lb	0 04½
" 80-90 "	0 04½
" 70-80 "	0 05½
" 60-70 "	0 05½
" 50-60 "	0 06½
" 40-50 "	0 07½
" silver "	0 07½
Currants, uncleaned, loose pack, per lb	0 05½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 06½
" Vostizzas, uncleaned	0 06½
Dates, new per lb	0 05
Figs, cooking in bags, per lb	0 04½ 0 04½
Apricots, choice, in 25-lb. boxes, per lb	0 13½
" standard, " "	0 12½
Peaches, choice, " "	0 13½
" standard " "	0 13
Pears, (choice halves) " "	0 13½
Nectarines, choice " "	0 11
Plums, choice (dark pitted) per lb	0 10½
Candied Peel—Lemon peel, per lb	0 09
Orange "	0 09½
Citron "	0 14

Evaporated Apples.

Prices are very firm and local stocks are light. We quote:

Evaporated apples (new), 50-lb. cases	0 07
" 25-lb. cases	0 07½

Cocoa and Chocolate.

The price of Baker's chocolate in ½-lb. packages is now 37c., and the ¼ and ½-lb. packages of cocoa are sold at 42c. per lb.

Flour.

Prices are steady. We quote:

No. 1, patent	2 95
" 2, "	2 75
" 3, "	2 00
" 4, "	1 50

Fish and Oysters.

The arrival of Lent has given the fish trade a big impetus. Local houses are

ETURNED
AR 11 1905
Owner
Book 31
19



EMPIRE SHINGLES

[Made of Tinned Steel.
Galvanized or Painted.

The only shingles made that are fully formed into shape first, and galvanized afterwards—no acids being used.

As a result, galvanized Empires have no raw edges or cracked surfaces exposed—they are the perfection of roof covering—absolutely fire, lightning and rust proof.

When you wish THE VERY BEST order EMPIRES.

METALLIC ROOFING CO.
WHOLESALE MANFRS. LIMITED
TORONTO, CANADA.

BATH BRICKS

None Equal. Insist upon McDougall's
There IS a Difference.

D. McDOUGALL & CO., Glasgow, Scotland.

COMPLETE OUTFIT FOR
CANNING FACTORY

1 Fifty-horse Power Boiler
1 Six-horse Power Engine in good repair
1 Conant Cooker and Filler
1 Burtt Wiper
1 Pea Filler for 2 lb. cans
1 Bean Filler for 3 lb. cans
2 Copper Jacket Kettles
4 Retorts with trucks and pans
5 Copper Blanching Tanks
1 Test Tank
1 Solder Kettle
1 Pea Sheller
1 Pea Separator
2 Corn Shellers with Tables
1 Corn Sifter with Pans
1 Marsh Can Making Outfit (United States Patent) with shears, dies, etc., for making cans, also machinery for canning apples. A complete outfit of shafting, belting and pulleys to equip a Canning Factory.

Formerly property of Maritime Pure Food Company—all in good repair—will be sold cheap for shipment elsewhere, or to anyone who may desire to lease the premises.

Apply to

H. Paxton Baird, Woodstock, New Brunswick

in good position to supply the demand. We quote as last week:

Lake Winnipeg whitefish	per lb.	....	0 06
Slave Lake whitefish	"	0 07	0 07½
Yellow pike (pickerel)	"	....	0 05
Lake Superior trout	"	....	0 08½
Lake Superior loose frozen herring	"	0 03	0 03½
Tubbees	"	....	0 04
Gold eyes	"	....	0 03
Blue fish	"	....	0 18
Mackerel	"	....	0 15
Red snapper	"	....	0 15
B.C. salmon (case lots 9c.)	"	....	0 09½
Halibut	"	....	0 08½
Jack fish	"	....	0 03½
Tomicods	"	....	0 05
Hake	"	....	0 07
Perch	"	....	0 04½
Eels	"	....	0 08
Cod, steak size	"	....	0 08
Cod, market size	"	....	0 07
Flounders	"	....	0 05
Haddock	"	....	0 08
Atlantic smelts, extra, 20-lb. boxes	"	....	0 12
" " No. 1, " "	"	....	0 08½
" " No. 2, " "	"	....	0 07½
"Halifax" brand salt cod, fish cakes 24-1's	"	....	0 11
"Acadia" " " " 20-1's	"	....	0 09
"Bluenose" " " " 20-1's	"	....	0 07
"Acadia" " " 2-lb. boxes	"	....	0 09
" " " 4-lb. "	"	....	0 09
" " shredded, 24 cartons per bx.	....	....	2 00
" " " bulk, in 15-lb. boxs.	....	....	0 08
Large Labrador and Nfld. salt herrings	per 100 lb.	....	5 00
" " " "	per 20-lb. pail.	....	1 20
Salt mackerel, in 20 or 30-lb. pails	....	....	0 12½
Finnanhaddie, in 15 or 30-lb. boxes	....	....	0 08
Smoked halibut strips	....	....	0 11
Kippered gold eyes, per doz	....	....	0 50
Yarmouth bloaters, 60 in box, per box	....	....	1 75
Lobsters, fresh boiled, per lb.	....	....	0 25
Shrimps, large size per quart	....	....	0 60
Caviar, extra, small jars, per jar	....	....	0 40
Frog legs, 6 doz. in box, per doz	....	....	0 40
Oysters, standard, per gallon	....	....	2 00
" select, "	....	2 15	2 25

Breakfast Cereals.

Market is quiet. Cornmeal is easy in tendency, but no changes have been made. We quote:

Rolled Oats, 80-lb. sacks, per cwt	....	....	2 00
40-lb. " "	....	....	2 05
20-lb. " "	....	....	2 10
8-lb. " "	....	....	2 40
Cornmeal, in sacks, per cwt	....	....	1 50
" in ½ sacks, "	....	....	1 55

Eggs.

We quote as last week:

Eggs, fresh	....	....	0 30
" finest glycerine pickled	....	....	0 24

(Packed in 25c. cases) which are not returnable.

For Manitoba green fruits and vegetables, see Fruit Department.

NEW AGENCY.

S. H. Ewing & Sons, Montreal, have secured the agency of The Gilpin-Moffatt Co., Toronto, manufacturers of chocolates and confections. These goods are handsomely put up, of finest quality and flavor, and will prove a good seller for grocers. The "Rex" brand chocolates should establish themselves favorably in the trade. S. H. Ewing & Sons will look after the trade in Montreal and vicinity.

CHANGE IN AGENCY.

The St. Charles Condensing Co., of Ingersoll, Ont., manufacturers of St. Charles Evaporated Cream, have appointed S. H. Ewing & Sons, Montreal, selling agents for Montreal and district. The various brands of cream and condensed milk put up by the St. Charles Condensing Co. have secured to themselves a reputation that speaks creditably for Canadian manufacture, and as the consumption of evaporated cream and condensed milks is ever on the increase, the Ingersoll Company's products will be much in evidence in the trade.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

COMMISSION AGENT.

WANTED—Staple lines, such as groceries, meats or fruits, on commission; territory covered, eastern townships. Address Manufacturers' Agent, Box 125, Farnham, Que. (11)

BUSINESS CHANCES.

THE LOCATORS — W. B. Herbert, General Manager. Largest exclusive business brokers in Canada Address The Locators, 62 and 63 Merchants Bank Building, Winnipeg, Man. Phone 1888.

THE LOCATORS are the oldest established and most exclusive business brokers in Western Canada. They handle general stores and grocery businesses throughout Manitoba and the Northwest Territories. No business is too small for them to sell or any too large. If you are looking for a business of this nature write The Locators for their list. They can help to place you. The Locators.

IT is impossible to enumerate here the many propositions we have on our books. We have just published a complete catalogue of business opportunities. Send for it. Mailed free. The Locators.

WE have fifty-eight propositions on our list ranging from one hundred dollars upwards. Write The Locators.

THE LOCATORS—62 and 63 Merchants Bank Building, Winnipeg, Man. Phone 1888.

COMMON SENSE

KILLS {Roaches and Bed-Bugs
Rats and Mice

All Dealers and 381 Queen St. W
TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

POULTRY, FISH



GAME AND OYSTERS.

259 PORTAGE AVE.

Any quantity of fish shipped.

ADDRESS—Mail P. O. Box 791, WINNIPEG, Man.

CROCKERY DEPARTMENT

Earthenware and China Imports.

THE imports of earthenware and china into Canada show a big increase in the last five years. In 1900 the total imports amounted in value to $966,254. This has shown an increase each year till it reached the high total last year of $1,606,343. Canada receives over four times as much of this class of ware from Great Britain as from any other country. Last year Germany captured second place from the United States for the first time since 1901. Japan and Austria-Hungary, although their exports to Canada are still comparatively small, are nevertheless making great advances. Japan sends us three times as much earthenware now as she did five years ago. The amount of fine china which comes direct from France is also increasing, but its total is small compared to that from Germany, scarcely one-third.

GLASSWARE

In glassware last year, for the first time in five years, Great Britain has taken first place. For a long time the United States and Belgium fought for the lead, with Great Britain a considerable distance behind. However, last year saw a falling off in the exports to Canada from both Belgium and the United States, while Great Britain increased her exports very materially. Germany, which was rapidly advancing to the first rank as a source for Canadian glassware, apparently suffered a crushing blow in the surtax, as the imports from that country dropped off more than one-third. These figures would go to show that Great Britain is not losing her grip in commercial matters to the extent that her own manufacturers have been claiming. In both the cases cited she has out-stripped her competitors, even where they had a big lead up to within the last two or three years. Moreover, her supremacy has been won not only through the decrease in the exports of other countries, but also through the positive increase in her own.

Bring Goods Forward.

ON the prospect of an early Spring, china and glassware should be brought to the front. They provide all the requisites for a good active sale. The profits are large and the goods attractive. A few dollars, covering a number of assortments, will allow the advertising man to talk "car-load lots of special bargains, made possible through a fortunate purchase," and the spread will back up the assertion.

This class of goods, above all others, depends for its sale on its attracting the fancy of the shopper. A customer does not go into a store usually to buy a piece of china or glassware. She goes in to buy a piece of cotton or a paper of pins, and the china and glassware must be displayed so attractively as to force her to buy them. There are so many little novelties in glassware. The advantage, too, of these novelties, is that they are usually more or less useful. If your trade will stand it, put in stock two or three little pieces of cut-glass. You may work up quite a profitable business in this line. It pays big profits. It sets off, too, your whole display. Then there are pretty olive dishes and rose bowls and countless little articles, all of which it is easy to convince a customer are necessary, if they are only attractive. Anticipate demand by suggesting the need. That is the way nine-tenths of the sales in this department are made.

INQUIRIES FOR CANADIAN TRADE.

THE following inquiry has been received from Manchester, England, relating to Canadian trade.

81. A Manchester wholesale firm desires prices of bright-colored maple sugar from Canadian shippers of same.

The following inquiries have been received from Bristol, England, relating to Canadian trade:

15. A local firm wants Canadian cider.

18. A Bristol firm manufacturing all kinds of stoneware would like to hear from Canadian houses requiring jars for spirits, acids and other liquids.

The following inquiries concerning Canadian trade have been received at the Department of Trade and Commerce, Ottawa:

500. Inquiry has been made by a London firm of grain and flour importers for names of Canadian exporters of those products.

501. A firm desirous of importing linseed meal and cakes for cattle have asked to be referred to Canadian shippers interested.

502. A large flour importer wishes to be placed in touch with a first-class mill in Manitoba which grinds Spring wheat, and also a good Winter wheat mill in Ontario.

505. An importer doing business on a commission basis is open to buy oils, greases, tallow and other products from Canadian sources.

506. A Glasgow agent is seeking the representation for Scotland of Canadian exporters of agricultural produce.

507. A well established London firm in touch with all British produce markets can handle promptly any goods that Canadian exporters may wish to dispose of.

511. A firm manufacturing high-class toilet soaps and perfumery wishes to be placed in touch with Canadian firms prepared to take up the sale of these goods.

514. The manufacturers of British-made cream separators are prepared to appoint suitable resident agent to introduce their goods.

The names of firms making these inquiries may be had from the Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa, provided the number of the inquiry is mentioned in application, along with the office under which said inquiry appears.

APPOINTED MONTREAL AGENT.

John G. Bauld, commission merchant, Board of Trade, Montreal, has been appointed agent for Montreal and district for Maconochie Brothers, London, England. Mr. Bauld will have full lines of this firm's well-known brands of pickles, olives, kippered and fresh herrings, marmalades and jams and jellies. Since assuming the agency Mr. Bauld has done a very satisfactory and encouraging business.

P.E.I. BUSINESS CHANGES HANDS.

In The Canadian Grocer of February 17th it was stated that W. H. Aitken, of Charlottetown, P.E.I., had bought out Carvell Bros., wholesale grocers, provision dealers, etc., and in partnership with his sons would start in the grocery and produce business in Charlottetown. This is slightly in error. Mr. Aitken has been the senior partner in the firm of Carvell Brothers for many years, and having purchased the business will carry it on under the old firm name.

To obtain results

you must handle profitable goods.

Staples are all right, and we have these in profusion, but

Our Exclusive Patterns in High-Class

DINNER and TOILETWARE

will apply directly to your better trade.

They are irresistible and will afford you unlooked for results.

THE JOHN L. **CASSIDY** CO. LIMITED

MONTREAL.

A FEW CRATES

B. H. M.

OF

Dinner Sets

ALL GILT

AT VERY SPECIAL PRICES.

ARE AVAILABLE IF YOU WRITE

AT ONCE.

It will pay you to ask particulars.

BARNARD & HOLLAND. CO.

MONTREAL

VITRIFIED

JOHN MADDOCK & SONS, LTD., ENGLAND.

JOHN MADDOCK & SONS LTD. ENGLAND. ROYAL VITREOUS.

E. W. Klotz, 24 Wellington Street West, **Toronto**

Import Headquarters.

German and Austrian Goods for Xmas Trade are the leading feature at this season of the year. To ensure timely delivery place your import orders now.

HOLLY AND ROSE GERMAN CHINA

are two good lines, exceptional value, made in a full range of useful articles and novelties.

——SEE THE NEW——

Steins, Punch Bowls, Lobster Cabarets, Cuspidores, Jardinieres. Pudding Sets, Vases and Water Sets.



Your Own Brand

will attract attention. Your progressiveness will be commended. You will be pushing your own business and not advertising that of someone else—then, too, you will make a larger profit on it than on any proprietary brand.

We are making a specialty of packing Baking Powder under grocers' own brands. We will be glad to send you samples of labels and any other information on the subject you may wish. Write us about it.

THE ROBERT GREIG CO., Limited, TORONTO

RETURNED MAR 27 1905

With warmer weather your stock of Oranges, Lemons, etc., will want replenishing. Send us your orders; they will get prompt attention.

McWILLIAM
Mc. AND E.
EVERIST

TORONTO, - - ONTARIO

Have another car fancy Cabbage. Include a barrel in your next order.

The
DAWSON Commission Co., Limited
FRUIT, PRODUCE AND COMMISSION MERCHANTS.
Cor. Market and Colborne Streets. TORONTO

DRIED APPLES
We pay highest market prices for bright dry quarters and make prompt remittance.
The W. A. GIBB CO.
Packers and Exporters
5 and 7 Market St., HAMILTON

Marmalade Oranges
Our first shipment of Marmalade Oranges will arrive this week.
Sizes—160s, 200s and 240s.
Get your order in early.
Send for Samples of our Navels.
HUSBAND Bros. & Co.
Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO,

GREEN FRUITS AND VEGETABLES

Canning Industry for Brantford.

ON Feb. 28, occurred a meeting of some thirty farmers and gardeners in Brantford for the purpose of considering contracts for the production of tomatoes and other vegetables for canning purposes.

The Standard Canning Co., of Hamilton, of which Messrs. Lumsden are the proprietors, are desirous of establishing a canning factory in Brantford, employing some hundred hands. They will require 75,000 bushels of tomatoes, 100 acres of peas and 150 acres of corn. The growers present at the meeting promised the company their support, and agreed to provide the necessary supplies.

Ontario Markets.

GREEN FRUITS.

Toronto, March 9, 1905.

THE green fruit trade has been seasonably active during the week, especially in oranges and bananas. The price of California navels advanced 25c. on account of the very firm market ruling across the line, and at the close, the market is firm. The lemon market is also moving upward, with stocks in dealers' hands light for this season of the year. A brisk demand for bananas has sprung up, owing to the milder weather and a lively season is looked forward to from now on.

Pines are beginning to open up. From now on, pines will be a big item in the fruit market, they being the principal dessert fruit through March, April and May. At the present time they are scarce, owing to the recent cold weather, which has made it difficult to ship by freight, thus leaving the fruit liable to chilling from frost. Grape fruit are scarce and higher in price, also tangerines.

The apple market is showing signs of brightening up, reports from the Northwest saying that the market there is cleaned up entirely and that supplies are being drawn from Ontario. Valencia and Florida oranges are both out of the market for the balance of the season. Cranberries are quoted this week from 50c. to $1 lower than last, Jerseys only being available instead of Howes. Trade in figs is practically over, as far as the present season is concerned, and quotations are only given on figs in layers. We quote the following prices:

Florida grape fruit, per box	5 00	5 50
Jamaica grape fruit	4 50	4 75
Florida tangerines (half straps)	2 25	2 50
Florida pineapple, per case	4 50	5 00
Havana pines per case		3 50
Marmalade Oranges, per box		2 50
California navel oranges, per box	2 75	3 25
New messina lemons, 300's, per box	2 50	2 75
" " 360's, per box	2 50	2 75
Bananas, large bunches, crated	1 75	2 25
Bananas, 8's, per bunch, crated	1 15	1 35
Apples, Winter varieties	1 50	3 00
Sweet potatoes, kiln dried, per bbl	6 00	7 00
" " bush. crates	2 75	3 00
Almeria grapes, per bbl. fancy	7 00	8 00
Cranberries, Jerseys	9 50	10 50
Florida strawberries, per box		0 85
Figs in layers, per lb	0 09	0 11

VEGETABLES.

A fair demand for vegetables is reported for the week under review. Domestic stuff is moving well, although imported vegetables are slow as yet; supplies of the latter are quite two weeks late in arriving, on account of the setback from frost in Florida. Celery is scarce and firm, with prices slightly in advance of last week. The novelties on the market this week are green peppers and new beets. Our quotations are as follows:

Greenhouse lettuce, per dozen bunches		0 30
Greenhouse radishes, per doz. bunches	0 40	0 50
Dry Mint, per doz bunches		0 20
Parsley, " "		0 20
Sage, per doz		0 20
Savoury, per doz		0 15
Carrots, per bag		0 60
Beets, per bu		0 60
Beets, per bag		0 75
Dry Onions, per bag	2 00	2 25
Dry Onions, per basket		0 50
Spanish onions, per case	4 00	4 25
Green house water cress, per doz		0 25
Canadian celery, per doz	0 50	1 00
Potatoes, carlots on track Toronto, per bag	0 75	0 85
Potatoes, per bag	0 90	1 00
Parsnips, per bu		0 75
Parsnips, per bag		0 85
Cabbage, per head	0 08	0 15
" per doz	0 50	1 00
Turnips, per bag	0 30	0 35
California celery, per case	5 50	6 00
Hothouse cucumbers, per doz	2 00	2 75
Artichokes, per bu		1 00
Oyster plant, per bu		1 25
Greenhouse rhubarb, per doz	1 00	1 25
" onions, "		0 15
Florida tomatoes, per case	4 25	5 00
Green peppers, 6 basket crates		5 50
New beets, per doz		0 15

Quebec Markets.

GREEN FRUITS.

Montreal, March 9, 1905.

Celery is continuing in good demand, in fact, it has never been better, selling at $6, which is an advance of 75c. per crate over our last week's quotations. Almeria grapes are selling well at from $8 to $9 per keg. Navel oranges are in good demand and prices have advanced from 25 to 35c. per box f.o.b. California. A car of Jamaica grape fruit arrived on Monday, Mar. 6, the first straight car that has ever reached here. Condition of fruit is fine and a good demand exists, at prices ranging from $4 to $5.50. The demand for apples is fair, prices being $2.75 to $4. Bananas are slow sellers. Onions have advanced ¼c. Spanish onions being quoted at $4.

Bananas	1 50	2 00
Cocoanuts, per bag of 100		3 75
Pineapples, 24 to case		4 50
" 30 to case		3 50
Cranberries, finest dark		11 00
" dark		9 50
" 25 quart boxes		2 75
Jamaica oranges, per box	2 50	2 75
" grape fruit, per box		6 00
Florida oranges, per box		4 50
Florida grape fruit, per box		6 50
California navel oranges, per box		2 75
New Messina lemons 300's		2 50
" " " 360's		2 25
Apples Winter varieties	2 50	4 50
Sweet potatoes, per bbl		6 00
Almeria grapes, per bbl	8 00	9 00
Celery, California golden heart, per case		6 00
Tomatoes, Floridas, crate		4 50
Lettuce, Boston	0 75	0 85

VEGETABLES.

Very few changes to note. Market continues fairly active for potatoes, and onions are still scarce and high. Celery is selling well.

Potatoes, carlots	0 65	0 70
Less than carlots	0 75	0 80
Bunch lettuce, per doz. bunches		0 75
Radishes, per doz. bunches		0 25
Mushrooms, per lb		1 70
Mint, per doz. bunches		0 20
Parsley, " "		0 20

Sage, per doz		1 00
Savory, per doz		1 00
Beets, new, per doz		0 25
Egg plant, per basket		0 75
Green onions, per doz		0 15
Spanish onions, large cases, per case		4 00
Red onions, per bbl	3 75	4 00
Yellow onions, in 80-lb. bags; per bag		2 00
Green house water cress, per doz		0 45
Green cucumbers, per bush, hamper		1 25
" per half bushel hamper	0 60	0 75
" per bbl		3 50
" per doz	0 40	0 50
Green cabbage, per doz		0 60
" beans, per bush	1 00	1 20
Waxed beans, per bush		1 05
Cauliflowers, home grown, per doz		1 50
Green peppers, per basket		0 40
Canadian celery, per doz		0 75

New Brunswick Markets.

GREEN FRUITS

St. John, March 9, 1905.

With rather milder weather, there is improved trade. Prices in apples remain quite low. In oranges, Valencias are likely to be scarce, owing to frosts in Spain. Jamaicas are about done. Californias remain quite reasonable in price. Floridas are quite high. Some Bahama oranges are on the market, the first to come here. They are nice stock. Cranberries are high, and grapes about out of stock.

Manitoba Markets.

GREEN FRUITS

Winnipeg, March 9, 1905.

Mild weather has facilitated shipments of green fruits, as for some weeks there has been little danger from frost. Prices as quoted last week are unchanged. We quote:

Oranges fancy navels, 96's to 112's, per case		2 75
" " 126's to 150's		3 00
" " 176's to 250's		3 25
Bitter oranges, per case		2 75
Fancy California lemons, 360's		4 00
(10c. off 5 case lots of oranges and lemons).		
Cape Cod cranberries (frozen), per bbl		6 00
Jersey cranberries (unfrozen) "		10 00
Bananas, per express only, per bunch		3 50
Apples, fancy XXX Spies, per bbl		5 00
" fancy XX Spies, "		4 50
Grapes, Malaga, per keg		10 00

VEGETABLES.

No change in price. We quote:

Native onions, per lb		0 04
Spanish onions, per case		1 75
Carrots, per bush		0 40
Beets, "		0 70
Turnips "		0 40
Potatoes "	0 70	0 80
Celery per case (6 to 8 doz)		6 50
" " (doz.)		1 00

Tomato Growers Organize.

A tomato grower's association has been formed in Bloomfield, Ont., with a membership of seventy, the object of which is to secure better prices for all produce furnished the canning factories. The canners have refused to raise the prices this season, so the association is considering the formation of a joint stock company, with $20,000 capital stock. Over half the stock has been subscribed already, and it will be known in a few days whether anything will be done.

Fruit Trade with Australia.

The following letter, received by the Deputy Minister of Agriculture, is published for general information:

Sir,—Mr. J. S. Larke, the Canadian agent of your Government in this city, requested me to correspond with you in the interests of fruit exports to Australia. I have received some small consignments of apples from Canada, which realized from 15s. to 18s. 6d. per case of about 40 lbs. If your fruit growers are exporting these next year, I advise their being carried in cool space if same can be obtained, as the apples that came in cool space came to hand in perfect condition. It is not wise to send pears unless cool space is available, as pears will not carry without refrigerator at about 40 degrees. These boxes of pears,

Maple Products

To remind you that maple time is near at hand, and that the sap's beginning to run, we offer a few timely hints. Our syrup is **brought direct from the bushes** in Quebec and while there is no 1905 run of syrup on the market yet, we look for our first arrival in a day or two.

SYRUP

Imperial Quarts, 2 doz. to case, 24c. tin
Imperial 5 gallon tins, 1 to case, 85c. gallon
Imperial 1 gallon tins, 8 to case, 90c. gallon
Wine gallons, 10 to case, 65c. tin

SUGAR

¼ lb. blocks, 40 to case, $3.00 case—sells 10c. or cut in two 5c. each
½ lb. blocks, maple cream, 30 to case—wrapped in parchment, $3 case
MAPLE HEARTS—in pails, 18 lbs. at 12c. lb.
¼ and ½ lb. blocks sugar, special 10c. lb.

White & Co. WHOLESALE FRUIT, PRODUCE AND FISH **Toronto**

Phone Main 4106. Private Branch Exchange.

W. B. STRINGER **LEADING BRANDS** J. J. MCCABE

IN LEMONS

"St. Nicholas" Prime — "Kicking" Seconds

IN ORANGES

"Signal" Ex. Fancy — "Niagara" Fancy — "Warrior" Ex. Choice — "Rescue" Choice

W. B. STRINGER & CO., Fruit Brokers, 61 Front St. E., Toronto, AGENTS, solicit your orders.

IT Saves Time and Worry By Ordering From us What you need in

FANCY ORANGES, LEMONS, ETC.

Knowing You will get Quick Service and

HUGH WALKER & SON, GUELPH, ONT. **QUALITY AND PRICES RIGHT.**

Quality Superb

McGregor Jams, Marmalade, Preserves, Confectionery are matchless.
Your jobber or direct.

McGREGOR = HARRIS CO.
Limited
33 Pearl St., - TORONTO.

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.
INGERSOLL
Established - - 1886

FINKLE & ACKERMAN
BOWMANVILLE, ONT.
MANUFACTURERS
Evaporated Onions
and other Dried Vegetables.

DIAMOND BRAND MAPLE SYRUP

has that exquisite flavor of the new sap syrup direct from the bush.

All Jobbers handle it

Sugars Ltd., = Montreal

Cream Tartar

(This will not interest the buyer to whom price is the only consideration—who wants cheap goods, no matter what they are—so long as they are marked pure).

WHY pay for STARCH, TERRA ALBA, etc., at exorbitant figures, when you are buying Cream Tartar? It is cheaper and infinitely better to pay several cents per lb. higher for the actual goods than to buy so-called pure Cream Tartar. If you must have inferior goods, wouldn t it be cheaper to add your own adulterant? Unquestionably there is much Cream Tartar being sold (ground from so-called first white crystals), at figures less than the crystals can be imported for. WE CANNOT OR RATHER WILL NOT compete with this so-called pure Cream Tartar. IF YOU WANT ACTUAL QUALITY and MERIT, goods absolutely guaranteed to be pure ground first white Cream Tartar at as close figures as same can be consistently offered, get ***S. H. & A. S. EWING'S CREAM TARTAR*** backed by a reputation of 60 years.

Some people will tell you that they pack bulk pickles which will keep. We go considerably further than telling.

Every order given to one of our travellers is put on a duplicate guarantee, one of which he gives to you. This guarantee clearly states that we hold ourselves responsible for any of our pickles that may go bad in the six months following the date of shipment of the order, providing the following precautions are taken—that the barrel or pail is kept covered; that you do not use tin or any metal vessel to dip the pickles with (use a crockery bowl—it's cleaner, too); that the vinegar is taken in proportion to the pickles, so that they are always kept slightly covered with vinegar; that no sweepings, particularly nails, are allowed to get into the barrel; and that the pickles be kept from any extreme of heat or cold. We give this guarantee to your wholesale grocer. If you buy through him the guarantee stands the same.

Lion Brand Pickles are a perfect mixed pickle—small cucumbers, small white onions, and hard, white branches of cauliflower, cut close, pickled in whole spice and in the most perfect pickling vinegar made. They come out crisp and firm, perfect in color, delicious and wholesome.

In Pails—1 gall. 75c.; 2 galls., $1.40; 3 galls., $1.95; 5 galls., $3.00; 10 galls., $5.50; or in 20 or 40-gall. Barrels, 45c. per gall. Barrels extra.

THE OZO CO., LIMITED
MONTREAL

N.B.—We have an illustrated Price Current of our products, that s certainly worth the post card that will bring it.

about 25 lbs. weight, would realize about 10s. per box here. Hard varieties of apples will carry without cool chambers, but if cool chambers are available, it is in the grower's interest to send in the refrigerator, as the difference in freight is repaid over and over again in the price realized.

Any information your growers in Canada may want in respect to exports to this country will be gladly furnished by me.

(Sgd.) C. G. Piggott.
Sydney, 2 January, 1905.

Fruit Growers' Wants.

An influential deputation, representing the fruit growers of the Niagara district, waited upon Hon. Nelson Monteith, the Ontario Minister of Agriculture, last week to ask for a series of experiments in their district to discover suitable methods of fighting the black rot of grapes and the San Jose scale. They also petitioned for continued assistance in supplying material for spraying purposes and for the establishment of a permanent special fruit experimental station in the district.

Bahama Oranges.

Several cars of Bahama oranges were sold last week on the Montreal market by J. G. Bauld, Montreal. They were the Patriot Brand, grown and packed by British labor, carried by British ships and offered for sale in British America. The growers and packers were the Canada-Bahama Fruit Co., controlled by G. C. Cook, Halifax, N.S. The reception the first shipment met at the hands of the trade augurs well for a good trade between Canada and the Bahamas.

New Canning Industry.

G. Jordan and J. Ellis are making preparations to build a canning factory in Lindsay, Ont., to cost from $30,000 to $45,000. The new industry will give employment to between 200 and 250 hands and have a yearly output of about 35,000 cans of tomatoes, 10,000 of beans, besides large quantities of corn and berries.

Fruit News.

Thanks to the first-class cold storage accommodation on the direct steamship line plying between Canadian ports and South Africa, fresh peaches and plums of South African growth were served at the Paardeberg dinner at Government House, Ottawa, last week.

"GET THE BEST"

SOMETHING NEW IN

COUNTER CHECK BOOKS

Our "Special Duplicating" Book in various sizes. Alternate White and Colored Checks. Original White Paper; Duplicate Colored.

Specially adapted for Grocers' use. Samples and prices on application, or will send representative.

THE
CARTER-CRUME COMPANY,
LIMITED

TORONTO and MONTREAL

Mention this paper.



I APPEAL to the readers of THE CANADIAN GROCER, who I know are the best buyers of High-Grade Goods in the country. I want to say that my Old English Candy,

MACKINTOSH'S TOFFEE

is the most delicious and best Candy made, pure as the crystal springs.

This Old English Candy has made me famous the world over. I am called **THE TOFFEE KING OF ENGLAND** because I am by far the largest manufacturer of Toffee over there. Handle this line and you have a trade winner. Write for prices, etc., at once.

JOHN MACKINTOSH, Ltd., - HALIFAX, ENG.

A grocer is known by the coffee he keeps! CHASE & SANBORN'S high-grade coffees inspire confidence in your whole stock. Every pound you sell goes to build up the reputation of your store for strictly first-class reliable goods.

CHASE & SANBORN

The Importers, Montreal

FINANCE AND INSURANCE

ANOTHER phenomenally successful year has been added to the records of the Bank of Nova Scotia. Four years before Queen Victoria ascended the throne this bank entered the financial world, and for seventy-two years has been pursuing a successful career. Although its chief business lies in the Eastern Provinces, its branches are now found in every province of the Dominion, and also Newfoundland, the West Indies, and the United States. On a paid-up capital of $2,000,000 it paid 20 per cent. dividend last year, besides making liberal allowance for sinking and other funds. The reserve fund now stands at $3,200,000, or 160 per cent. of the capital.

* * *

THE Central Canada Loan and Savings Company has celebrated its majority by issuing a very attractive booklet containing its twenty-first annual report, together with interesting facts connected with its business. The report shows that the company is in a very strong position. Besides paying 6 per cent. dividend and 2 per cent. bonus last year, it increased its reserve fund so as to bring it up to 64 per cent. of the paid-up capital

* * *

EXTRACT from a speech of S. J. Johnson, Sioux City: "It seems almost impossible to believe that merchants doing business in what are called the 'wooden towns' of the State carry so little insurance. The excuse for carrying little or no insurance seems to be that the rate of insurance is so high; but suppose it is high, it would be exceedingly cheap to you should you have a fire, and you ought to carry at least sufficient insurance to cover every dollar of your indebtedness and a little besides, so that you would have something on which to start into business again, and not be flat on your back. Insurance is a splendid, good thing, and the man who keeps his stock well covered is a wise man."

* * *

THE belief exists among financial men that the movement having for its object the amalgamation of the Merchants' Bank of Canada and the Royal Bank will be resumed, and that in June next, when the retirement of Mr. Fysche, the general manager of the Merchants' Bank, will take place, the amalgamation will be completed. Mr. Fysche will receive a handsome retiring allowance from the Merchants'. That gentleman is, it is stated, opposed to the amalgamation, and his retirement will obviate difficulties which might otherwise arise.

* * *

NOTES.

The Bank of Toronto has opened a branch in Brantford.

The Sovereign Bank has opened a branch at Rockland, Ontario.

The Acton Vale branch of the Molsons Bank has been closed.

The Traders Bank of Canada has opened a branch at Blind River, Ont.

The Sovereign Bank of Canada is about to open a branch at London, Ont.

The Brantford branch of the Bank of Hamilton have moved to more commodious quarters.

The Bank of Montreal has purchased another lot in Montreal with the intention of establishing a new up-town branch.

The annual meeting of the Canadian Birkbeck Investment and Savings Company was held last month, and showed a satisfactory report. Two half-yearly dividends of 6 per cent. were paid during the year.

The Crown Bank of Canada has opened a branch office at Kingston, Ont., under the management of Mr. D. Murray. The bank has been very fortunate in securing a location for its Kingston office in the heart of the business district, and immediately facing the market square.

The Canada Permanent Mortgage Corporation, at the end of fifty years of business, has attained an enviable position among Canadian financial institutions. The past year shows a marked increase in business and earnings. J. Herbert Mason has been the controlling officer from its inception.

A new Canadian bond company has been organised under the firm name of Wood, Gundy & Co., Toronto. Messrs. Wood & Gundy have been prominently identified with the debenture business for a couple of years, holding the positions of general manager and secretary, respectively, of the Dominion Securities Corporation.

The Dominion Superintendent of Insurance gives notice in The Canada Gazette that the Manitoba Assurance Company has received a license No. 199 for the transaction in Canada of the business of fire insurance. James Gardner Thompson is chief agent of the company in Canada, and the head office in Canada is established at the City of Montreal.

The annual meeting of the National Trust Company was held last month. The report, submitted by Mr. J. W. Flavelle, the president. was in every way satisfactory, showing net profits of $92,620.90. After provision had been made for increasing the reserve fund by $30.000, a dividend was declared at the rate of six per cent. per annum.

The Canadian Manufacturers' Association is making a strenuous effort to keep the insurance business in Canada. A special committee has been appointed to cooperate with E. P. Heaton, the manager of the Insurance Bureau. The Bureau will strive to lower the rates by decreasing the losses from fire. Canadian fire losses amount to nearly twenty million dollars annually.

The comparatively small increase which has taken place in the paid-up capital of the banks in the last ten years is a very marked feature in their business record. In 1894 the paid-up capital amounted to about one-third of the deposits, and bore much the same proportion to the discounts, whereas now the paid-up capital is less than one-sixth of the deposits and loans. In the same period the reserve fund has risen from being 44 per cent. of the paid-up capital to be now over 67 per cent., that is, in 1894, for each $100 of paid-up capital the banks had $44 in a reserve fund, or rest, while to-day for each $100 of paid-up capital they hold $67 in a reserve fund, or rest."

THE CANADIAN BANK OF COMMERCE

Paid-up Capital, - - $8,700,000
Rest, - - - - - $3,000,000

HEAD OFFICE : TORONTO, CANADA

HON. GEO. A. COX, Pres. **B. E. WALKER**, General-Manager.

LONDON, ENG., 60 Lombard St., E.C. S. Cameron Alexander, Manager.
NEW YORK, N.Y., 16 Exchange Place, Wm. Gray and H. B. Walker, Agents.

TRAVELLERS' LETTERS OF CREDIT

The Travellers' Letters of Credit issued by this Bank are a great convenience to Travellers. They are available in all parts of the world, and the holder is enabled, without risk or difficulty, to obtain such sums as he requires at any point in his journey.

BANK MONEY ORDERS

AT THE FOLLOWING RATES:

$5 and under ..... 3 cents
Over $5 and not exceeding $10..... 6 cents
" 10 " " 30.....10 cents
" 30 " " 50... ..15 cents

These Orders are **Payable at Par** at any office in **Canada** of a **Chartered Bank**, and at the principal banking points in the **United States.**

Negotiable at a fixed rate at The Canadian Bank of Commerce, London, Eng.

CAPITAL PAID UP, - - $1,000,000.
RESERVE FUND, - - 1,000,000

THE METROPOLITAN BANK.

DIRECTORS

R. H. WARDEN, D.D., President S. J. MOORE, Esq., Vice-President
D. E. THOMSON, Esq., K.C. His Honor W. MORTIMER CLARK, K.C
THOS. BRADSHAW, Esq. JOHN FIRSTBROOK, Esq.

HEAD OFFICE, - TORONTO.
W. D. ROSS, GENERAL MANAGER.

GENERAL BANKING BUSINESS TRANSACTED

SAVINGS DEPARTMENT
at all Branches.
ACCOUNTS SOLICITED
Drafts Bought and Sold.
Letters of Credit Issued.

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

Head Office Toronto, Ont.

Capital - $2,000,000.00
Assets, over - - 3,546,000.00
Annual Income - 3,678,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.
C. C. FOSTER, Secretary.

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life ASSOCIATION.

W. H. BEATTY, PRESIDENT.
W. C. MACDONALD, ACTUARY. J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, $1,000,000.00.
TOTAL ASSETS, $2,024,096.02.
LOSSES PAID SINCE ORGANIZATION, $23,886,005.32.

HEAD OFFICE, - BRITISH AMERICA BUILDING, Cor. Front and Scott Sts., Toronto.

HON. GEO. A. COX, President. J. J. KENNY, Vice-President and Managing Director
P. H. SIMS, Secretary.

CANADA: No better Country



MOTT'S: No better Chocolate

CANADA'S

MOST RELIABLE AND BEST KNOWN

CHOCOLATES

ARE

MOTT'S

"Diamond"

and

"Elite"

For Sale by all Jobbers

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. TAYLOR, Montreal. R. S. McINDOE, Toronto. JOS. E. HUXLEY, Winnipeg.

CHOICE PACKAGE GOODS.

PEPPERMINT CHOCOLATES
Dark Chocolates
½-lb. Packages, 12 in Carton.

CHOCOLATE CHIPS
Dark Chocolates
½-lb. Packages, 12 in Carton.

DIPPED BURNT ALMONDS
Dark Chocolates
10c. Packages 36 in Carton.

CHOCOLATE WAFERS
Dark Chocolates
10c. Packages, 36 in Carton.

DIPPED GINGER
Dark Chocolates
10c. Packages, 36 in Carton.

FULL CREAM CARAMELS
10c. Packages, 36 in Carton.

JULIETTES
Dark Chocolates
½-lb. Packages, 18 in Carton.

LITTLE GEMS
Dark Chocolates
10c. Packages, 24 in Carton.

ALAKUMA
5c. Packages, 24 in Carton.

SALTED PEANUTS
5c. Packages, 36 in Carton.

TOASTED MALLOWS
½-lb. Packages, 24 in Carton.

MARSHMALLOW DROPS
Strawberry and Vanilla
½-lb. Packages, 24 in Carton.

MAPLE LEAF CHOCOLATES
10c. Packages, 36 in Carton.

BUTTERSCOTCH
5c. Packages, 36 in Carton.

PEANUT CRISP
5c Packages, 36 in Carton.

COCOANUT CRISP
5c. Packages, 36 in Carton.

SEND FOR QUOTATIONS.

A. J. STEWART, Limited,

— MAKER OF

Stewart's Fine Chocolates TORONTO

You can increase your trade by selling :

"Old Church" Catsup
"Old Church" Pork and Beans
"Old Church" Celery Relish
"Old Church" India Relish
"Old Church" Jams
"Old Church" Jellies

GOODS THAT PLEASE GOODS THAT SELL

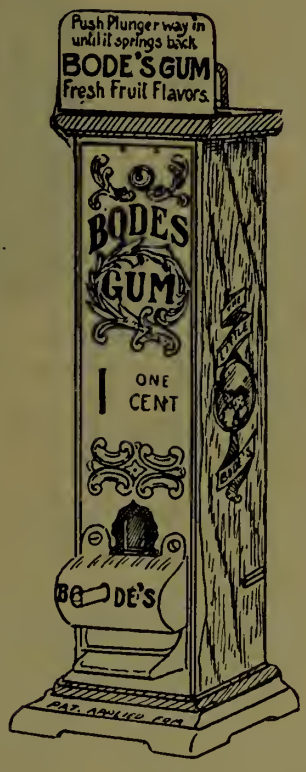
We must apologize to the trade for the great delays in filling their esteemed orders, but expect to be able to catch up by the 15th, and intend to increase our capacity so we can ship the day orders are received.

STANDARD CANNING CO.,

HAMILTON, ONT.

Reduced in Size but Increased in Earnings.





Every Merchant, Grocer, Confectioner, Druggist, and Liquor Dealer should have

One or More

of the famous

"L.B." GUM SLOT MACHINES

—They are small, beautiful and
—accurate.

Size of machine, 13 inches high
3 " wide
3½ " deep

They are **all** iron and can be placed permanently in any position, out of, or indoors.

To the Trade :

10 boxes or 1000 pieces of Gum for only **$8.00**

AND THE MACHINE **FREE**

For re-filling the Gum will cost 65c. per box of 100 pieces.

INQUIRE OF YOUR JOBBER OR ADDRESS

L. B. Slot Machine Co.

28-30 ST. GEORGE STREET MONTREAL

Our hobby is

Perfection

Cream

Sodas

These Sodas are literally "perfection."

They are better than any other sodas made.

You might think this just "brag." There is an easy way to find out if it is.

—Try a PERFECTION CREAM SODA.

It is its own best pleader.

Sold all over Canada:

3-lb. cards or tins.

THE MOONEY BISCUIT & CANDY COMPANY, LIMITED,

STRATFORD, CANADA.

Candy in Boxes.

A STRONG feature of the candy department, particularly during the holiday season of Easter, should be a line of boxed goods. A show case filled with an attractive line of candy in boxes should occupy a prominent place in the store. Customers do not usually come in with the intention of buying confectionery. They come in to buy groceries, and the candy must be suggested to them by a good display. It is these sales by suggestion which supply the real gilt-edged profit to the dealer. No especial expense is required in handling this business. The stock carried is not necessarily large. No extra help is needed for the sales. Everything that is made on it is clear, straight profit.

An additional reason for handling a good line of boxed candies is the actual friends the retailer will make for his store by this means. In an ordinary sized town it doesn't take long to become known as the dealer who handles a particularly good line. The grocer who becomes recognised as the one who keeps good candy in attractive packages will soon have people coming to his store who never were in it before. This will react with great advantage to his grocery business, as it is comparatively easy to establish a business relationship with a person who has once dealt in the store.

Presentation.

On Wednesday evening the offices of the Cowan Co., Limited, Toronto, were the scene of a pleasant meeting between employes and management. The employes gathered to congratulate the firm's city traveler, Mr. Austin Dixon, who has joined the noble army of benedicts. "Dickie," as he is familiarly known among the employes, was taken completely by surprise when the president, Mr. John W. Cowan, in a nice little speech, presented him with a cheque from the firm and hall rack and jardiniere from the employes.

Mr. Dixon made a suitable reply, and in addition to thanking his friends gave each one a standing invitation to his new home, No. 89 Hamburg avenue.



E. D. S.

Jams, Jellies AND Sealed Fruits (IN GLASS)

Are pronounced by the trade to be the equal if not the superior of the best British makes

Because the E.D.S. Brand is made from fruits grown in our own orchard, manufactured on our own premises from our choicest fruit.

We are independent of the market, enabling us to sell a better article at a closer price.

A trial order solicited.

E. D. SMITH'S
FRUIT FARMS
WINONA, - - ONT.

COWAN'S COCOA Maple Leaf Label Our Trade Mark

COWAN'S CHOCOLATE, CAKE ICINGS, CREAM BARS,

and COWAN'S famous MILK CHOCOLATE

are absolutely pure goods.

THE COWAN CO., LIMITED, TORONTO

A WONDERFUL CHANGE!

IN THE PAST FEW YEARS!!

Have you noticed it in your own business?
People are not now satisfied with anything short of the best.

VAN HOUTEN'S COCOA

Obtainable from all Wholesale Grocers from Halifax to Vancouver. : : : :

BEST AND GOES FARTHEST

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

"Irresistibly Delicious!"

PETER'S
THE ORIGINAL
MILK-CHOCOLATE

One taste will make a Peter eater!

MADE IN VEVEY, SWITZERLAND—FOR EATING ONLY.

A Quick, Steady and Profitable account for any dealer.

Send for a Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

---

old reputation

Attention!

old reputation

The BEST
of
Swiss Milk Chocolates

KLAUS'S
CHOCOLATES

are now introduced in the Canadian Market.

(Klaus's Chocolates were awarded the Gold Medal at the Glasgow Exhibition.)

Wholesale Depot for Canada:

Canadian Swiss Trading Co.

17 ST. JOHN ST.,
MONTREAL.

You will never be in a rut, if selling

BORDEN'S

"Eagle" Brand Condensed Milk
and
"Peerless" Evaporated Cream

—The most perfectly prepared milks
—on this or any other market.
—Always reliable.
—Try a case of each with your next
—order.

Ask your Jobber, or write to

WILLIAM H. DUNN, - MONTREAL

JOS. IRVING, 92 Wellesley St., TORONTO.
ERB & RANKIN, Halifax, N.S.
SCOTT, BATHGATE & CO., Winnipeg, Man.
W. S. CLAWSON & CO. St. John, N.B.
SHALLCROSS, MACAULAY & CO., Victoria and Vancouver, B.C.

"We want a bag of Ogilvie's New Flour."

This is what the consumer is saying to the grocer, every day, throughout the whole of Canada.

Mr. George Lamothe, a prosperous grocer of Mattawa, says

> "I can only say it affords me great pleasure to give an expression on all good things. Amongst the users of Royal Household in our town, we have the General Hospital, Messrs. The Order of Oblait Fathers, and some of the leading hotels, together with many of the private families. They, one and all, speak very highly of Royal Household as a Pastry flour, and also say that it makes the very best home made bread, buns, rolls, etc. When ordering from us they say,—**We want a bag of Ogilvie's new flour,** it is the very best and saves lots of work."

"Royal Household"

"Ogilvie's New Flour"

is what the people want, because "It is the very best and saves lots of work." The grocer who pushes "Royal Household" gets the trade. It always pays to push THE BEST in any line.

FLOUR AND CEREAL FOODS

THE PRICE OF WHEAT.

THE spectacular action of wheat lately has attracted considerable attention. The quick advance of 5c. a bushel in the price of May wheat to $1.21, which took place in Chicago, followed by an even more rapid decline of about 8c. a bushel, and the drop of 6c. a bushel in the price of May wheat in Fort William, makes one wonder what causes these rapid and wide fluctuations, and what is the real commercial value of these wheats.

To form an approximately correct opinion, we must first consider what grades of wheat can be delivered to the buyer of the May option or any other option. This varies according to the market you are dealing in. In Winnipeg, the option is supposed to call for No. 1 Northern wheat, but No. 1 hard is also deliverable on the purchase at 1c. a bushel over the contract price, and No. 2 Northern at 3c. a bushel under the contract price. In like manner, in Chicago, there are only two grades legally tenderable at par, that is, No. 2 Red Winter and No. 1 Northern Spring, but No. 2 hard may be delivered at a penalty or discount of 2c. a bushel.

It was said that three or four weeks ago there were fifty or sixty million bushels of Chicago May option sold; some by millers and flour dealers in the United States, Canada and abroad, who had it sold as a hedge against flour and wheat which they were actually holding in their mills and warehouses or had purchased for future delivery or shipment from Australia, Argentine, India and Russia; some by grain dealers throughout the United States who sold against the wheat in their elevators, which they were buying from the farmers from time to time. Not that they intended to deliver this identical wheat on the option, because in the great majority of cases it would not be of a quality deliverable on their contract and also the sellers would be generally so situated that there would be a heavy loss in freight if the sellers should ship their wheat to Chicago. Their idea likely was that the Chicago May option was above its value, based on the price that they were buying their wheat at from the farmers, and that by the time they sold their wheat, either the Chicago option would be lower, or their cash wheat would be worth more money. Then, when they sold their wheat, they would buy in their Chicago option or take off their hedge, as it is called.

The rapid advance referred to above caused many of the shorts to cover and many of the longs thought it was a good time to take profits, with the result that it is now said that the quantity of May option sold is reduced to about 30,000,000 bushels, which is said to be largely owned by Wall Street interests.

The total stocks of wheat of all kinds and in all positions, both public and private elevators in Chicago, is not much over 3,000,000 bushels, and the contract wheat will probably not amount to more than one-third of this amount. From this it would appear as if the shorts were in a very dangerous position and the market could be easily cornered. This is what makes these rapid and wide fluctuations and causes conservative brokers to advise their customers against dealing in the May option, recommending July or September instead. As cash No. 1 Northern and No. 2 Red in Chicago are selling above the option price, it would look as if the stocks of contract grades would not increase materially between now and May. There is, however, comparatively speaking, little of this high-priced wheat used in milling, almost the whole of the flour now manufactured being madeifrom wheat of lower grades, than those deliverable on the May option, which are selling at a big discount.

The surrounding markets, from which shipments can be made with advantage to Chicago, are Kansas City, St. Louis, Minneapolis and, especially, Duluth. Until the late bulge, these markets were relatively higher than Chicago, which made the position of the bulls very much stronger. Now, however, this advantage has been lost, and it is reported that sales have already been made of Duluth No. 1 Northern wheat, which will be delivered at Chicago after the opening of navigation to apply on sales of the May option in that market.

The price of wheat in the United States is away above an export basis, and the question as to whether the price of wheat will be maintained in the U. S. at its present high level depends entirely on whether the supplies on hand and the quantity the farmers will be willing to deliver before the new crop comes on the market, at current prices, will prove sufficient for the consumptive requirements for the ensuing three months.

The Winnipeg May option, as well as cash wheat, is in an entirely different position. The lower grades have been going for export in greater or less quantities ever since harvest, but the export of the high grades has been limited. Before the late break in the market, when May wheat was selling about $1.05, No. 3 Northern was about 3c. a bushel above an export basis, and No. 1 and No. 2 Northern 5c. a bushel above. With the May option down to 99c., Fort William, this wheat is still above export value, as the foreign markets have also declined somewhat, but nothing like the decline in Winnipeg. In fact, some No. 3 Northern has been worked for export. Before, however, the market there can be considered in a healthy condition, the price of all the grades should be down to an export basis. If a few millions could be moved out for export, then we would probably see another sharp upturn in the price of May or July wheat in that market, but a permanent advance cannot be looked for until the quantity offering on the market is largely reduced by sales for export.

The Food of the Plucky Jap.

THE recent announcement from London that the largest contractor for the Russian army had asked for quotations on Triscuit delivered at Vladivostock has revived discussion of the dietetic habits of the Japs. Upon what does the plucky little Jap feed that he can out-general and vanquish the big and lusty soldiers of the Czar? The people are not greatly interested in the rations that are adopted for the Russian army. What they want to know is: What sort of food and what kind of life have developed the valor and physical hardihood of the little men of the island empire?

Triscuit is the shredded whole-wheat

Grocers—
have you noticed
the steadiness of
Orange Meat
sales? No
spasmodic
movement
up or down.

This is just
what we like.
Of course we
could boom it
by plentiful and
costly advertising,
but

Orange
Meat

advertises itself
consistently,
evenly, regularly, just because
it is here and
wants to remain.
The grocers seem
to appreciate our
policy, for we
certainly have
their favor.

—

The Frontenac Cereal Co.
Limited.
KINGSTON.

cracker made by the same concern at Niagara Falls which makes shredded whole-wheat biscuit. Being compressed into a wafer it contains all the nutriment in the whole-wheat berry in small bulk, and is ready cooked. That it should be regarded as a good ration for an army is significant of the growing belief in whole-wheat food as having first-class strength-giving properties in proportion to bulk.

The popular notion is that the Jap subsists largely upon rice and dried fish. We know that he gets little beef or pork. We are rather surprised, therefore, to learn from Dr. Eastlake, of Japan, head of the school of foreign languages in Tokio, that cooked whole wheat forms such an important part of his daily dietary. In an interview in Philadelphia the other day Dr. Eastlake said:

> "The army biscuit consists of a cake one-fourth rice and three-fourths wheat, flavored with both sugar and salt. It is placed in water and allowed to swell up before eating. I have seen Japanese eat four of these cakes, but two were all I could manage."

We know what the valiant Jap has done at Port Arthur. Twice he has driven the ponderous Cossacks from this apparently impregnable stronghold. We know what he is doing in the arts and industries of fair Japan. And now we know that whole wheat—not rice—is the principal part of his dietary.

—

English View of Export Duty on Wheat.

IN view of the recent decision of the United States Government authorities to allow a duty draw back on exported flour made wholly or in part of Canadian or other foreign wheat, the following comment in the latest issue of Broomhall's Corn Trade News is significant:

"We are of the opinion that, notwithstanding the help the new arrangements will afford American exporters, the movement of flour to Europe from this quarter can only be on a very small scale, while wheat prices rule so high on the other side of the Atlantic.

"Canadian millers do not take kindly to the idea of their raw material going to the United States to be manufactured and exported. They claim that not only will the home millers lose trade, but also the transportation companies, whilst stock raisers and dairymen will be deprived of cheap mill offals; therefore, it is contended that Canada should put an export duty on all wheat taken out of the country by American millers for the purpose of grinding and exporting the same in the shape of flour. It is perhaps hardly necessary to say that the proposition is meeting with considerable opposition in the West, where the bulk of the wheat is grown. At first glance it seems absurd that a country which raises wheat for export should try to limit the market for its product, and one would be inclined to say there is not the slightest chance of any such law being passed. We believe, however, that the farming vote in Canada is not a heavy one, for the settlers who have gone in with the great rush of the last year or two have not yet qualified for voting, and in the older provinces the biggest voting power is in the towns. The imposition, then, of such an export duty as that alluded to may be possible, but we shall be rather surprised if ever it does become an accomplished fact."

—

Bread Up in Montreal.

The price of bread has been advanced to 10 cents a loaf in Montreal, beginning on Monday, March 6. The high price of flour is the immediate reason assigned for the rising qualities of the price of bread. The bakers say that six months ago flour was $4 per barrel. To-day it is $5.75 to $5.80, and the difference has wiped out their profits. The reason why they did not raise the price before is that many of them had large stocks of flour bought when it was cheap. In addition, the bakers' expenses are much heavier than formerly.

—

Unprofitable Grain Rates.

At a meeting of the Canadian Marine Association in Toronto on March 3, the question of grain rates came up for discussion. Owners of grain boats contend that on the present basis the handling of grain is unprofitable, and they are devising plans for increased freight charges.

—

Cereal Notes.

A company is being formed in Innisfail, Alta., for the erection of a modern flour milling plant.

The plant of the American Cereal Co., at Cedar Rapids, Ia., was damaged by fire to the extent of $1,500,000 on March 7th.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.



This illustration shows one side of a store fitted with

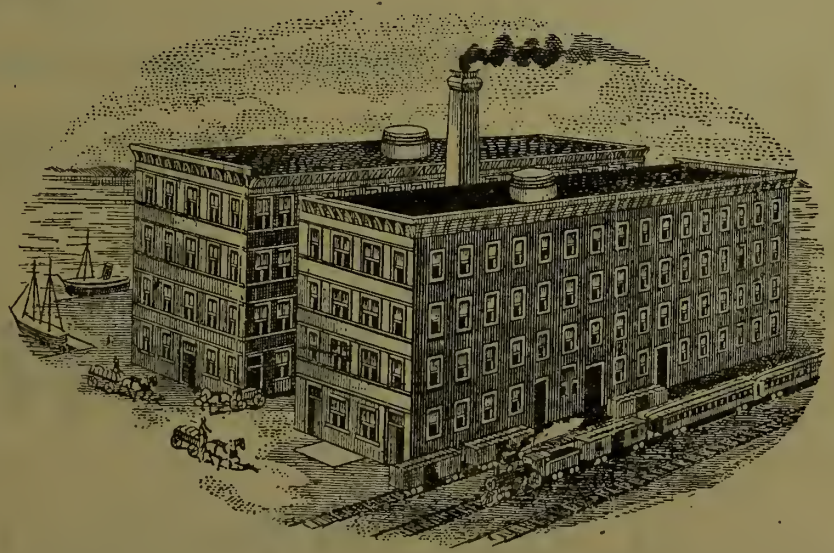
WALKER BINS.

Some grocers have an idea that **Walker Bin Fixtures** cost a great deal more than they do. They're surprisingly moderate-priced, and besides, it isn't necessary to fit up your entire store at once. Put in small lengths of Counters and Wall Cases and add to them from time to time as required. This makes the outlay small. It's an investment, not an expense. Write for illustrated booklet.

The Walker Pivoted Bin and Store Fixture Co.
Factory, BRAMPTON. Head Office, TORONTO.

We beg to call the attention of the trade to the fact that we have the most modern machinery for manufacturing the following goods:

Rolled Oats
Gran. Wheat
Gold Dust
Family Oatmeal
Ground Wheat
Sd. and Gr. Oatmeal



Pot and Pearl Barley
Ground Oats
Flaked Wheat
Split Peas
Pea Meal
Ground Corn
All kinds of Feed

Consequently the goods are the best in the market.

PHONE, WIRE OR WRITE US FOR QUOTATIONS. PROMPT DELIVERY IN MIXED CAR LOTS OR OTHERWISE. LETTER ORDERS A SPECIALTY.

WM. McCANN MILLING CO., OFFICE and MILLS FOOT JARVIS STREET Toronto

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Canadian Tobacco Culture.

THE yield of Canadian tobacco last year was 5,000,000 pounds. The tobacco itself was of a good quality, though the finished leaf might have been much improved by a better system of curing. The principal sources of it now are Kent and Essex counties, Ontario, and Montcalm, Joliette L'Assomption and Berthier, Quebec. This area could be greatly increased, and no doubt will be as soon as better methods of treatment of the leaf are instituted.

The advisability of experimenting with the growth of tobacco in the Canadian Northwest is being considered by the Government. A number of agents are in Wisconsin now, studying the seeding and curing operations. The State has placed a farm at the disposal of the Canadian agents to enable them to pursue their investigations to greater advantage. It is suggested that the Government establish experimental stations at various points, similar to the one in operation at Ottawa. By this means a fair idea might be given to the farmers of the actual possibilities in tobacco culture for their own districts. An estimate of the cost and profit could also be given.

U.S. Tobacco Output for 1904.

According to official returns, the output of cigars in the United States for 1904 was 6,891,980,786, as compared with 6,678,979,588 for 1903, an increase for the year of 213,001,198. In little cigars the total for 1904 was 606,758,871, an increase over the output for 1903 of 121,745,422. The output of cigarettes for 1904 was 3,167,181,482, an increase over the previous year of 19,328,091. In manufactured tobacco the output for 1904 totalled 320,814,160 lbs., as compared with 328,654,493 lbs. for 1903, an increase of 7,860,333 lbs.

Advice to Clerks.

THE following maxims, issued by a large tobacco corporation for the guidance of its employes, contain valuable suggestions for clerks engaged in the tobacco department of a grocery or general store:

No sale is complete until the customer is satisfied.

Every customer should have a reason for coming again.

Keep thinking what the man in front of you will say when he goes out.

You know how you would like the salesman to act if you were the customer—that's the way.

And, above all, be cheerful, smile and say "Thank you."

There is a good deal more to salesmanship than selling.

Never forget that what a customer asks for he wants.

To get a customer's attention give him yours.

Know your stock as well as you know your way home.

Good salesmen study the book of human nature.

The store floor is not a waste basket nor the counter a catch-all.

Hand things—don't toss, or throw, or tumble them out.

How to Light a Cigar.

AN experienced tobacconist prefaces his advice in regard to the lighting of a cigar by declaring that not one man in ten knows how to do it properly.

Fire is necessary, but a precious little of it lights a cigar. One man goes at it with a suction-pump sort of a struggle, as though he were determined to suck all the gas in the pipe through his cigar and in a hurry to accomplish the job.

He deliberately holds the cigar in the flame and puffs away for dear life until a third of it is burned up and the rest of it spoiled for smoking purposes.

There is a difference between burning a cigar and smoking it.

Overheat a cigar or coal up the tobacco and you have a rank-tasting, badly-burning cigar, unfit to smoke, no matter how good the tobacco is or how well made the cigar may be.

A spark or a single touch of flame will light a small tuck cigar thoroughly and well. Don't puff away like a steam engine and then let the fire go out. A cigar never tastes as good after relighting.

First light it, let it cool a little, then keep it so; smoke regularly, mildly and moderately, and you will have a cool, sweet smoke to the finish. A little art and common sense will make a good five-cent cigar taste better than a fifteen-cent Havana improperly handled.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

We Can Afford It

Namely, to back up our goods with a money-back guarantee. We can afford it just because people are not asking for their money back. When we sell our cigars they stay sold, and we make our profit. If grocers everywhere sent their goods back we'd soon have to withdraw this good offer:

We are ready to send to any reputable grocer in Canada 1000 cigars, assorted as desired, express paid, on usual terms. We are ready to refund invoice price for any unsold stock after three months.

Best to specify PEBBLE for a 5-center and PHARAOH for a 10-center.

HAVEN'T YOU AN ORDER?

J. Bruce Payne, Limited, Makers, Granby, Que.

March 10, 1905

To know how to wait is the great secret of success.

Good sound wisdom in that sentence. **T. & B.** Smoking Tobacco did not try to "push" smoker's favor. It had in itself the quality that would get known and keep known.

Grocers, are you making all of **T. & B.** that you should?

GEO. E. TUCKETT & SON CO., Limited, Hamilton, Ont.

Grocer Makes Money.

W. B. Murray, grocer, East Sherbrooke, P.Q., is but one of the many who realize the possibilities in a well-conducted cigar and tobacco department in a grocery store. Mr. Murray, after a good deal of persuasion, was induced to stock cigars. Fortunately, his cigar department was conducted in an energetic and progressive manner. A showcase was installed and good lines carried. In conversation with The Grocer, Mr. Murray waxed enthusiastic over his cigar and tobacco department, outlining its possibilities, in the way of financial returns, and the slight attention needed. A year's trial has convinced him, by actual results, of the money in this department, his sales for this period having exceeded his most sanguine expectations. A good share of the success of his department is attributed to the merits of "Royal Sport" and "Hogen Mogen" cigars, which have proved trade winners.

Trust Wreckage in Australia.

The complaint is made in Australia that the Anglo-American tobacco trust is forcing private dealers into bankruptcy, and the matter has been made a political issue. There is a demand for a royal commission to inquire into and report upon the position of the tobacco trade in relation to the production, manufacture and distribution of tobacco. It will be the further duty of that commission to ascertain the extent to which the trade is controlled by a monopolistic combination and the best method of regulating that trade, whether by nationalization or by anti-trust regulation.

The agitation has progressed far enough now to show that it will be one of the issues on which the next national elections will be fought out in Australia. The question will be nationalization or control.

Notes of the Trade.

The Manitoba Cigar Company, Limited, has been incorporated with a capital of $50,000.

Royal Egyptian Cigarettes

Rich in Flavor

Copious in Value

Great Sellers

All First-class Grocers should have them

J. M. Fortier, Limited, Manufacturer, Montreal

SMOKING

TONKA
SOLID COMFORT
PINCHIN'S
HAND-MADE

CHEWING

BRITISH NAVY
KING'S NAVY
BEAVER
APRICOT

Try them—that's the only way.

Let your customers decide it.

Countless thousands have decided in favor of **McAlpin's Tobaccos.**

The flavor did it.

And the grocers who sell them are the richer. Try them.

Freights and Charters

SWEET CAPORAL



CIGARETTES

STANDARD OF THE WORLD

Sold by all Leading Wholesale Houses.

SINNING of the weather has again ceased and a general loosening of the transportation companies taken place. The congestion in the Maritime Provinces has been broken, and once more the mails and freight trains are moving with orthodox regularity. The roads are in a terrible condition, and it is generally expected that for the next six weeks the breaking-up period will curtail shippers. Plenty of merchandise of all descriptions is being shipped from all the leading terminals in Canada. The big railways have been busy lately, and, all things considered, freights have improved more than was expected. Ocean cargoes are reported very heavy, especially from Portland, while St. John and Halifax have made a good showing. From Portland this week the steamer Cornishman will carry an immense cargo. Large quantities of grain have been loaded during the week. Speaking of cargoes, the load taken by the Manxman on February 22 was a record breaker, comprising in part 119,895 bushels of corn and 24,997 bushels of barley, in addition to 13,479 bushels of barley for Antwerp, as well as an immense cargo of general merchandise. The s.s. Dominion, of the same line, which sailed from Portland on February 25, also took a large cargo, including 40,200 bushels of wheat, also 400 sacks of oatmeal and a large quantity of provisions, such as 717 cases of bacon, 16 boxes of hams, 2,940 packages of lard, 1,907 packages of provisions, 3,588 boxes of frozen meats and 375 boxes of pork products. In addition, there were 7,902 barrels of apples and a large quantity of lumber and maple blocks. It was reported that when the Dominion was entering the Mersey, near Liverpool, she collided with the steamer Vancouver, but no details were available as to what was the result.

The Allan Line boats for the week are the Bavarian, from St. John, and the Hungarian, March 18, from Portland to Glasgow. The Bavarian is a fine, large boat, and a heavy cargo has been booked for this sailing. Great interest has been taken in Montreal over the new charters of The Dominion Coal Co., which include a large fleet of coalers for the coming season. The probabilities are that Montreal and the St. Lawrence trade will be better than it ever was this season.

Mr. James MacLean, son of Mr. Charles MacLean, of MacLean, Kennedy & Co., shipping agents and head line agents, has been appointed to a position in the freight offices of the C.P.R. Atlantic steamship service at Montreal.

BERTH QUOTATIONS--St. John, Halifax and Portland

The under-noted rates from West St. John are subject to 5 per cent. primage addltional.

Description.	Liverpool.	London.	Antwerp	Bristol.	Glasgow.	Manchester.	Belfast.	Dublin	Capetown and Port Elizabeth.	Leith.	Aberdeen.	Cardiff.	Hamburg.
Oil Cake	* 7/6	* 7/6	* 8/9	* 8/9	* 7/6	* 7/6	*10/6	*11/6	*12/6	.....	.....	.....	.....
Sack flour	* 7/6	* 7/6	*10/	* 8/9	* 7/6	* 7/6	*11/	*12/	*12/6	.....	.....	.....	.....
Canned meats, fish	*12/6	*12/6	*15/	*15/	*15/	*10/	*15/	*15/	*15/	.....	.....	....	.....
Provisions	*10/	*12/6	*15/	*15/	*15/	*10/	*17/6	*17/6	*15/	.....	.. ..	.....	.....
Tierces lard	*10/	*12/6	*15/	*15/	*15/	*10/	*17/6	*17/6	*15/	.....	.....	.....	.....
Pail lard	*15/	*17/6	*20/	*20/	*20/	*15/	*20/	*20/	*20/	.....	.....	.....	.....
Butter	*22/6	*25/	*25/	*25/	*30/	*22/6	.....	.....	*80/c.s.	.....	.....	.....	.....
Cheese	*17/6	*20/	*20/	*20/	*25/	*17/6	.....	.....	*80/c.s.	.. ..	.....	.....	.....
Eggs in c's (meas't)	*12/6	*15/	*15/	*15	*15/	*12/6	.....	.....	*40/c.s.mt.	.. ..	.....	.....	.....
Clover seed	*10/	*10/	*15/	.....	*15/	*10/	*15/	*15/	*15/	.....	.....	.....	.....
Cotton	‡15c	.....	.....	.. ....	.....	‡15c	.....	.....	.....	.....	.....	.....	.....
Apples, per bbl	Fine 2/	2/	‡ 3/	Fine 2/6	Fine 2/6	Fine 2/	3/	3/	10/c.s.	.....	.....	.....	.....
Meas't goods	†20/ 7/6	Tariff	.....	†12/6 20/	†12/6 20/	†10/ 20/	†12/6	†12/6	†15/	.....	.....	.....	.....
Leather sole	*20/	*25/	*30/	*25/	*30/	*20/	*22/6	*22/6	*25/	.....	.....	.....	.....
Leather finish	*15/	*20/	*25/	*20/	*20/	*15/	*17/6	*17/6	*20/	.....	.....	.....	.....
Lumber, hard	*10/	‡10½c	*15/	*12/6	*14c	*10/	*15/	*15/	*15/mt.	.....	.....	.....	.....
Lumber, soft	*12/6	‡12c	*17/6	*15/	‡16c	*12/6	.....	.....	*17/6mt.	.....	.....	.....	.....

* Per ton 2,240 lbs. † Per ton of 40 cubic feet. ‡ Cents per 100 lbs. without primage.

The above is for general information only. These rates liable to change without notice and are therefore **Subject to Confirmation.**

When ocean charges are collectable at port of destination, rates exchange on basis of $4.80 to £1 sterling. When ocean charges are prepaid, rates exchanged on basis of $4.86 to £1 sterling.

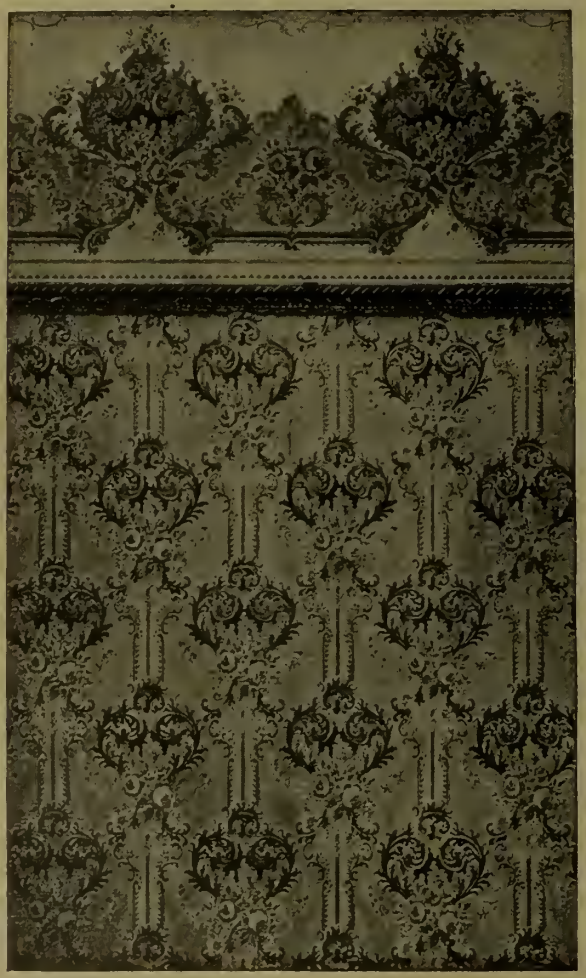
If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option prompt advice will be facilitated by informing us of the relative weight and measurement of the mdse. when applying for rate. It is also necessary to know shipping point and on whose account engagement is to be made. All contracts subject to confirmation.

WALL PAPER

BURLAP.

BURLAP, as a substitute for wall paper, is opposed by physicians on sanitary grounds. The rough surface gathers the dust quickly and provides a breeding place for numberless kinds of germs. This objection is met to some extent by covering the burlap with a coat of paint, but even then the hairy surface soon becomes dusty. This is an unfortunate defect, as the effect of burlap is exceedingly rich and attractive.

A substitute for burlap is made in Japan, which obviates the difficulty, and has the additional merit of being cheap. It is made of pulp, and so is free from the hairs which are the chief source of trouble in the original article. The success of the Japanese in the manufacture of mattings would lead one to believe that this product will become a noticeable feature in the wall decorations of the future.



A modern example of scroll and floral design in coloring suitable for parlor, hall or dining-room decoration, manufactured by Stauntons Limited, Toronto.

A SYSTEM OF DECORATION.

THIS month will see a general renovation of house furnishings. Dingy rooms can be made bright and new with a little fresh wall paper. Artistic displays of interior decorations will cause many a person to renew a room or two. Large, leafy and flowered designs in rather subdued colors are being extensively shown. There is something luxurious about them which is attractive.

While it is impossible to give any hard and fast rules for interior decorations, for after all the local conditions of light and the style of woodwork must govern the choice, yet some general principles might be laid down in recommending a system of papering. For the dining room, the most popular thing is a red burlap or unfigured paper up to a high wainscoting, with a light paper ranging from a grey to a yellow, in either case plain, from the wainscoting to the picture moulding. The result is very effective. For the drawing room, the flowered papers mentioned above, or an absolutely plain green tinted paper, is artistic and correct. For bedrooms, the quiet effects are desirable, whether in figured or plain papers. A general harmony in the interior decorations must be preserved. A light, bright room is in all cases to be desired. The warm effects of some of the flowered papers in red are some of the commendable features of the Spring offerings.

WALL PAPERS

FOR PANEL DECORATIONS. FOR WALLS AND CEILINGS YOU SHOULD HAVE THREE OR FOUR OF THE MOST POPULAR COLORS IN OUR

: : : No. 2639 : : :

THE BORDER ON THIS ADVERTISEMENT SHOWS BORDER AND CORNER DESIGN.

SAMPLES ON APPLICATION.

STAUNTONS LIMITED

TORONTO

KNOW YOUR STOCK.

A correspondent writes to an exchange:

"Good male help is the only kind we employ in our paper department. We compel them to become perfectly familiar with the stock and every detail of the business, as herein lies the success or failure of the department.

"The stock must be kept in such a way that any pattern or roll can be found at once, and it must be free from all small lots. We employ our own paper hangers, for the reason that they will do their best to hang it in such a way that it will insure us future work, while outsiders often lay poor work on the paper, while they themselves are to blame."

WM. BRAID & CO.
COFFEE IMPORTERS

How is your Coffee Trade?

BRAID'S BEST COFFEE is increasing in popularity every day because consumers appreciate its merit.

ARE YOU SWIMMING WITH THE TIDE?

If not, now is the time to change.
Don't let your neighbor outstrip you, as he surely will unless you carry a good stock of Braid's Best Coffees.
Bucking the current has carried down many a strong swimmer.

BRAID'S BLENDED COFFEES are the best for grocers to buy—

FIRST—Because they yield him a satisfactory profit.
SECOND—Because the quality never varies.
THIRD—Because they give the public better satisfaction than any other coffee sold.

These Coffees are a triumph of the expert coffee man's art. An order will make you a permanent customer of ours, and every sale a steady patron for you.

Write us for Samples

WM. BRAID & CO.,
Importers of Teas, Coffees, Spices, etc., VANCOUVER, B. C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

March 9, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—
"Bee" brand, 48 5c. pkgs., per case....$1 75
" " 27 10c. pkgs, " 2 00
" " 10 25c. pkgs, " 1 75

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
3 doz.	12-oz.	3 40
½ doz.	2½lb.	10 50
¼ doz.	5lb.	19 75

JERSEY CREAM BAKING POWDER.

½ Size, 5 doz. in case	$0 40
¼ " 4 " "	0 75
⅛ " 3 " "	1 25
1 " 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$ 45
OceanBaking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

MAGIC BAKING POWDER.



Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ¼ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ¼ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz.....$2 25

HOME BAKING POWDER, CO., MONTREAL.

Sizes.	Per doz.
2 doz. case ¼ lb.	$2 40
1 " 1 lb.	4 75

1 to 5 cases, 5 per cent.
5 to 10 cases, 10 per cent.



EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

"BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	$3 50
" " 36 10 "	4 00
" " 24 16 "	4 50
"Beaver" brand, 24-16 pkgs	4 80

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10



J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 16½c
"Sapphire"—14-lb. boxes, ½-lb. pkgs. per lb.....12½
"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb. 10

Black Lead.

Reckitt's, per box..... $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.



JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 60 pkgs.	2 25
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 45
" 5-doz. 10c. "	0 90

Boeckh's Brooms.

Bamboo Handles, A, 4 strings	$4 50
" " B, 4 "	4 20
" " C, 4 strings	3 95
" " D, 4 "	3 70
" " F, 4 "	3 40
" " G, 3 "	3 10
" " I, 3 "	2 70

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	0 18½

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 55

We Don't Ask You To EXPERIMENT

BECAUSE

BATGER'S

JAMS AND MARMALADES

SELL WELL
SHOW A PROFIT
PLEASE EVERYBODY

ROSE & LAFLAMME,
Montreal

It's Not SPECULATING There's Money In Them



Solves the Coffee Problem

Remember the name

Paterson's Camp Coffee Essence

A PAYING ARTICLE TO PUSH

ROSE & LAFLAMME,
Agents, Montreal.

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, 1lbs	$1.75
Orange, wbite and almond, ½-lbs	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs	3.75
" ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ¼-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb tins, 4½ doz. to case	per doz.,	$	.90
½ " " 4 " "	"		2.40
½ " " 2 " "	"		4.75
1 " " 1 " "	"		9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.



	Per lb.
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ½s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins	40c.
6-lb. boxes, 12 boxes in case, ½-lb, tins	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins	40c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44
Sweet chocolate powder—	
6-lb. boxes, 12 boxes in case, ½-lb. tins	32c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins	34c.
Premium chocolate—	
6-lb bxs., 12 bxs. in case, ½-lb. pkgs	33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs	33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs	35c.
Medallion sweet chocolate—	
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs	44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	44c.
Milk chocolate—	
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs	35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	35c.
Vanilla sweet chocolate—	
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs	32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	32c.
Tid-Bit chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	30c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs	30c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs	23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs	23c.

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65





Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20





TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream, per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70
"Beaver" coffee, 24-1 lb. pkgs	4 80
"Sun" brand, 25 and 50 lb. tins—	
Gem, roasted or ground	0 30
Extra, " "	0 26
Fine " "	0 22
Fancy " "	0 18
"Beaver" (ground only compound)	0 15

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon,	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1?

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and band-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 60
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	1? 00
Small size	"	1½ 00
Roquefort—Large size	"	2 40
Small size	"	1 40

RECKITT'S BLUE and ZEBRA PASTE {Always gives your Customers Satisfaction.

During LENT look after your SYRUP trade--bring it to the attention of your customers--draw particular attention to

"Crown" brand Table Syrup

and you will have most satisfactory results.

PUT UP IN TINS—

2-lb. tins—cases	2 doz.	Also in Brls., ½ Brls.
5 " " "	1 "	Kegs and Pails.
10 " " "	½ "	
20 " " "	¼ "	

Freight paid on 5 cases and over to all railway stations East of North Bay.

"Crown" brand Syrup is the very essence of Selected Corn, is *healthy, clean, clear* and *nourishing.*

SOLD BY ALL JOBBERS

LOOK FOR THE "CROWN" ON THE TIN

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT.

Works: CARDINAL, ONT.

164 St. James St., MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co.' Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unbered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
doz. packages (12 to a case)	0 75
doz. packages (12 to a case)	0 95

Cleaner.



	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Age

The Davidson & Hay, Limited, Toronto

Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

	Per doz.
" " 5 doz., at..	$ 1 40
" " 1 doz., at..	1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 06¾
7 and 14-lb. wood pails per lb.	0 06½
30-lb. wood pails "	0 06½
Pure Fruit Jellies—	
12-oz. glass jars, 2 doz. in case per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06¾
30-lb. wood pails "	0 06½
Home Made Jams—	
1-lb. glass jars (16-oz. gem) 2 doz. in case per doz.	1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper per lb.	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5-lb. boxes per lb.	0 40
"Acme" pellets, 5-lb. cans per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$ 3 60
3 cases "	3 50
5 cases or more	3 40

Matches.

UNITED FACTORIES, LIMITED. Per case.

Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

	1 case.	5 cases.
Parlor—		
Imperial	$3 75	$5 50
Best	3 75	3 50
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

OOLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins per doz.	0 85
" ¼-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins per lb.	$ 0 35
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins per lb.	0 25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars per jar	0 70
1-lb. jars "	0 25



Orange Meat.

Cases, 36 15c. packages	$4.50
5 case lots	4.40
(Freight paid.)	
Cases, 20 25c. packages	4.00
5 case lots	4.00
(Freight paid.)	

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints) per doz.	$ 2 30
Corked " "	1 90

Soda.

COW BRAND.



Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkas. containing 96 pegs.), per box, $3 00.

MAOIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

"BEE" BRAND.

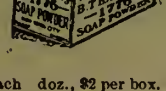
"Bee" brand, 8 oz., cases, 120 pkgs.	Per case
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	$2 75

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

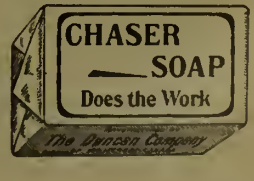
Maypole soap, colors per gross	$10 20
" " black	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

BABBITT'S.



Babbitt's "1776" 6-oz. pkgs $3.50 per box. 5 boxes as freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, bxs each doz., $2 per box.

WM. H. DUNN AGENT.



You'll Have to Hurry!

NEARLY ALL SOLD!

We haven't very many left. The book—

100 Good Ads for a Grocery Store

is finding its way to a good many grocers who want good ads at the smallest cost of time and trouble.

Sent for approval. If you keep it send $1.00; if you don't keep it, then we'll get it back.

THE CANADIAN GROCER, 10 Front St E., Toronto.

CHASER SOAP.

1 case $2 40
Special quotations for quantities.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 04½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06¾
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
"Bee" brand starch—	
" laundry, 64-12 oz. pkg. per case	$5 00
" " 32-12 " per ½ "	2 50
" corn starch 40-16 oz. pkg. " "	3 00
"Sun" borated starch, 40-16 oz. pk. per case	3 00
" borated starch, 50 box, 100 lb. keg	0 06¾
" laundry " 50 " " " "	0 05½
"Gem" " " 100 & 200 lb. kegs	0 05½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch— 1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry— 3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss— 1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss— 1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch— Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch— Boxes of 45 cartons, per case	3 50
Culinary Starches— Challenge Prepared Corn— 1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn— 1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch— 1-lb. packages, boxes 40 lb.	0 07

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb.	0 05½
Laundry Starches—	
No. 1 White, 1-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½



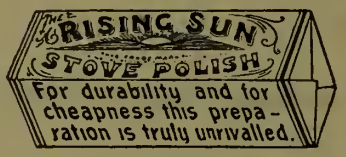
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

SAN TOY STAROH.

10c. pkgs, cases 5 doz., per case ... 4 75

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

DUNN, AGENT.



	pr. dz
Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 80
Blackene, 5-lb. cans, per lb.	0 10
Enameline stove dressing, per doz.	0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label— 2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10
(10 and 20 lb. tins have wire handles.)	
"BEAVER" BRAND.	Per case.
1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 60
SMALL'S BRAND—Standard.	Per case.
1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 30



Teas.

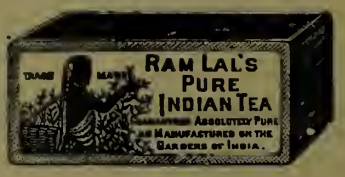
SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, 1's	0 44	0 60

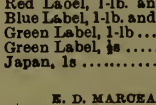


Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	
" " 120 ¼-lb.	0 36



LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ¼'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Laoel, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 40
" III 80-lb. boxes	0 36½
TMD AAA Japan, 40 lb " at	0 32½
" AA " 40 "	0 30
Blue Jay, basket fired Japan, 70 lbs.	0 27½
"Condor" IV 80-lb. "	0 32½
" V 80-lb. "	0 27½
" XXXX 80-lb. boxes	0 23½
" XXXX 30-lb. "	0 24½
" XXX 80-lb. "	0 21
" XXX 80-lb. "	0 22
" XX 80-lb. "	0 19
" XX 30-lb. "	0 20
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

Black Teas—"Nectar" in lead packets	
Green Label	retails 0 26 at 0 20
Chocolate Label	" 0 35 at 0 25
Blue Label	" 0 50 at 0 36
Maroon Label	" 0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb.	0 42½
" " —Maroon, 1-lb.	0 50
" " —Maroon, 1-lb.	1 50

"Condor" Ceylon black tea in lead packets

Green Label, ¼s, ½s and 1s, 60-lb. cases	retail 0 25 at 0 20
Grey Label, ¼s, ½s and 1s, 60-lb. cases	retail 0 30 at 0 23
Yellow Label, ¼s and 1s, 60-lb. cases	retail 0 35 at 0 26
Blue Label, ¼s, ½s and 1s, 50-lb. cases	retail 0 40 at 0 30
Red Label, ¼s, ½s and 1s, 50-lb. cases	retail 0 50 at 0 34
White Label, ¼s, ½s and 1s, 60-lb. cases	retail 0 at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1	per lb. 0 35
No. 2	" 0 30
No. 3	" 0 25
No. 4	" 0 20
No. 5	" 0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 39
" Amber, 8s. and 3s.	0 60
Chewing—Stag, bars, 10½oz.	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s	0 44
" Currenoy, 12 oz bars, 12s.	0 47
" " 6½s. and 13's	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½oz b'rs, sp'c'd 6½	0 51
" Pay Roll, 7s and 6½s.	0 52
" Fair Play, 8s. and 13s.	0 58

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality..	$0 30
Condor, pure distilled	0 25
Old Crow	0 20
Special prices to buyers of large quantities	

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals.	$5 45	$10 95
" casks, 60 "	10 25	22 40
Bottles, cases, 3 doz.	3 25	4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90
1 case 50 5c. packages free with 5-case lots.	
Freight prepaid.	

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz
Washboards, Victor	$1 30
" Crown	1 35
" Improved Globe	1 50
" Standard Globe	1 60
" Original Solid Globe	1 80
" Superior Sld. Bk. Globe.	1 95
" Jubilee	1 99
" Pony.	0 90
Diamond King (glass)	2 90
Tubs, No. 0	11 25
" " 1	9 00
" " 2	8 00
" " 3	7 00
Pails, No. 1, 2 hoops	1 85
" No. 3, "	2 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz.	1 05
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " 3 doz. 5c.	1 00
" " 3 doz. 10c.	1 80

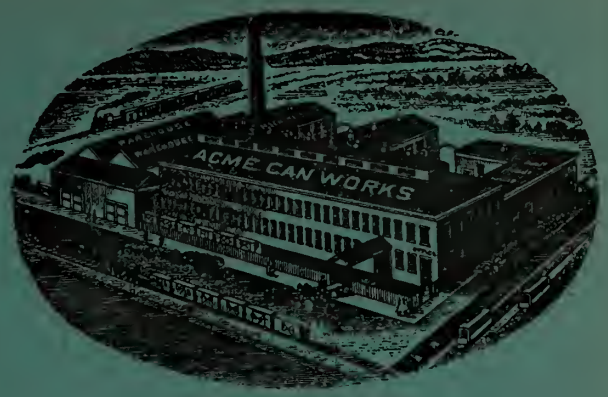
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WILSON'S PURE REFINED CIDER

if you want the best.

Ask for it. Take no other.

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W. H. WILSON CO.,
LIMITED
TILLSONBURG, CANADA



When in Need of Cans, Serve Your
Best Interests and Consult Us.

Acme Can Works make the largest assortment of any factory in America of TIN CANS by the latest up-to-date automatic machinery.

We are the only makers in Canada of
KEY-OPENING MEAT CANS, POULTRY CANS.
They are our specialties.

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Lard, Syrup, Butter } Pails

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Ontario Street East, - - MONTREAL, P.Q

All About Tea
From A to Z

Tea Hints for Retailers

BY JOHN H. BLAKE, TEA EXPERT

If you aspire to a greater knowledge on the subject of Tea, a knowledge that will make you an authority—Buy this book. The chapter on Tea-Blending is alone worth the price of the book.

Money refunded if you conclude, after a week's examination, you don't want it.

Postpaid, $2.00

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We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

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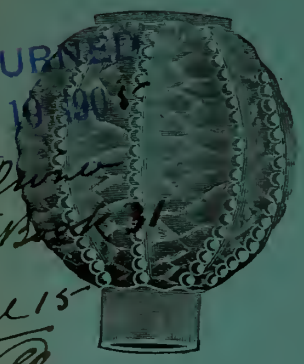
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McLAREN'S
COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.

DO YOU WANT ONE?



RETURNED
MAR 10 1905
T. Owen
cut Book 31
Page 15

GAS AND ELECTRICAL GLASSWARE

We have issued one of the finest catalogues of this line ever shown in Canada, and if at all interested you may have a copy for the asking.

Gowans, Kent & Co.

Toronto



RETURNED
MAR 10 1905

Did you write for List of our Assortment of Easter Plates?



IT'S REALLY ENJOYABLE

wholesome, appetizing Mince Meat that we make. It has a flavor that the other makers cannot get and that your customers want. This is why you should sell

Wethey's Mince Meat

"ONE TRY SATISFIES"

J. H. Wethey, Limited

ST. CATHARINES, ONT.

C. & B.

Pickles, Jams, Marmalade

and the finest

Preserved Provisions

CROSSE & BLACKWELL, Limited

LONDON, ENG.

C. E. COLSON & SON, MONTREAL, Agents.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision and Food Stuffs Trades of Canada.

VOL. XIX. MONTREAL AND TORONTO, MARCH 17, 1905. NO 11.

Robinson's Patent Barley

Sales are increasing all over Canada.
New Buyers are cropping up everywhere.
You cannot afford to be without

ROBINSON'S
PATENT BARLEY



Raised on It.

Christie, Brown & Company

TORONTO and MONTREAL Limited

Manufacturers of High-grade Biscuits

TORONTO, CANADA

The new biscuit is "Christie's Chocdip," a delicious Finger coated with Chocolate.

A talk with Grocers

The key note of every grocer's success lies in keeping what his customers want.

JUST NOW THAT IS

Mathieu's Syrup

of Tar and Cod Liver Oil

This syrup contains the well-known curative and tonic properties of pine tar and cod liver oil in their most agreeable forms and becomes more popular every year.

Easy to get, easy to sell. It cures without irritation.

J. L. MATHIEU CO., LIMITED
PROPRIETORS, SHERBROOKE, P.Q.

MATHIEU'S NERVINE POWDERS
are a sure cure for headache, etc. Retail 18 powders for a quarter Write for sample.

National Licorice Co.



Y. & S., SCUDDER and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.
Illustrated Catalogue on request.

MOLASSES

We have a very choice line of Molasses.

Made in our Refinery from

Best India Cane Sugar

and

Coarse, Medium and Fine Grain

"Crystal" Brand
Granulated Sugar

Made in Wallaceburg by WALLACEBURG SUGAR CO., LIMITED



When in Doubt Buy These Goods

Fry's Cocoa

Contains no injurious drugs, or chemicals, or factitious flavorings. Absolutely pure and hence of greatest strength. Sold and known the world over as "strongest and best."

When in doubt buy "*Fry's.*"

Cox's Gelatine

The oldest and most reliable Gelatine produced. Sure in results — quality never varies. The Gelatine that makes the housekeeper a firm friend of the store.

When in doubt buy "*Cox's.*"

Codou's Macaroni

Made only from the real Taganrog (Russian) Wheat. No other wheat produces such good Macaroni. Not the cheapest, but the "best."

When in doubt buy "*Codou's.*"

SOLD BY LEADING WHOLESALERS EVERYWHERE.



Just like fishing

Building up trade is just like fishing.

If you use the right kind of bait and cast your line where the kind of fish you want are most plentiful, you'll quite likely get a number of bites.

Then if you go about it right you are pretty sure to land most of them.

Apply the illustration to business

If you want to catch the grocery trade, cast your line where all the good grocers in Canada congregate every week—looking for bait to build up their businesses with—in THE CANADIAN GROCER. But

Suppose results don't come at fust
What be yew goin' tur dew?
Take out yewr ad, and kick yewrself,
An' go ter feelin' blew?
Uv course yew hain't; yew're goin' tew fish,
An' bait an' bait agin;
Bimeby some nibbles 'n bites 'll come,
Then yew'll pull 'em in.

Our Department of Advertising Service is now providing good bait for a number of our advertisers—and stands ready to help a few more in this connection.

Drop us a line about it.

The Canadian Grocer

10 Front St. E. Toronto.

232 McGill St. Montreal



Department of Advertising Service

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WE ARE HERE

To store, to ship, and if you wish, to sell, WE CAN DO IT. Consign your cars to us.

WILSON COMMISSION CO., Limited
Wholesale Commission Brokers,
BRANDON, MAN.

CALGARY.

Start the New Year Right

Increase your business by appointing us your Western Representatives. If you have anything to sell write us.

NICHOLSON, BAIN & JOHNSTON,
Wholesale Commission Merchants and Brokers
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Head Office: NICHOLSON & BAIN, WINNIPEG.

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Customs Brokers and Warehousemen
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Tel. Main 778. Bond 28.

WINNIPEG.

Dingle & Stewart
WINNIPEG, - - CANADA.
COMMISSION BROKERS.
Excellent Storage Accommodation.
Consign Your Cars to Us.

EASTERN MANUFACTURERS
—AND—
SHIPPERS.
All EYES are turned on
MANITOBA AND THE WEST.
WE
Represent some of the leading houses in
CANADA and the U.S.
INCREASE YOUR TRADE. WRITE US.
NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.

WINNIPEG.

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MANUFACTURERS' AGENT and WHOLESALE COMMISSION BROKER
UNION BANK BUILDING
Correspondence Solicited
WINNIPEG, MAN.

TORONTO.

W. G. A. LAMBE & CO.
TORONTO.
Grocery Brokers and Agents.
Established 1865

C. E. KYLE
WHOLESALE GROCERS' BROKER and MANUFACTURERS' AGENT
27 FRONT ST. E., - TORONTO
Highest references. Commissions solicited.

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THE GROCERY
Write or Wire
CHAS. MILNE
BROKER
VANCOUVER, B.C.

The GRAY, YOUNG & SPARLING CO., Limited
Salt Manufacturers
Granted the highest awards in competition with other makes.
WINGHAM
Established 187

BUY
Star Brand
COTTON CLOTHES LINES
—AND—
COTTON TWINE
Cotton Lines are as cheap as Sisal or Manila and much better.
For sale by all Wholesale Dealers
See that you get them.

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON
"GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax.

...ESTABLISHED 1849...
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Capital and Surplus, $1,500,000. Offices throughout the Civilized World
Executive Offices : Nos. 346 and 348 Broadway, New York City, U.S.A.

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THOS. C. IRVING, Gen. Man. Western Canada Toronto.

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HIGH-GRADE TOMATO CATSUP
Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.
This Catsup is far superior to many others and is giving perfect satisfaction.
Ask your wholesale grocer for it or see our travellers' samples.
The Capstan Mfg. Company
TORONTO, ONT., CAN.

THE AUER GAS LAMP
Delightful to read by.
Gives the Light of 100 Candles and Costs Less Than Coal Oil.
No smoke or smell. The whitest, clearest, softest light for reading or sewing. The different styles are suitable for store, church or home. SATISFACTION GUARANTEED. Catalog on Request.
AUER LIGHT CO., MONTREAL.

Disappointment to grocer or customer is unknown when
Sterling
Brand
Pickles
are in question. There is an untellable something about the Pickles and Relishes of this firm that gives them a position in the trade peculiar and alone.
Made in Canada by
THE T. A. LYTLE CO., LIMITED
124-128 Richmond St. West,
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BY ROYAL APPOINTMENT
CEREBOS
TABLE SALT
Used like Common Salt, but contains the Vital Phosphates of Whole Wheat.
USED IN ALL THE ROYAL HOUSEHOLDS AND ALL THE BEST HOTELS AND FAMILIES IN EUROPE.
Sold wholesale by the following firms:
Quebec: Whitehead & Turner. Montreal: D. H. Rennoldson. Ottawa: H. M. Bate & Sons, Ltd. Kingston: Geo. Robertson & Son. Toronto: W. G. Patrick & Co. Hamilton: Jas. Turner & Co., Ltd. Winnipeg. The Kenneth Mackenzie Co Victoria: R. P. Rithet & Co., Ltd. Vancouver: Kelly, Douglas & Co.

The Victories of Japan

on land and sea are as astonishing as the victories obtained by the teas of the wonderful little isle.

No grocer selling Japan Teas will fail to please his trade

If you haven't tried them do so. Cultivate them for your trade.

LARD



Orders can be filled by any of the leading jobbers in Canada or direct.

THIS SHOULD SETTLE IT

Any retail grocers that are handling any of the cheaper grades of compound we will be pleased to send them as small a quantity as 1-20 pound wood pail of our ***Boar's Head Brand Refined Lard Compound*** as a means of having them test the superior quality of our goods as follows :

Place the ***Boar's Head Brand Refined Lard Compound*** together with the goods you are selling in a warm place and keep them there for a period of ten days, at the conclusion of which time you will find that the ***Boar's Head Brand Refined Lard Compound*** is in good condition and neutral in odor, while the cheaper grade of Compound will have an objectionable tallow odor. ***Boar's Head Brand Refined Lard Compound*** will keep neutral under the same conditions that any other cooking grease will become rancid, four or five times as long.

Tierces -	400 lbs.	Pails, tin -	10 lbs.
Tubs - -	60 lbs.	" " -	5 lbs.
Pails, wood	20 lbs.	" " -	3 lbs.
" tin -	20 lbs.		

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THE N. K. FAIRBANK COMPANY,

Wellington and Ann Sts., MONTREAL, QUE.

Never Disappoint

a customer on **Condensed Milk** or you will lose his trade.

REINDEER BRAND

means pure rich milk and is the best substitute for fresh milk. Every Tin Guaranteed.

W. G. A. LAMBE & CO., Canadian Agents.

Old fashioned notions are sometimes discounted in these days of false impression, but people who use Baking Soda insist on buying the

"COW BRAND"



because of the satisfaction it has given for over 50 years. That means a lifetime of satisfactory service. People wouldn't buy and keep on buying if there was any skimping at all in the goods

If you want more recipe books for free distribution, you're only to say the word.

JOHN DWIGHT & CO., Manufacturers
MONTREAL

IVORINE
COLD WATER
STARCH

Worthy to be recommended by Grocers for general use in every household. A boon to the Laundress. ***Cold Water*** and ***Ivorine*** go together.

Cases, 40 packages, $2.50

Your Jobber sells it.

St. Lawrence Starch Co., Ltd.
Port Credit, Ont.

Reduce Your Tea Stock

Put your money to work where it will earn more interest.

You can do it without sacrificing the tone of your tea department.

Clear out those slow selling lines. Drop the inferior and sell the superior

CEYLON TEAS

They are the teas that sell.

In both Blacks and Greens.

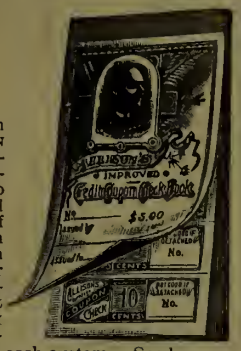
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demands modern methods. The ALLISON COUPON BOOK is a strictly modern CONVENIENCE and SAFEGUARD against mistakes and consequent loss of money. It is better than any pass-book, punch or check system ever invented, and its absolute accuracy makes it the CHEAPEST SYSTEM on this big earth—excepting, of course, the cash system. See here

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for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

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THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT



¾-lb. tins—3 doz. in case.

SOLD BY ALL JOBBERS

STRONG
DURABLE
LIGHT



POROUS
AND
CHEAP

Grocerymen

Have you sent us your order for FLOWER POTS?

NO. 1 ASSORTMENT - $5.10
NO. 2 ASSORTMENT - $4.15

Crates of assorted Pots, Fern Pans, Saucers, etc., prepared to order.

The FOSTER POTTERY CO.
HAMILTON. Limited

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL.

PICKLES

"Queen Quality" Pickles

Mixed and Chow
Bulk and Bottled

Our Sweet Pickles do not Sour, and our Sour Pickles do not Mould.

Taylor & Pringle Co.

LIMITED
Owen Sound, Ont.

3 Lines to Sell

Sutton's Ammonia Essences

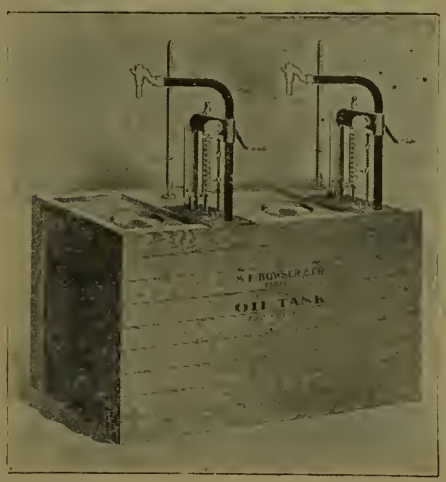
(Worcester)

Sauce

Write for list and particulars to

G. F. SUTTON SONS & CO.
KING'S CROSS
London, Eng.

WILL IT PAY?



Double First Floor Outfit

Every business transaction is weighed by one standard

WILL IT PAY?

If you handle *oil of any kind* it will pay you to purchase a

BOWSER
SELF MEASURING
OIL TANK

Let us ask you a few questions:—

Is it worth 10 cents a day to handle your oils without waste?

Is it worth 10 cents a day to sell your oils without loss of time or labor?

Is it worth 10 cents a day to have no leaky, dirty measures and funnels to handle?

Is it worth 10 cents a day to keep your oil room neat and clean?

We might propound a hundred questions equally as pertinent. If any of these is worth 10 cents a day, is not the combination of the many worth more than the cost of a "Bowser Self Measuring Oil Tank" which will give you all of these advantages?

Let us give you full particulars. Ask for Catalog "B."

S. F. Bowser & Co., 330 Front St. West TORONTO.

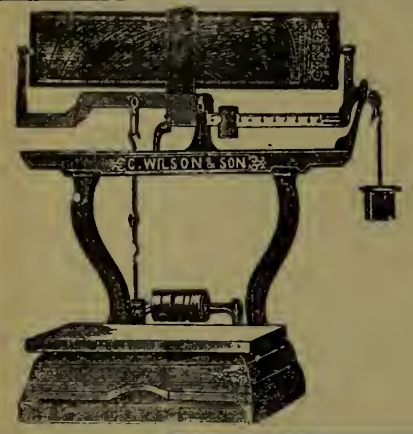
THERE'S ONLY ONE

reason why you should sell

JAMES' DOME BLACK LEAD

and that is because it is the best; for the proof of this look at its record, over 65 years on the market, and still at the top.

W. G. A. LAMBE & CO., Canadian Agents. ***Keep up your stock.***



Paid For Itself.

C. WILSON & SON, Limited, Scale Manufacturers,
TORONTO. HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

I have used your **BALL-BEARING COMPUTING SCALE** for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

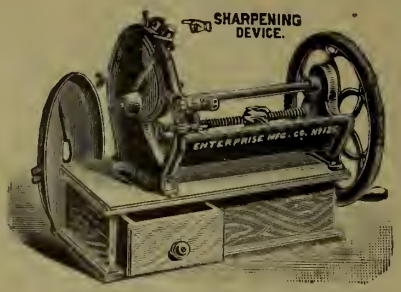
Yours truly, ———

One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

C. WILSON & SON, Limited, **TORONTO.**

"ENTERPRISE"

Rotary Smoked Beef Shaver
With Patented
Self-Sharpening Device



LIFTING A LATCH DROPS SHARPENER INTO PLACE

A FEW TURNS OF THE WHEEL GIVES BLADES A KEEN EDGE

No. 125, 1 Blade, - $22.50
No. 129, 2 Blades, - 22.50

Rapid Grinding and Pulverizing Mills

40 Sizes and Styles for Hand, Steam and Electric Power



No. 512, - - $13.50

We also make
Self-Priming and Measuring Pumps, Self-Measuring Faucets, Bung Hole Borers, Self-Gauging Cheese Knife, Meat and Food Choppers, Etc., Etc.

Illustrated Catalogue Mailed Free
Order from your Jobber

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.

GROCER REFRIGERATORS

The Best Finished and Most Up-to-Date Grocer Refrigerator on the Market.



FOR SALE BY ALL DEALERS WHO HANDLE BRANTFORD REFRIGERATORS, OR BY THE MAKERS

Write for descriptive circular.

HAM & NOTT CO., LIMITED, Brantford, Ont.

WHAT'S THE USE



of spending the biggest part of your life in an inconvenient, untidy-looking store, when you can fit it with ***WALKER BINS*** at an outlay of money that soon comes back to you in increased patronage and sales? They make your old store a new store, you have a place—and a clean place—for everything, and it's no trouble to keep it there. No waste stock, no insects, no tasters to decrease your profits. Everything in sight, too.

PEOPLE BUY MANY THINGS THEY WOULDN'T THINK OF IF THEY DIDN'T SEE THEM.

Booklet for the asking.

The Walker Pivoted Bin and Store Fixture Co.

Factory, BRAMPTON. Head Office, TORONTO.

The Latest Cash Register

A MONEY AND LABOR SAVER



THE NEW "L" MACHINE

A CASH REGISTER that not only records all Cash Sales, Credit Sales, Money Received on Account, Money Paid Out or Money Changed, but in addition issues a check which shows the total amount of the sale made, the clerk who made the sale, and prints in red a separate amount showing a sale has been made of a certain line of goods.

This cash register enables you to keep an absolute and accurate record of any particular line of goods, as you are able to compare the sale of one brand of goods with another, as to which pays you the most money.

A National Cash Register

Saves money and pays for itself out of the money it saves.

Let one of our representatives explain how this system is carried out.

CUT OFF HERE AND MAIL TO US TODAY

NATIONAL CASH REGISTER COMPANY, DAYTON, OHIO

I own a_____store. Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy.

_____ *Name*

_____ *Address*

_____ *No. Clerks*

This list is for the purpose of placing retailers, manufacturers' jobbers and other readers in touch with reliable and competent accountants and auditors whose services are so frequently required for such purposes as opening books,

Leading Canadian Accountants and Auditors

adjusting and auditing accounts, arranging partnerships or organizing joint stock companies, devising special office systems, making collections and investigations, handling estates, making valuations, etc.

DAVID HOSKINS, F.C.A.
Chartered Accountant, Auditor, Financial Valuator.
27 Wellington Street East, - - Toronto, Canada.

This Space $15 a Year.

JENKINS & HARDY,
Assignees, Chartered Accountants, Estate and Fire Insurance Agents.
15½ Toronto Street Toronto.
465 Temple Building, Montreal.
100 William Street, New York.

This list is for the purpose of placing manufacturers, wholesale and retail merchants and other readers throughout Canada, and firms abroad doing business in Canada, in touch with the legal profession throughout the Dominion, for the collection of accounts, legal representation,

LEGAL CARDS.

organization of companies, the arrangement or dissolution of partnerships, or assignments, as well as all other matters of a legal nature.
For advertising rates apply to MacLean Publishing Co., Limited, Montreal or Toronto.

TUPPER, PHIPPEN & TUPPER,
Barristers, Solicitors, Etc.
Winnipeg - - Canada.

ATWATER, DUCLOS & CHAUVIN
Advocates. Montreal.
Albert W. Atwater, K.C. Consulting Counsel for City of Montreal. Chas. A. Duclos. Henry N. Chauvin.

BEATTY, BLACKSTOCK, FASKEN, RIDDELL & MABEE
Barristers, Solicitors, Notaries, Etc.
Offices, Bank of Toronto.
Tel. Main 3813. - - - - - Toronto, Ont.

IRWIN & JONES, Barristers, etc.
H. E. Irwin, K.C., Clerk of the Peace, County of York; B. Morton Jones, B.C.L.; Solicitors for Equity Fire Insurance Co., Berlin Fire Insurance Co.
24 King St. W., Toronto. Weston, Ont.

W. G. WILSON
Barrister, Solicitor, Notary, Conveyancer, etc.
Napanee, Ont.

MEWBURN & AMBROSE
Barristers, Solicitors, etc.
S. C. MEWBURN, E. H. AMBROSE,
Hamilton, Ont.

WM. A. McLEAN
Barrister, Solicitor, Etc.
Head Office, Guelph, McLean's Block.
Branch Office, Acton, Town Hall.
Corporation Solicitor, Etc.

Educational Department.

The following institutions for the education of business men's sons and daughters are recommended by this paper:

St. Margaret's College, Toronto

A Boarding and Day School for Girls.
Thorough courses in every department.
Only teachers of the highest academical and professional standing employed.

GEORGE DICKSON, M.A., Director.
MRS. GEORGE DICKSON, Lady Principal.

METROPOLITAN

Telegraphy, Shorthand, Commercial, Civil Service, Banking Courses, the Best in Canada. We guarantee to place every competent Student. Ask for a list of our Students placed during the last three months. One or all courses same price. No Restrictions.

METROPOLITAN BUSINESS COLLEGE.
R. A. FARQUHARSON, B.A., Principal,
44 Bank St., Ottawa, Can.

ALCOHOLISM

The best treatment for all persons afflicted with the disease of drunkenness, is known only to

DR. MacKAY, Address City Hall, Montreal, Que.
Absolutely private treatment.



WE ARE AWFULLY BUSY PRINTING FOR OTHERS

But we have time to do your work too. Send for our Sample Book. A 2c. stamp brings it.

G. A. WEESE & SON, 44 Yonge St. TORONTO

STANDARD TELEPHONE SETS FOR SALE

$5.00 per set. Slightly used but in good order

Apply to
SALES DEPARTMENT:
178 Mountain St., - Montreal, Que.
OR
To any local manager of the Bell Telephone Company of Canada.

HOTEL DIRECTORY.

NEIL McCARNEY, PROP. W. C. McCARNEY, MANAGER

THE PROVINCIAL

LEADING COMMERCIAL HOTEL. GANANOQUE, ONT
Located in Heart of Business Section. Ten First-class Sample Rooms.

HOTEL GRAND

O. F. BAKER, PROP. GALT, ONT
First-class accommodation for Commercial Men.

Trade With England

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"
(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)
Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

C. & B.

FINEST PRESERVED PROVISIONS

Cleanliness and Purity
Carefully Packed

SPRING ORDERS NOW ON THE WAY

HAVE WE GOT *YOURS?*

CROSSE & BLACKWELL, Limited
London, Eng.

C. E. COLSON & SON, MONTREAL, Agents.

A SELLER

COPPER KING WASH BOARD

Extra Heavy Electro-Plated Zinc—Will last four times as long as the ordinary board.
A ***handsome, very durable*** Board—Will delight your customers and bring repeat orders
Freight paid on five dozen lots as far north as North Bay.

Ask our Travellers about this.

W. H. GILLARD & CO., HAMILTON

Wholesale Grocers, Tea and Coffee Importers.

WOOD'S BOSTON COFFEES
THOMAS WOOD & CO.
IMPORTERS AND ROASTERS
BOSTON, MASS.
PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

No "Missing Links"

Like a long chain they form a complete unbroken line.

Each one link in that chain represents the best and strongest of its own grade and quality, from the ordinary to the very highest.

The whole Coffee world is represented in this magnificent line that constitutes ***WOOD'S COFFEES.***

OANADIAN FACTORY AND SALESROOM,

No. 428 St. Paul St., - - MONTREAL.

½



ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, - Montreal

---

3 REASONS

Why You Should Stock With These



Sell Well

Good Profit

Give Satisfaction

ROSE AND LAFLAMME
MONTREAL

GOSSIP ABOUT OURSELVES

An Invitation.

THE Grocer has often extended an invitation to its readers to make the office of The Grocer their headquarters when visiting Montreal, Toronto, or Winnipeg. It will do no harm to repeat the invitation. Members of the trade are always welcome visitors at our offices. We are often able to be of service in affording information, and we on our side are always glad to get the point of view of another. By the interchange of ideas progress is occasioned, and an editor can never be more profitably employed than in discussing trade conditions with visitors from outside places.

It should not be thought, however, that it is necessary to come to Toronto, Montreal or Winnipeg to talk to the editor. If you have a difficulty, an idea, a suggestion, that might be solved to interest or help some one else in the trade, write to The Grocer. As the organ of the trade, The Grocer should be a changing house of ideas. Its columns are open for the discussion of matters of trade interest. Give the trade the benefit of your ideas. Write now.

Getting Busy.

The Special Spring and Export Number of The Grocer has begun to absorb the attention of all our departments. The engravers have in hand the design for the cover, which promises this year to be the finest we have used. The editors have been laying plans and developing ideas for months, and believe that the new features which will be found in this Spring's special will not do them any discredit. The advertising men have not said much so far but are convinced that with strong editorial features that are being worked out, they will have no difficulty in breaking all records. The mechanical department are prepared to do their part, if given a chance. By a chance, they mean time. It takes time to do a fine job in printing; when, therefore, the advertising or make-up man gets after the advertiser for copy, let him not think it is the result of innate cussedness or a preverse desire to drive the adverliser to drink. Remember, that the mechanical department is after the make-up man, and the latter is after the advertising man, and that his insistence on getting copy early is born of an ambitition to do you a good job and to turn out the finest copy of The Grocer, typographically, that can be printed.

A Friend Down by the Sea.

The Grocer is in receipt of a letter from Mr. M. G. DeWolfe, a well known business man in Kentville, N.S., and an ex-president of the Maritime Board of Trade. The letter is particularly interesting in view of the graphic description it gives of the facts of the sever snow storm which the Maritime Provinces experienced recently. He says: "Hope you are not having our experiences as to Winter. The first through mail train for sixteen days from Halifax arrived at noon to-day, February 27. No Montreal papers except dates of February 13 and 20, and they came both to-day. Our mails have been sent from Halifax to St. John, to come to Digby by boat, and are still there. Halifax mail of February 13, 16, 17, 18, and 20 has not yet reached us. The D.A.N. has had a fearful time, and out of coal. No freight since February 10, and towns along the line are short of fuel, food and flour. Our Board of Trade, and all the volunteer citizens available, have helped shovel and pick out the road, but wind and storm seem to rage each day. No train west of here for some time. A storm of snow and wind is now in evidence, but the train has returned to Halifax and I trust will reach us again to-morrow. Business has been at a stand still, even the banks being idle. So far, no suffering has occurred here, as we found quite a lot of flour and some coal at Port Williams and Wolfville, but that stock is now exhausted. It is quite a treat to get a week's mails at once, and to find that the world did move all the same. I feel sorry for the poor chaps out on the country roads, a long distance from supplies. Some of them have had a hard time to get to market. For over two months we have had this bitter weather, only fit for Siberia. Am looking forward for The Grocer of February 10 and 24. The issue of February 17 arrived to-day."

This reads like the old time experiences of half a century ago, when railways did not exist in Canada, and communication between different parts of the country were delayed on account of Winter storms.

Word From the Indies.

The Grocer's travelling representative, Mr. John Cameron, so well known throughout Canada, is enjoying to the full his trip through the West Indies. In a recent letter, Mr. Cameron says: "I leave here, Hamilton, Bermuda, some time to-morrow, per steamer Ocamo, for St. Lucia, Barbadoes, Trinidad and Demerara. The Ocamo does not call on all the islands going south, but on my return trip will do so. This will afford me an opportunity of visiting them all. I also ran out to St. George, twelve miles from Hamilton, and to Somerset, an equal distance away, and I am pleased to say did well in both villages.

"I find the stores are located far apart from each other, taking considerable time to get at them. I am afraid it will take me a long time to get back to Toronto."

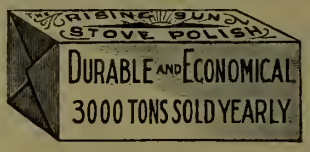
The latest report from Mr. Cameron, dated Georgetown, Demerara, indicated continued success, and go to show that The Canadian Grocer is being received very cordially by the West Indians, who manifest a strong desire to develop their trade with Canada.

All Read Grocer

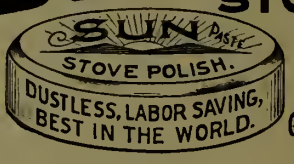
The Grocer is in receipt of the following letter from Mr. Horace Haszard, M.P., of Charlottetown, P.E.I.

Mr. Haszard, as business man, Member of Parliament, and ex-President of the Maritime Board of Trade, is extensively known throughout the western as well as the eastern provinces. The fact that he should notice, mark and go to the trouble of having corrected a typographical error in one of The Grocer's articles, shows how widely, and how

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE.



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers ; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

closely The Grocer is perused. It is worthy of notice that the same article should have been read and noted by Prof. J. A. Ruddick, Dairy Commissioner.

The Maclean Publishing Co., Limited.

Gentlemen: Upon looking over The Canadian Grocer of January 13 last, page 21, I noticed an error in the figures showing the increase in the dairy industry of Canada, in so far as they related to P. E. Island, and on January 18 I wrote to Professor J. A. Ruddick, Commissioner of Agriculture, calling his attention to the matter, and later I received a reply from him stating that he intended writing you to have the correction made.

Owing to the continuous stormy and severe weather, our mails have been very much interrupted, so that since 13 January, I only received one number of The Grocer, dated 3rd February.

If the correction has been made, would you kindly oblige by mailing me a copy containing the correction. When writing to Prof. Ruddick, I pointed out that according to the table presented, P.E. Island was made to appear as having stood still, whilst the other provinces showed wonderful progress, during ten years, 1890 to 1900. The industry in this province was only just getting under way in 1890, but the figures for 1900 were used in both instances.

Yours truly
Horace Haszard.

Charlottetown, P. E. I., 21 Feb., 1905.

Appreciation.

That appreciation of The Canadian Grocer is not restricted to the confines of Canada, is evidenced from a recent letter received from The Cumpson-Prentiss Coffee Co., Buffalo, N.Y., in which they remark that they find The Canadian Grocer "A hustling and up-to-date journal, of great interest."

Among Ourselves.

Mr. Richard Quayle, of Ishpeming, Mich., writes that The Canadian Grocer is the best publication of the kind he has ever seen.

EXPORT SHIPPERS' LIST.

The value of having at hand a selected list of shippers' agents and manufacturers arranged alphabetically under their different towns must be apparent to every business man, and the general arrangement of the 1905 edition of "The Export Merchant Shippers of Great Britain and Ireland" is most convenient for ready reference. The publication is now in its fortieth year, and the present volume has received thorough revision, with special attention given to index to class of goods shipped. It should be even more useful than before to buyers of British goods. It is published by Dean & Son, 160a Fleet street, London, Eng., and the price is 15s. 6d. net. Members of the trade desiring the same will kindly mention The Canadian Grocer in application.

BACK TO IMPROVED PREMISES.

L. Chaput, Fils & Cie, wholesale grocers, Montreal, whose premises on Des-Bresoles street were destroyed by fire, have removed to their rebuilt and renovated premises. The new building is thoroughly improved in every respect, the sample rooms and general offices enlarged and brightened up, a new room for use of travelers arranged, typewriters' room and private offices added. A tour through the building under the guidance of Mr. Armand Chaput, of the firm, by The Grocer representative, showed a most completely rehabilitated and improved establishment, the shipping, receiving, packing and bonded warehouse and cellars being such as to admit of careful and speedy receiving and delivery of goods. The sample room is most conveniently altered, the re-arrangement of the showcases and desks tending to quick attention to customers. The lighting seems to be about as perfect as can be arranged and their new telephone system the most modern attainable. When thoroughly equipped with the introduction in a few days of magnificent office counter and bank railing compartments the edifice may be considered as one of the most complete on the continent. L. Chaput, Fils & Cie should certainly be proud of their new quarters.

A REFLECTION OF THE PAST.

William Pinkerton, the detective, was praising the various cash-registering devices that have come of late years into world-wide use.

"These machines," he said, "have undoubtedly diminished crime. They have saved many weak persons from a daily, an hourly temptation hard to withstand. They have also saved employers a great deal of money, for they have driven the dishonest out of a field of work wherein they loved to labor in the past.

"I heard of a clerk in a grocery the other day who was getting $8 a week. He had to be on duty at 7 in the morning, and he was not through till 7, and sometimes 8, at night. The poor fellow had no time for anything but work and sleep.

"He found time, though, to get married, and the week after the ceremony he asked his employer for a raise.

" 'Why, Horace,' the employer said, 'you are getting $8 a week. What ails you? When I was your age I kept a wife and two children on $8 a week and saved money besides.'

" 'They didn't have cash registers in those days,' said Horace bitterly."—Cincinnati Enquirer.

INCREASE your Fish Trade and your Profits by handling

EMPIRE COD STRIPS

JUST TO HAND

Behring Sea Whole Cod
Pacific Coast Smoked Salmon
Behring Sea Maple Leaf Cod, 1 lbs.
Pacific Coast Smoked Halibut

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

LENT is near at hand.

We have a full line of Fish at very attractive prices.

Kegs	Salmon Trout.
Half-Barrels	No. 2 Fat Mackerel.
Pails	No. 2 Fat Mackerel.
Half-Barrels	No. 1 Labrador Herring.
Barrels	No. 1 Labrador Herring.
Pails	No. 1 Labrador Herring.
Cases	Boned and Skinned Cod, 100 lbs.
Quintals	Cod, 112 lbs., very nice.
Boxes	Pure Cod, Boneless, 1's and 2's Blocks.

All Pickled Fish rebrined before being sent out.

LET US HAVE YOUR ORDERS.

JAMES TURNER & CO., - Hamilton, Ont.
Wholesale Grocers

If you want to give your customers a treat send us an order for

TARTAN

Peaches, Pears, Plums, Raspberries, Strawberries, etc.

THESE ARE THE FINEST GOODS PACKED. *ALL TARTAN* BRAND GOODS GUARANTEED BY

BALFOUR & COMPANY,

WHOLESALE GROCERS - - HAMILTON

"FORCE" FOOD—Special Deal

Your Last Chance. Until March 20th we will allow 40c. rebate per case on 5-case lots, freight prepaid, thus bringing price down to $4.00 per case. On 2-case lots we will allow 25c. rebate per case. **Order now.**

THOMAS KINNEAR & CO.

Wholesale Grocers TORONTO AND PETERBORO

MAPLE SYRUP

Beauce Brand

Wine Measure

TINS— 6 gallons to Case	- -	**$4.50** per case
12½ " "	- -	**4 80** "
24½ " "	- -	**4.80** "
24 pints "	- -	**2 50** "
BOTTLES—12 quarts "	- -	**2.40** "

Imperial Measure

TINS—5 gallons to case	- -	**$4.25** per case
BARRELS—350 lbs.	- - -	**.06** per lb.
KEGS—150 lbs.	- - - -	**.06¼** "

Freight prepaid on shipments of 3 case lots and over, or on kegs or barrels to all railway points in Ontario as far north as Owen Sound, Gravenhurst, and on the main line of the C.P.R. as far as North Bay. To all points beyond these limits and east of Winnipeg a freight allowance of twenty-five cents per hundred lbs. will be made.

We are now booking orders for new run syrup to be shipped on or about the first April. ***BEAUCE BRAND*** is the standard of excellence.

Special Quotations Given on Quantities

A. F. MacLAREN IMPERIAL CHEESE CO., LIMITED
SOLE AGENTS, - - TORONTO, ONT.

Business Changes

ONTARIO.

R. WATSON, general merchant, Hyde Park Corner, has sold out to Walter Reeve.

A. J. Vandrick, grocer, Listowel, has sold to F. Vandrick.

J. C. Dupont, grocer, Ottawa, is retiring from business.

Mrs. Chas. Heavey, grocer, Arnprior, is giving up business.

C. Dahm, grocer, Rat Portage, has assigned to E. Appleton.

The assets of Alex. McKenzie, grocer, Ottawa, have been sold.

J. Morrison has opened up a flour and feed store at Tillsonburg.

Mrs. F. Powell, confectioner, Perth, has advertised her business for sale.

The Winchelsea Creamery, Goderich, has been sold to Mr. Medd of Simcoe.

Geo. B. Lodge, grocer and crockery merchant, Windsor, has compromised.

R. Graham, grocer and crockery merchant, Clinton, has sold out to M. Ballard.

The assets of Willis Benjamin, general merchant, Lanark, are to be sold on March 20.

A meeting of creditors of G. T. Pendergast, tobacconist, Toronto, was held March 14.

Joseph H. Bowman, flour and feed merchant, Wingham, has sold out to Wm. Bone.

A. S. Russel, general merchant, Galetta, has taken S. W. Beswick into partnership.

The R. Pickard Co., general merchant, Hensall, have sold to Wm. Bawden & Sons.

T. McCormick, grocer, Arnprior, has disposed of his stock to B. F. Moag, of Smith's Falls.

A. Hearn, baker and confectioner, Toronto, has assigned to S. R. Stewart, of N. L. Martin & Co.

W. A. Coulson, cigar dealer, Ottawa, has assigned to F. A. Larmouth, and a meeting of creditors was held on March 10; assets to be sold.

The stock, etc., of Wm. P. Dunnell, tobacconist and confectioner, Toronto, has been seized by landlord and was advertised to be sold on March 10.

QUEBEC.

A meeting of the creditors of G. A Perry & Co., general merchants, Dalhousie Station, was held on March 9,

YOUR PICKLE

We are offering a rattling good value in a **16** ounce bottle, Mixed or Chow, stock superior to most lines of imported. We can make you a very attractive price on these packed in barrels of 7 dozen.

OUR TRAVELLERS WILL TELL YOU ALL ABOUT IT.

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

and the company have offered to compromise.

C. Guyon & Cie, grocers, Montreal, have dissolved partnership

The Oriental Tobacco Co., Montreal, have dissolved partnership.

D. Rancourt & Cie., general merchants, St. Johns, have registered.

The Standard Mineral Water Co., Montreal, have registered.

The assets of H. N. Lavoie, general merchant, Bic, have been sold.

I. Sigler, general merchant, St. Raymond, is offering to compromise.

L. N. Desrosiers, general merchant, Sandy Bay, is offering to compromise.

Roux & Frere, general merchants, Tingwick, have dissolved partnership.

The assets of E. Sauvageau, grocer and liquor dealer, Montreal, are to be sold.

G. A. Perry & Co., general merchants, Dalhousie Station, are offering to compromise.

Consent of assignment of J. Rooney, fruiterer, tobacconist, etc., Montreal, has been filed.

L. Ferland, general merchant, St. Alexandre, has assigned to Chartrand & Turgeon.

The stock of Chas. Brosseau & Co., grocers, St. Johns, has been sold to D. Cusson & Co.

The assets of M. L. Lemire & Co., general merchants, St. Guillame D'upton, have been sold.

The assets of P. Wasilkowski, general merchant, Grand Mere, were advertised to be sold March 16.

There was a meeting of creditors of P. S. Hardy, general merchant, Chambly Canton, on March 14.

There was a sheriff's sale of the stock of C. G. Tremblay, general merchant, Katevale, on March 7.

The assets of J. B. Desautels, general merchant, St. Cesaire, were advertised to be sold on March 15.

The assets of C. B. Desrochers & Co., confectioner and cigar dealer, Montreal, are to be sold on March 22.

Chartrand & Turgeon have been appointed curators to C. B. Desrochers & Cie., grocers, etc., Montreal.

J. M. Vaillancourt and S. Girpiard have been registered as J. M. Vaillancourt & Cie, grocers, Montreal.

F. Bertrand and J. Lavelle have registered under style of Bertrand & Lavelle, saw and flour millers, Cap Sante.

PRINCE EDWARD ISLAND.

McEwan & Partridge, general merchants, St. Peter's Bay, have assigned to W. A. O. Morsom. Meeting of creditors held on March 14.

NEW BRUNSWICK.

Sullivan & McCarron, grocers, Woodstock, have been succeeded by Sullivan Bros.

McKenzie & Flett, general merchants, Campbellton, advertise dissolution of partnership on April 1.

Farrah & Alteen, general merchants, Newcastle, have dissolved partnership. Farrah continues business at Newcastle.

NOVA SCOTIA.

D. R. McDonald, general merchant, Westville, has compromised at 50c. on the dollar.

MANITOBA AND N.W.T.

J. Blair, grocer, Morden, has sold out to M. T. Helmen.

F. King, confectioner, Strathclair, has sold to H. T. Rutherford.

W. Esau, general merchant, Winkler, has sold to A. Nitikman.

A. Aspinall, general merchant, Mayton, has sold to Erwin Bros.

S. W. Hunter has opened up a flour, feed and produce store at Regina.

M. Gobbs, confectioner, Edmonton, has been succeeded by R. M. Logan.

J. A. Colins, confectioner, Frobisher, has advertised his business for sale.

H. Emmerich, general merchant, Penhold, has assigned to G. A. Stickler.

Fox & Lee, general merchants, Burnside, have been succeeded by I. M. Fox.

R. E. Lewin, confectioner, Wolseley, has admitted W. Bailley to partnership

J. P. Landry & Co., general merchant, Prince Albert, have dissolved partnership.

Johnston & Boyd, confectioners, Edmonton, have been succeeded by J. Kennaugh.

A meeting of the creditors of W. Wallace, general merchant, Stoughton, has been held.

E. P. Hall, general merchant, Fillmore, has admitted H. J. McDiarmid to partnership.

The stock of the estate of Alex. Rosenfeld, general merchant, Teulon, is advertised for sale by auction.

The stock of the estate of Van Meter & Blades, general merchants, Millett, has been sold to W. A. Robertson.

BRITISH COLUMBIA.

M. Charmen, confectioner, Dawson, has gone out of business.

The Crow's Nest Trading Co., general merchants, Fernie, have assigned to W. B. McDermid.



Upton's

New Season

Orange

Marmalade

is very fine.

Upton's Grape-fruit Marmalade

is proving itself a winner.

Curing and Fishing Stations
Mekattina, Labrador
Mutton Bay, Labrador
La Have, N.S.

Packed and Prepared at
La Have, N.S.

PREPARED BONELESS CODFISH
Nothing else.

Head Offices
HALIFAX, N.S., Can.

Agencies
Montreal, P.Q.
Winnipeg, Man.
Vancouver -B.C.

BLACK BROS. & CO.
LIMITED

HALIFAX, N.S.

Largest packers on the North Atlantic coast of

PREPARED BONELESS CODFISH

Packing, Fishing and Curing the following Brands:

"HALIFAX"
"ACADIA"
"BLUENOSE"
Brands
"HALIFAX SHREDDED CODFISH"
"HALIFAX FISH CAKE"

Agencies
A. H. BRITTAIN & CO.
Board of Trade Bldg., Montreal.
Reginald Lawson, Winnipeg, Man.
Charles Milne, Vancouver, B.C.

Fresh and Cured Fish

Interview With a Montreal Fish Dealer.

A REPRESENTATIVE of The Grocer, in speaking to D. J. Byrne, of Leonard Bros., Montreal, learns that the fish trade is growing to an enormous extent. This, Mr. Byrne states, is largely due to the manner in which the leading fish houses of the East have improved conditions appertaining to the trade. The manner of packing, curing, storing and shipping is a revelation to those familiar with the conditions that prevailed some fifteen or twenty years ago. Their own particular branch in Montreal is now one of the largest and best equipped fish distributing warehouses in the Dominion. There are four floors; a magnificent storage cellar, storage tanks, ice houses, etc. The interests of dealers are closely looked after and every attention is paid to the prompt and proper shipment of fish. Mr. Byrne gives personal supervision to even the minutest details pertaining to this work.

This is the best time to put in a stock of fish, which are usually required by customers, and as the Lenten season, which opened on March 8, lasts for seven weeks, until April 23, there will be a steady demand for fish of all kinds. Fish can be handled by merchants on a profitable basis. The general public is beginning to realize that the fish diet is not only an economical, but a beneficial one, as regards health, and a change from the heavy meat diet which Canadians in general follow during the winter season. It is also a well-known fact that although the cost of various kinds of food has increased to a great extent in recent years, the price of fish continues reasonable, and owing to the improved facilities of transportation, it is now possible for country merchants to handle fish to the same good advantage as city merchants. That this is a profitable business for the merchant there is no gainsaying. Frozen fish during the cold weather can be kept for any length of time in good condition, as the fish are frozen at the fisheries where they are caught and the fresh flavor thereby retained.

Salted and pickled fish can be handled at all times, and this is true, not only of salt herring, which have always been in good demand, but also of the other varieties, such as lake trout, salmon, codfish, etc. There is an ever increasing demand for prepared fish which is now a considerable factor in the grocery business, and this article is being put up ready for table use in attractive, as well as clean, wholesome form, and is attracting considerable interest from the consumer, with the result that the largely increased demand is growing right along. It is not generally known to what an extent the importance of the fishing industry of Canada has attained. The estimated value for the past year was from $25,000,000.

Canadian fish are now supplied, not only in the home market, but are exported in immense quantities to all parts of the globe, including Australia, Japan and South Africa, as well as the continental countries of Europe. Large quantities are also exported to the United States, Great Britain and the West Indies. Canadians should post themselves on the importance of the great fisheries of Canada, and the more this industry



"BRUNSWICK"
BRAND
SARDINES
COVERING

¼ Oil Sardines, 100 Tins to Case
¼ Mustard Sardines, 100 " "
¼ Tomato Sardines, 100 " "
¾ Mustard Sardines, 50 " "

Sold by all the Leading Wholesale Grocers in Canada.

PACKED ONLY BY
Connors Bros., Limited
BLACKS HARBOUR, N.B

SOCKEYE SALMON







"Sovereign" and "Lynx"
Brands
ARE THE CHOICEST IN THE MARKET.
EVERY TIN GUARANTEED.
TO BE HAD OF ALL GROCERS.

is enlarged and expanded, the better it will be for Canada, and particularly for the fishing industries of the Maritime Provinces and British Columbia. The immense quantities of fish taken from the lakes of Manitoba and shipped to the United States is but a bagatelle to what, if properly exploited, the business may become.

Fisheries of Ontario.

DEPUTY Commissioner Bastedo's annual report on the commercial value of the fisheries of Ontario, contains the following valuable information:

The total yield of all kinds of fish in 1904 was 24,009,970 pounds, an increase over 1903 of 3,030,295, the estimated value being $1,793,229. There was a decrease in the catches of sturgeon, eatfish and tullibe of 9,000, 181,000 and 16,450 pounds, respectively. The increase in the catch of herring was 1,164,430 pounds, of whitefish 841,530, lake trout 488,120, and pike 236,375.

The largest producing water in the province was the north channel of Lake Huron, 4,343,225 pounds of fish being taken there. In the channel was also taken the largest yield of trout and whitefish in the province, namely, 2,101,050 and 1,532,200 pounds, respectively.

Lake Erie was the most productive of herring, 2,641,300 pounds being taken there, or 63 per cent. of the total herring catch of the province. There was a decrease of 22,000 pounds in the sturgeon taken in the same lake. Lake Nipissing produced an increased catch in all kinds but sturgeon and coarse fish, the decrease being 2,000 pounds of the former and of the latter 5,000 pounds.

The fry distributed by the Dominion hatcheries aggregated 77,359,000, compared to 93,701,000 in 1903.

In the business there were engaged during the year 128 tugs, valued at $313,512, employing 672 men; 1,477 boats, valued at $105,747, and employing 2,453 men and boys. Gill nets totalling 3,490,036 yards, 108 seines, 513 pound nets, 275 hood nets, 75 dip nets, and three machines were licensed, their estimated aggregate value being $931,097.

The revenue of the Fisheries Department from all sources was about $50,000 and the expenditure $34,315, leaving a balance of $13,531.83. The maintenance of the fisheries cruiser Gilphie on the Georgian Bay cost $4,500.

Close Season Salmon Bill Killed.

Following the defeat of the Close Season Salmon Bill in the State Legislature at Olympia, Wash., on Mar. 3, another Bill has been introduced, providing for weekly close seasons in Puget Sound waters. The measure is known as the Meigler Bill, and it is thought that it will pass the Senate and the House without opposition.

The Bill thrown out provided for absolute close seasons on Puget Sound in 1906 and 1908. The Meigler Bill provides merely for a weekly close season of thirty-six hours' duration. Members of the Puget Sound Salmon Association consider that the Earles Bill having been killed, the Meigler Bill offers the next best solution of the problem of the conservation of the sockeye fisheries.

Many of those who bitterly opposed the Earles Bill are in favor of the weekly close season measure; notably is this so in the case of the individual fishermen. Assurances have been received from British Columbia canners that should the Meigler Bill pass, the Dominion Government will pass an order in Council providing for a thirty-six-hour weekly close season on the Fraser River and the Gulf of Georgia.

FISH and OYSTERS
WHOLESALE.

The F. T. JAMES CO., Limited
76 Colborne Street, TORONTO.



Make a Display of

KING OSCAR SARDINES

They are most attractive goods and the most profitable Sardine you can handle.

ASK YOUR WHOLESALE HOUSE

JOHN W. BICKLE & GREENING, Hamilton, Ont.

Canadian Selling Agents

NEW PICKLED LAKE TROUT

IN 100-LBS. KEGS

ALL KINDS OF FROZEN, PICKLED, PREPARED AND SMOKED

FISH

LEONARD BROS., 20, 22, 24 and 26 YOUVILLE SQUARE, **MONTREAL**

P. O. BOX 639. Long Distance Telephones

MONTREAL, P.Q. ST. JOHN, N.B., WESTPORT, N.S., GRAND RIVER, P.Q., GASPE, P.Q.

FISH! FISH!

Still a few No. 1 Trout and No. 1 Labrador Herrings in Hf. Bbls., at **Bargain Prices** while they last. Also full line of other Dry, Salted and Smoked Fish.

WARREN BROS. & Co., - - TORONTO

You Can Save Money

by writing us for samples of teas or coffees. Complete assortment. As a starter send for sample of our **Ceylon Black at 12½c.**; and **China Young Hyson at 8½c.**

Jas. Rutherford & Co.

27 St. Sacrament Street, - Montreal

"Matthews'" Famous

Pork Bologna

is known far and wide for its wholesomeness. Being a Pork Bologna, the price is a little higher than that of other brands, but in the public estimation it is abundantly worth the increased cost. Special price for weekly orders upon application.

The George Matthews Co., Limited

ESTABLISHED 1868.

PETERBORO HULL BRANTFORD

FEARMAN'S ENGLISH BACON

is the finest Bacon made. If carried in stock will Increase your trade.

F. W. FEARMAN COMPANY, Limited,

HAMILTON, ONT.

EASTER, 1905

We offer exceptional value this season in

Mild Cured Hams

English Breakfast Bacon

Choice Rolled Bacon

prepared from Special Selected Pea-fed Hogs.

We are booking Easter requirements. Please order early.

The Park, Blackwell Co., LIMITED

PORK AND BEEF PACKERS,

TORONTO, ONT.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Cheese and Butter Situation.

STOCKS of cheese in Montreal are assuming very small proportions; especially is finest white getting down to practically nil. There was some buying of cheese during the past week, from 11c. to 11 1-4c. for colored, and 11 to 11 3-8c. for white being paid. A good deal of this business was done on cable orders, which strengthens the belief that things in the United Kingdom are looking up. Now that the season's business is practically over, it might not be amiss to give a resume of it. Not for many years was the cheese situation in the United Kingdom in such a deplorable state as was the case at the end of 1903 and Spring of 1904. Holders of cheese lost their heads and hammered down prices from 52s. to 42s. without much rhyme and reason, and the result was that fodder cheese opened up very low indeed. While in January the prices were 10 7-8c. to 11c. here, and 52s. to 54s. at Liverpool, 53s. to 54s. at London, and 53s. to 55s. at Bristol, they got down to 9 3-4c. by the end of March, and some of the holders of old had to let them go as low as 8 1-2c., or say 41s. 0d c.i.f. Liverpool. Fodders started in at about 8c. in the country in April; by May they got to 7 and 7 1-4c., but were further pushed to 6 1-4c. by second week of that month; they quickly reached to 7c. again, and ended up at 8 3-4c. by end of May.

June again showed many changes, ranging from 8 3-4c. for eastern and 8 5-8c. for western, to 7 7-8c. for eastern and 8c. for western. As quite a large amount of June cheese had been sold short by Montreal shippers at from 42s. to 38s., the range of prices enabled them to fill their contracts at a fair profit. In July prices touched the lowest point for grass cheese at 7 1-4c. to 7 1-2c., but closed at 7 5-8c. to 8c. August showed steady advances from this to 9c. September started in at 9c., advanced about 1-4c. by the 12th, and remained steady for the rest of the month. October continued steady at some range until the 17th, when it touched 9 1-2c., at which range the month closed. Prices early in November eased off a bit to 9 3-8c., but advanced quickly to 9 3-4c.; by the 5th they touched 10 1-4c., easing off 1-8c. by the middle of the month, but quickly recovering themselves, finishing strong at 10 1-4c. This constituted the range until the 12th, when 10 1-2c. was recorded; a week later saw it at 11c., and it kept at that since, reaching 11 1-4c. to 11 3-8c. An odd sale was put through at less money, but owing to dullness and indifference of the U.K. market the price



Mr. J. T. Madden
Chairman of Produce Section, Toronto Board of Trade.

of 11c. was held by those holding stocks on this side.

Stocks on both sides of the Atlantic are smaller than they were a year ago, and if the U.K. consumption attains its nominal consumption demand, it is more than likely that the new season will start with "clean boards." One of the most powerful factors in the dullness in the U.K. cheese trade was the persistent cutting of cheese at 5d per pound retail by a large trading concern, which made the retail cheese trade a most unprofitable one for all who had not covered their Winter requirements at 45s. to 48s.

Butter—A slightly easier tone is apparent in this article, for Australian grass butter brought from the other side, after paying the import duty, could be sold at a margin of profit at 29 cents. The high price ruling also curtailed the consumpton to a large extent, as butter at 35 cents retail gets to be quite an article of luxury to the average workingman's family.

The make of butter the past season was very large in the Province of Quebec, as the low prices ruling for cheese caused factorymen to turn their attention to make the more profitable article.

The range of prices was as follows:

May make	17 to 17⅞c.	82s. to 85s. 6d.
June make	17⅜ to 18¼c.	85s. 6d. to 88s.
July make	17¾ to 19½c.	85s. 6d. to 92s.
August make	18¾ to 20c.	90s. to 96s.
September make	19 to 20⅝c.	91s. 6d. to 98s. 6d.
October make	19¼ to 20⅝c.	94s. to 98s. 6d.
November make	20¼ to 21⅛c.	98s. 6d. to 101s. 6d.

Prices c.i.f. Liverpool.

And the advance after that is fresh in the minds of all, and quickly put it out of consideration as an article of export.

Mr. J. T. Madden.

THE subject of the accompanying biographical sketch, Mr. J. T. Madden, of the Wm. Ryan Co., Toronto, who was recently elected chairman of the produce section of the Toronto Board of Trade, is well and favorably known throughout the Canadian provision trade. Mr. Madden is of Irish parentage, and came to Canada when he was five years old, settling in Montreal and later in London, where he received his early education. Moving to Toronto later, he entered the offices of the Grand Trunk Railway Co. Subsequently he moved to Chicago, where he was employed in the provision business on South Water street, returning to Toronto in 1878 to enter the employ of Wm. Ryan, wholesale provision and commission merchant, who was then located at 23½ Church street.

In 1892, Mr. Madden temporarily severed his connection with this firm to take over the management of the Brantford Electric Street Railway, of which concern he had full charge for three years. At the end of 1895, Mr. Madden returned to Toronto to enter into partnership with Wm. Ryan, who died shortly afterwards, leaving Mr. Madden to succeed to the business of this firm, in partnership with Mr. Ryan, jr.

In conversation with The Canadian Grocer recently, Mr. Madden remarked that he had witnessed a phenomenal development in the provision trade of Toronto and of Canada during the last 20 years, as well as a marked improvement in methods of handling and shipping goods.

Whole Black and White Pepper

We are offering these at most interesting prices and finest quality. Will be pleased to mail you samples and quotations

Peppers are good buying NOW. *Write us promptly.*

S. H. EWING & SONS, Toronto Branch, 29 Church Street.

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TELEPHONE MAIN 3171
Telephone orders receive prompt attention.

To the Trade

We desire to call the attention of the grocers and general merchants of Canada to the opening at **116 Jarvis Street, Toronto,** of our newly equipped **Coffee, Spice, Extract** and **Cocoa** and **Chocolate Works.** We have the experience, the machinery and the Best goods that can be turned out in Canada. Our motto is

"Quality our first consideration."

A. M. PIPER & CO., *Watch our ads. and wait for samples, or see our travellers.* **116 Jarvis St., TORONTO, ONT.**

The Modern, Up-to-date 20th Century Grocery Store

Has

everything arranged to save time in handling, weighing, measuring. Everything put up in package form, everything clean, bright and temptingly put up.

Why not handle **GILLETT'S** **Pure Cream Tartar**

put up in handsome

½ lb. and 1 lb. **Screw-Top Cans——also** ¼ lb. and ½ lb. **Paper Packages—the** handsomest packages, and the purest and most reliable goods on the market.

They show you a splendid profit. Ask your Jobber for them.

E. W. GILLETT COMPANY LIMITED

London, Eng. Toronto, Ont. Chicago, Ill.

Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—Provisions are on the quiet side this week, and on account of the price of live hogs having gone to $6 and $6.10 prices are generally firmer. This is by no means a bad sign, as there is little question but that bacon can not be made for what it has been selling at. Long clear is up 1-4 cent, and it is surmised that the price will go as high as 10 cents. A similar advance is noted in smoked breakfast bacon and large hams. Backs are 1 cent firmer, and heavy mess pork and short cut each 50 cents higher.

The fresh meat trade is only fair, business at the close of the market showing some improvement in the earlier part of the week. We quote the following prices:

Long clear bacon, per lb		$0 09
Smoked breakfast bacon, per lb	$0 13	0 13½
Roll bacon, per lb	0 09½	0 10
Small hams per lb	0 13	0 13½
Medium hams, per lb		0 13
Large hams, per lb	0 11½	0 12
Shoulder hams, per lb		0 09
Backs, per lb	0 15	0 15½
Heavy mess pork, per bbl	16 00	16 50
Short cut, per bbl	18 50	19 00
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb	0 08½	0 08½
" tubs "	0 08¾	0 09
" pails "	0 09	0 09½
" compounds, per lb	0 06¾	0 07½
Plate beef, per 200-lb. bbl	11 00	11 50
Beef, hind quarters	6 00	9 00
" front quarters	4 50	6 00
" choice carcases	7 00	7 25
" medium	5 50	6 50
" common	5 00	6 00
Mutton	6 00	8 00
Lamb, spring, cold storage		10 00
Lamb, yearling		0 13
Veal	0 07	0 09½
Hogs, light, carlots		7 25
" " street lots		7 75

Cheese—A firmer tendency is noted in the cheese market. Stocks held locally are getting low, and at the same time a good local demand is reported with active inquiry for export trade, and prices stiffening at from 54s. to 55s. One Toronto firm is reported to have sold 1,500 boxes for export during the week. Quotations are revised below as follows:

	Per lb.
Cheese, large	0 11½
" twins	0 12

Butter—Receipts of butter are improving, although sales are not what they might be. Retailers are evidently afraid of getting caught, and are watching for lower prices. Only a fair demand is noticed for first-class stuff. We quote the following prices:

	Per lb.	
Creamery prints	0 26	0 27
" solids, fresh	0 25	0 26
Dairy prints	0 23	0 24
" large rolls		0 22

Poultry—Although we are still quoting prices on poultry, arrivals at the commission houses have practically ceased, and retailers are buying very little. Our quotations are as follows:

Chickens, spring, dry plucked	0 12	0 13
Hens	0 07	0 08
Turkeys	0 16	0 17
Ducks	0 12	0 13

Montreal.

Provisions.—A strong feeling prevails in provisions; both live and dressed hogs are firmer. Receipts of country-dressed hogs are light, and live hog shipments have not been heavy lately. Fresh killed abattoir sold at $8.25 to $8.50, and country dressed at $7.25 to $7.75 per 100 lbs.:

Canadian short cut mess pork	$16 50	$17 50
American short cut clear	17 00	17 50
American fat back	17 00	17 50
Bacon, per lb	0 07½	0 13
Hams	0 11½	0 13
Extra plate beef, per bbl	11 50	12 00
"Boar's Head" brand, tierces, per lb		0 06¾
" " ½-tierces, per lb		0 06¾
" " 60-lb. fancy tubs		0 06¾
Cases, 20 3-lb. tins, per lb		0 07¾
" 12 5-lb. tins "		0 07½
" 6 10-lb. tins "		0 07¾
20-lb. wood pails, each		1 43
20-lb. tin pails, each		1 33

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	1 57	1 70
" tubs	0 07½	0 08¾
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08½	0 09½
" cases (24 3-lb. tins)	0 08¾	0 09½

Cheese—Business is unchanged from last week's conditions. Stocks are very light here, and this is being held at high prices—11 1-2 cents is asked for choicest white Ontarios. Liverpool cable quotes market steady at 53s. to 55s.

Butter—Market is easy. Stocks are light and demand none too active. The volume of business is not very large, and this is not unexpected, owing to the high prices ruling. New milk creamery was sold at 30 cents:

Finest creamery	0 28	0 30
Fine	0 26	0 28
Medium	0 24	0 27
Fine western dairy	0 23	0 25
Fair to good western	0 22	0 23
Undergrades	0 18	0 20

Eggs—Business is good, the Lenten season and arrival of new stock have brought down prices about 6 to 8 cents per dozen. Dealers are buying carefully, as the continued larger arrivals will cause prices to drop day by day. Cold storage eggs are practically cleaned out. Receipts are gradually becoming larger, which will cause another break in the market:

Selected Fall fresh	0 19	0 21
Montreal limed	0 16	0 17
Strictly fresh	0 22	0 24

ST. JOHN.

Provisions—There is little change to report. Barrelled pork is rather higher. Everything in the local market is very quiet. Beef is firm. Smoked meats have a fair demand, and full prices are obtained. Pure lard is firmly held at rather advanced price. Refined unchanged. Fresh meats are quiet. Beef continues low. Veal is quite freely offered. It is still early for Spring lamb, and the price continues high. Mutton is dull, and pork firm at full figures. We quote:

Mess pork, per bbl		$16 00	$17 00
Clear pork	"	16 50	19 00
Plate beef	"	13 00	15 00
Mess beef	"	10 50	12 00
Domestic beef, per lb		0 04	0 06½
Western beef	"	0 07	0 08
Mutton	"	0 04	0 05
Veal	"	0 06	0 08
Lamb,	"	0 07	0 08
Pork		0 07½	0 09
Hams	"	0 12½	0 13½
Rolls	"	0 10	0 13
Lard, pure, tubs	"	0 08¾	0 09
" " pails	"	0 09	0 09½
Refined lard, tubs		0 08	0 08½
" " pails		0 08¼	0 09

Butter—While price is still very high, and good stock hard to get, there does

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

EAGLE
BAKING POWDER
Is a winner every time. It wins friends wherever introduced. Try a sample order, we guarantee satisfaction with every package.
Ask your wholesaler, or write direct
J. H. MAIDEN
MONTREAL

In your next order for
MINCE MEAT
SPECIFY
PEACOCK
B R A N D
Keeps better
Tastes better
Is better
The BATES PEACOCK CO.
HAMILTON

Butter Tubs
BEST WHITE SPRUCE
50—30—20 lb.
ORDER NOW
WALTER WOODS & CO.
Hamilton and Winnipeg.

EGGS

We will buy your eggs F.O.B. all year.

CORRESPONDENCE SOLICITED.

The WM. RYAN CO., Limited

70 and 72 Front St. E., Toronto,

Bird-lovers want
Brock's Bird Seed
—for the bird's sake.

Time has sifted out the good seed from the bad, and has left Brock's on top.

NICHOLSON & BROCK,
TORONTO.

ACME TABLE SALT.

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, - Toronto, Ont.

Butchers, Merchants and Hide Buyers Sbould write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freights. He pays full market values. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.

not seem as strong a feeling as last week. We quote:

Creamery butter	0 26	0 30
Best dairy butter	0 20	0 25
Good dairy tubs	0 18	0 20
Fair "	0 17	0 18

Eggs—Prices are firm and unchanged with an upward tendency. We quote:

Eggs, hennery	0 28	0 30
" case stock	0 23	0 25

Cheese—While prices are firm, sales are slow. Local demand is for small cheese. We quote:

Cheese, per lb	0 11	0 11½

WINNIPEG.

Butter — There is not much fresh creamery butter on the market. Dairy butter is coming in more freely from the country districts but the quality is poor. Dairy butter is unchanged in price, but fresh creamery has advanced 1c. We quote prices as follows to the retail trade:

Dairy, assorted pkgs., selected	0 21
" " round lots	0 17
" (separator), 1-lb. bricks	0 26
Finest fresh creamery, in 56-lb. boxes	0 26
" " in 28-lb. boxes	0 27
" " in 14-lb. boxes	0 27
" " in 1-lb. bricks	0 28

Cheese—Prices are steady, and unchanged. We quote:

Finest Manitoba, large	0 11
" Ontario, "	0 11½
" " twins	0 12
Square cheese	0 12½

Lard—The expected advance in lard has taken place, and some advances will be noted below. We now quote:

Lard, 50-lb. pails, per pail	5 25
" 20-lb. " "	2 10
" 3-lb. tins, per case 60 lbs.	6 60
" 5-lb. " " "	6 45
" 10-lb. " " "	6 30
Pure lard in bbls, per lb	0 10½

Cured Meats—An advance of 1-2c. in bacon breakfast bellies will be noted. We quote:

SMOKED MEATS.

Hams, sugar cured, assorted sizes		0 13
" " heavy 20 to 30		0 12½
Picnic, " assorted sizes		0 08½
Shoulders, "		0 08½
Bacon, " breakfast bellies		0 13
" " breakfast backs		0 10½
" " Wiltshire sides		0 15
" " spiced rolls, long		0 09½
Manitoba butts		0 09½
" " skinned		0 10
" " boneless and rolled		0 11
" rolls, boneless		0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 08½
" " " smoked	0 09½
" " " boneless backs	0 09½
Shoulders " "	0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl	18 00
" " " per ½ bbl	10 50
Standard mess pork, per bbl	16 00
" " " per ½ bbl	9 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00

Sweet pickled spare ribs, not cooked, per lb	0 04
" hocks, " "	0 04

Halifax.

Provisions are coming in more plentifully, and the depleted state of the provision market has been somewhat relieved. Butter has declined slightly, but it is still higher than for years—in fact, higher than even the market warrants, prices being gauged by Montreal and the Western market. Eggs are also very scarce, and the price for the fresh-laid article abnormal. Beef, pork, lamb and other meats are not quite up to the demand, as this is the Lenten season and fish is in greater demand. The shore fishermen are bringing in fair catches, which keep the market well supplied, and when this is short the various salted or smoked fish are resorted to.

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Cable Address { Adscript, London. Adscript, Canada.

OUR TRADE WITH SOUTH AFRICA.

TO quote figures from the British South African Export Gazette, Canadian exports to South Africa during 1904 reached the very respectable total of $2,750,000, showing an increase of about $500,000 over the preceding year. Of this total, nearly one-half was represented by food products, the chief item being flour, amounting to $650,000, and preserved meat, totalling $345,000, showing increases of $115,000 and $335,000, respectively. Metals and metal manufactures totalled $121,000, agricultural implements accounting for nearly one-half this amount. Timber and wooden products made up nearly $190,000, of which deals and plank represented $390,000. Miscellaneous items, including $159.000 for agricultural produce, totalled over $400,000. Only a small percentage of the whole consisted of goods in transit, presumably from the United States.

Canadian manufacturers ought to be encouraged to put forth redoubled effort to capture a lion's share of the foreign trade of South Africa. The opinion is expressed there that, notwithstanding the competition of Australia in flour and poultry, Canadian exports will assume much larger proportions in the near future. Considerable headway has also been made in apples and canned salmon. South Africa seems to be dependent on Canada for match blocks, and the timber trade is booming in all parts of the country. Formerly it all came via New York, but the inauguration of a direct line of steamships from Montreal has changed all this, and consignments are now being shipped from that port.

Incidentally, it may be stated that gratifying increases in trade returns between the two countries is due almost entirely to the favorable conditions of the preference and the steamship service. Canadian trade with the sub-continent is now on a firm basis, and with enterprise and prudent cultivation on the part of Canadians themselves, there is no reason why it should not speedily become one of the most important links in the great imperial commercial chain now being forged.

AN IMPORTANT DISCOVERY.

THE TORONTO NEWS has made what it considers an important discovery, although the same can scarcely be said to be complimentary to Canada, namely, a Canadian who has a high sense of honor. Fortunately, the type is not rare in Canada, and the case singled out a particularly interesting one. In fact, reference to Mr. Telford, M.P., for North Grey, as a high type of man, has been made more than once in these columns. At the same time, we believe that the men who would have done as Mr. Telford has done, are the rule rather than the exception. Those who are the exception should be ostracised. Whom do the editors of The News associate with, anyhow? Certainly not with representative business men.

The News says:

Some people imagine that the last unconquerable Spartan passed into the grave with Hon. Alex. Mackenzie, but now and then little things crop up which show that the rigid Puritan spirit still persists in Canada. One of the examples of this type is Mr. Telford, of North Grey, one who emphatically believes that the office should seek the man. His friends are telling this story of him, which receives greater point when it is remembered that North Grey has been for some years past alternately held by a Conservative and a Liberal, and in some cases by the narrow majority of 1. It will be recollected that November 3, polling day, came in the middle of the deer hunting season and a Conservative sportsman was put in the delicate and trying position of having to decide between his love for his party and his love for the chase. His solution was to pair with a Liberal neighbor. When election day came, party spirit caused the Liberal to break his "pair" and deposit his ballot. When Mr. Telford heard of this, he announced that he had intended to vote for himself, but that in view of this he would abstain from voting so that the "pair" would be kept, and he kept his word and declined to cast his ballot.

WILL TRAVELERS BE TAXED?

AN interesting question has arisen in British Columbia, where the Assessment Commission recently made a report in favor of increasing the taxation of agents and travelers representing houses with headquarters outside the province. The proposed action has been introduced into the legislature, fathered by Premier McBride's Government, and, as it aims to place restrictions upon the trade of the province, the Bill has met with general opposition.

In discussing the proposed legislation, The Daily Province, of Vancouver, says:

"It does not seem as if the Finance Minister's proposed Bill for the licensing of commercial travelers would meet with general acceptance, however much it may be amended. The opposition which developed to it on the part of the manufacturers' agents resident in the province, has been responsible for one delay in submitting it to the House, and now it appears that the wholesale commercial firms, with established business here, have reasonable grounds for objecting to proposed changes such as were suggested at the recent meeting of the Board of Trade in this city. There may be some truth in the representations which have been urged by the opponents of the Bill as it stands that it would be difficult,

if not impracticable, to collect the license fee from all non-resident commercial travelers; but it certainly does not seem fair that while non-residents should be entirely free to solicit trade and sell goods to be imported, the travelers of British Columbia houses should be handicapped with a license fee in coming into competition with them."

The subject was fully discussed by the Vancouver Board of Trade, and the report of a special committee was adopted as follows:

"1. That while this board approves of the principle of equalization of the burden of taxation, it considers that the Bill now before the House is unfortunate in title and form.

"2. That if it be impracticable entirely to re-draft the Bill in a less objectionable and more workable form, this board considers that it should be amended as follows:

"3. That all reference to 'commercial travelers' should be omitted from title and text.

"4. That all persons or corporations paying $100 or more to the Provincial Government as personal property tax upon merchandize stocks in their possession or under their control, and their employes shall be exempt from the operation of this Act.

"5. That the amendment to clause 4, excmpting all residents in the province from the operation of the Act, be omitted, as rendering the Act absolutely useless for the accomplishment of the object in view.

"6. That clause 7 of the Act be struck out, as injurious to the legitimate interests of retailers established in the province, e.g., tailors, liquor merchants, etc.

"7. That in the opinion of this board it would be impracticable to collect the license fee from non-resident commercial travelers, and that it is, therefore, inadvisable to include these in the operation of the Act.

"8. That this board reiterate its opinion that an income tax should be substituted for the present system of taxation.'

A large deputation of travelers approached the Government regarding the Act and received assurances that clause ten would be withdrawn. It reads as follows:

"That resident agents representing persons, firms or corporations carrying on business outside of British Columbia, and having no branch within this province, be taxed at a rate equal to one-fourth of one per cent. of the amount of their annual sales, and that for the purpose of ascertaining the amount of such sales it be made compulsory for all such agents to keep proper books of account, showing all transactions carried on by them within the province on behalf of such persons, firms and corporations."

While the Vancouver Board of Trade has expressed itself as opposed to collecting license fees from travelers representing the Eastern houses, the decision was only arrived at by the casting vote of the chairman, and the matter cannot, therefore, be considered as decided. As one member pointed out, the B. C. advocates of the tax seem to have forgotten that the stocks from which the East ten that the stocks from which the Eastern travelers sell, are taxed in the locality where they are situated, and B. C. jobbers should be able to compete successfully with Eastern wholesalers on account of enjoying the advantage of cheap freight rates by the water haul across the Pacific. It is to be hoped that B. C. will not take a step which will place heavy restrictions upon Eastern houses. Canada should be considered as one united country rather than a series of disconnected provinces.

OATMEAL MILLERS HAPPY.

IF rumor spells true, the tangle in the Ontario oatmeal situation is likely to be straightened out during the next few days. Already some of the big mills have assumed their wonted air of activity, and proprietors are daring to cultivate the smile, which, let us hope, may not come off for a long time to come.

It is all because one of the principal milling concerns of the American Cereal Company has gone up in smoke, and a market been created within the boundaries of the Republic for the surplus output of U.S. mills. This has had the effect of stiffening prices, until they are now about on a par with Canadian oatmeal products, even at an advance of the latter of from 15 to 20c. within the past two or three days. The tide had begun to turn before this fortunate occurrence, an advance in the price of American oats having taken place several days ago. Unless something unforeseen occurs, the immediate future of the Canadian market appears to be safe.

We cannot refrain from expressing the hope, however, that something will be done to render impossible a recurrence of the unfortunate crisis in oatmeal circles just passed. Our American cousins recently secured legislation allowing drawbacks on importations of Manitoba wheat for their export trade in flour. Is it not equally important for us to afford reasonable protection to our oatmeal millers?

DON'T KNOW IT ALL.

CANADIAN manufacturers and business men unfortunately do not enjoy the distinction of "knowing it all," as some would have us think is the case, and certain influential gentlemen are very properly wearing the meek and humble air as the result of a mistake they made a few days ago.

These gentlemen traveled to the Capital to interview the "powers that be" concerning what they claimed to be an outrage on Canadian importers, namely, the practice of New York houses of keeping French, Spanish, and Italian imports in bond at New York for some months, and in the event of a slump there shipping them to Canada as a direct importation and dumping them on the Canadian market at the French rate of duty, which is lower than that levied on goods from the States.

When they got there and proceeded to air their grievances they discovered that, according to the treaty of 1893, special commercial privileges had been extended to "all goods of French origin entering Canada." The French Government are perfectly satisfied with existing circumstances, which means that overtures will have to be made to them if the present customs regulations are to be amended to suit the needs of the Canadian trade. It seems rather odd that the gentlemen referred to should have had to take such a roundabout way to find out what might have been learned by glancing over the Dominion statutes for the past twelve years.

CREDIT IN MANITOBA.

THE GROCER is in receipt of another interesting letter from the West on the subject of "Credits," which we reproduce in full, as follows:

Editor Canadian Grocer,—There is no disguising the fact that the credit system is being abused. Farmers buy too much goods as long as they can get credit—more than they can pay for—and, to my mind, united action by all retailers in the province to curtail credit to, say, six months in the year, and united action by all retailers in each town, is what is required to save the retailer from failure. United action by the retailers in each town would save us from a system by which we are being fleeced. A customer runs a bill with one merchant, and when he is pressed for payment, he stops buying in that store and commences buying in another. At the second store he pays cash for a little time and then gives merchant No 2 the same dose he gave to No. 1. In time, he is indebted to all the merchants in the town. If we merchants in every town would club together and report delinquents, this would be stopped.

As profits are getting less every year, the credit system has to be curtailed or failure for the merchants will be the result.

Yours truly,

Merchant of 17 years' experience in Manitoba.

TRADE CONDITIONS IN BRITISH COLUMBIA.

Vancouver, B. C., March 1, 1905.

A VERY great deal of interest attaches to the coming Dominion Exhibition to be held at New Westminster this year, under the auspices of the Royal Agricultural and Industrial Association, which has for years held what virtualfy amounts to a Provincial Exhibition, as it is the principal one on the mainland of B.C. and is patronized and assisted in every way hy the City of Vancouver, which has never yet held or organized an exhibition.

In connection with the holding of the Dominion Exhibition at New Westminster, the directors of the Royal Association are under a deep obligation to the directors of the Victoria Agricultural and Arts Association. That body met in the capital a few days ago and decided to forego the holding of an exhibition this year, in order that the larger Dominion affair, now that it has been secured for the province, should be a more pronounced success. The hroad-minded spirit displayed was the more marked, when the majority vote prevailed, hy those who had held that there was nothing to be gained by closing down their exhibition this year, immediately moving and voting to make the decision unanimous.

There is no question of the success of the fair with the three cities, Victoria, Vancouver and New Westminster uniting in the endeavor to make it so. Great as was the success attending the Dominion event in Winnipeg last year, it will be undoubtedly surpassed at New Westminster this year.

* * *

The Provincial Government has received the report of the assessment commission appointed to look into the workings of the Assessment Act of last year. One of the most serious objections urged against the Act was that wholesale dealers in the province, who carried stocks of large proportions, and whose interests were bound up here, were taxed (under the personal property tax), while agents and representatives of wholesale houses not carrying stocks in the province, were practically exempt. Two provisions are suggested by the commissioners to cover this point, which are being embodied in amendments to the Act. One is to tax resident agents of houses not carrying stocks in the province, the rate suggested being one-fourth of one per cent. on the amount of their annual sales, and that for the purpose of arriving at such annual sales correctly, such agents be compelled to keep proper sets of books, showing all transactions carried on by them in the province in behalf of the firms they represent. The other provision, which is being met with considerable opposition, is to tax commercial travelers doing business in the province, and not carrying stocks within the province, for houses not established here, at the rate of $100 per year. It is anticipated that some modification of this proposed regulation will be secured. As the suggestion was submitted from the commissioners, it read that all travelers pay this before doing any business in the province, and a provision was added, that in case such license exceeded one-half of one per cent. of the amount of business done by the holder, within the province, he should be entitled to refund, provided that such refund did not exceed $75. Suggestions as to income tax were also submitted by the commission, and the opinion offered that, as it seemed a difficult proposition to secure an equitable working of a personal property tax, it would be better to direct the system of taxation to the ultimate object of having an income tax instead.

* * *

Vancouver, B.C., March 9, 1905.

As the time is approaching when the freight for the Yukon will begin to move, it is interesting to note that the transportation companies have succeeded, after a number of meetings, in coming to a decision as to rates. Practically the same transportation charges will be paid this season as last. The difficulty which had to be solved was the division of the business between the White Pass & Yukon Railway and the ocean steamship lines engaged in traffic to Skagway from ports of B.C. and Puget Sound. The three steamship lines engaged in the Northern traffic, the Canadian Pacific, the Pacific Coast S.S. Co., and the Alaska S.S. Co., had agreed that the proportion of the charges which fell to their lot last year was not great enough, and they undertook to convince the White Pass Railway people, the party of the other part, that the percentage should be increased. The latter, however, could not see the matter in the same light, and the result was a number of meetings at which no progress was made. In the end, it is understood that the railway company stood "pat" and the steamship companies take what they got last year. In some minor matters, slight concessions were made to the steamship companies.

Through bills of lading will not be issued until May 15, as usual, but the White Pass will receive goods at White Horse as early as April 15, subject to forwarding in order of receipt, on the opening of navigation. The special commodity rates in effect last year will again go into force on July 1st, lasting till August 15. This year it is anticipated that a large amount of freight, formerly shipped via the lower Yukon from St. Michaels, will go to Dawson and other Yukon points via Skagway and White Horse and down the river. The White Pass Railway Co. operates a large fleet of steamers on the river in conjunction with the railway.

* * *

Marking the beginning of a new movement in Oriental trade, it is stated that Frank Waterhouse, a shipping agent of Seattle, usually said to represent the Great Northern Railway, has chartered four large cargo carriers to take out freight for Japan. The chartered vessels are the new steamer Ocean Monarch, 9,600 tons' capacity; the Nairn, 6,000 tons; the Foreric, 7,000 tons, and the Forest Brook, 5,000 tons. The latter steamer is now at Seattle, lying at the Great Northern docks, ready to take on cargo, and the other three are en route to Puget Sound from Pacific points. The reason for the chartering of these steamers is given that the regular steamers of the Hill line, including the immense new Minnesota, cannot take care of all the freight now being carried across the continent by the Hill railway system for shipment to the Orient. Thirty thousand tons of barley, flour, and manufactures of steel and iron, now in demand in Japan, will form the principal items of the cargoes of the four steamers.

* * *

The Blue Funnel liner Tydeus, which had 1,500 tons of cargo from Liverpool direct for British Columbia merchants and importers, reached port and discharged on Sunday last, completing the discharge of the whole consignment of 1,500 tons in little over twenty-four hours.

Another cargo-carrier, the sailing bark Cedarbank, is due on this coast at any time, from Liverpool and Glasgow, with general cargo for this port. The Cedarbank is owned by Andrew Weir & Co., the big shipping firm, which has entered into contract with the Dominion Government to provide a steamship line between Vancouver and Mexican ports.

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AND
GOLD MEDALIST

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THE SALE IS IRRESISTIBLE **THE VALUE INCOMPARABLE**

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GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

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A GOOD PROFIT AND A GOOD ARTICLE

LILY WHITE Gloss Starch

is that kind of a combination for the dealer.

When a stock of this well-known brand of Laundry Starch is put in, the grocer feels that he is not taking any long chances. It is distinctly a case of "backing the favorite." He knows it will "move"—and quickly; no bargain sales from tubs at the season's end, of miscellaneous nondescripts. What a satisfaction it is to sell a Starch that you know from trial in your own home to be the "real thing."

Attractive packages, heavy advertising, everything in fact that could be done to help the grocer has been and will be done continuously.

BRANTFORD STARCH WORKS, Limited,
BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Groceries.

Toronto, March 16, 1905.

AN air of quiet has overtaken the grocery trade this week, partly owing to the bad condition of the country roads, and partly because it is now between seasons. Reports from Western Ontario indicate an optimistic feeling among business men, for the coming Summer and Autumn trade.

CANNED GOODS.

Sales of canned goods are quiet, although for this season of the year, the market is extraordinarily active, particularly in tomatoes. The firmness of the tomato situation continues and further importations from the United States are reported. The Grocer in the course of the week, heard the opinion expressed that it looked as if the market would soon be practically bare of tomatoes. It was altogether likely that there would be tomatoes available; even if the canners persevered in their present pretensions; there would be independent growers, and it looked as if there would be more independent canners: at the same time, there could be very little doubt but that prices for the season of 1905-06 would be on a higher level than at present.

The usual Lenten inquiry is noticed for canned fish. Kippered herring are scarce and Finnan Haddie to arrive in June are going to be dear. A seasonable demand is reported in canned fruits. We quote the following prices:

Tomatoes, 3's	1 25	1 30
Corn, 2's	1 15	1 20
Peas, 2's	0 82½	1 30
Sliced beets, 2's		0 85
" " 3's		0 95
" " whole		0 95
Pumpkin, 3's		0 75
" gal		2 50
Squash		1 00
Asparagus tips, 2's		2 50
Golden waxed beans, 2's		0 80
Refugee or Valentine beans, 2's		0 85
Crystal waxed beans, 2's		0 92½
Spinach, 2's		1 40
" 3's		1 80
Baked beans, plain, 1's		0 45
" 2's		0 72
" " 3's		0 90
Tomato sauce, 1's		0 50
" " 2's		0 78
" " 3's		1 00
Chili sauce srme as tomato sauce.		
Catsupe, tins, 2's		0 78
" gal		4 50
" jugs		7 70
Apples, standard, 3's	1 85	1 90
" preserved, 3's		1 47½
" standard, gal	1 85	2 00
Pears, Flemish Beauty, 2's		1 52½
" " " 3's		2 00
" Bartlett, 2's		1 87½
" " 3's		2 82½
" whites, 2's		1 72½
" " 3's		2 67½
Peaches, pie, 3's		1 25
Cherries, red, pitted, 2's		2 20
" " not pitted, 2's		1 75
" English black, pitted, 2's		2 20
" " " not pitted, 2's		1 75
" white wax, pitted, 2's		2 42
" " " not nitted. 2's		2 00
Lawtonherries, heavy syrup, 2's		1 57½
" preserved, 2's		1 75
" standard gal		4 97½
Plums, Damson, light syrup, 2's		1 00
" " heavy syrup, 2's		1 30
" " " 3's		1 85
" Lombards, light syrup, 2's		1 05
" " heavy syrup, 2's		1 35
" " 3's		1 90
" green gage, light syrup, 2's		1 15
" " heavy syrup, 2's		1 47½
" " " 3's		2 00
" egg, heavy syrup, 2's		1 52½
" " " 3's		2 10
Pineapple, sliced, standard, 2's		2 35
" extra " 2's		2 47½
" grated, " 2's		2 62½
Raspberries, red, heavy syrup, 2's		1 40
" preserved, 2's		1 60
" black, heavy syrup, 2's		1 35
" " preserved, 2's		1 50
Rhubarb, preserved, 2's		1 15
" " 3's		1 90
" " gal		2 62½
Strawberries heavy, syrup, 2.s		1 60
" preserved, 2's		1 75
Lobster, talls		3 50
" 1-lb. flats		3 75
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Saimon, Fraser River, "Horseshoe" and "Maple Leaf."		
1-lb. talls, 5 cases and over		1 77½
1-lb. talls, less than 5 cases		1 80
1-lb. flats, 5 cases and over		1 90
1-lb. flats, less than 5 cases		1 92
½-lb. flats, 5 cases and over		1 17
½-lb. flats, less than 5 cases		1 20
Salmon, "Clover Leaf."		
1-lb. talls, 1 to 4 cases		1 80
1-lb. flats, 1 to 4 cases		1 87½
1-lb. talls, 5 to 9 cases and over		1 77½
Chums	0 95	1 00½
Sardines, Sportsman ¼s		0 14
" ½s		0 23
" Portuguese ¼s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½s	0 35	0 38
" Domestic, ¼s	0 03½	0 04½
" " ½s	0 09	0 11½
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies, per doz		1 00
Haddies, per case		4 00
Kippered herrings, domestic		1 00
" " imported	1 40	1 45
Herrings in tomato sauce, domestic		1 00
" " " imported	1 40	1 45
California ripe olives, tins, per doz		4 75
Corned beef, 1s, per doz		1 50
" 2s, "		2 70
" 6s, "	8 00	10 00
" 14s. "		18 00
Lunch tongues, per doz		3 00
Potted meats, ½s. "		0 50
" ½s. "		1 00

SUGAR.

An easy sugar market is reported for the week under review, with declining beet market, but no quotable change in Canadian Refined. Domestic trade is a little slack as usual at this season of the year. Our quotations are as follows:

Paris lumps, in 50-lb. boxes	6 38
" in 100-lb. "	6 28
St. Lawrence granulated	5 73
Redpath's granulated	5 73
Acadia granulated	5 68
Berlin granulated	5 63
Phoenix	5 58
Bright coffee	5 58
Bright yellow	5 48
No. 3 yellow	5 48
No. 2 "	5 33
No. 1 "	5 23

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

SYRUPS AND MOLASSES.

A first class demand is reported for syrups and molasses of all descriptions for the week. This is largely due to the extraordinarily firm situation of provisions at the present time. Reports from Barbadoes say that the molasses market is very firm and that the yield of molasses per ton of sugar will be much below the average of previous years, viz. not above 30,000 puncheons, due to the fact that the cane juice, though not abundant, is particularly rich this year. We quote the following prices:

Syrups—		
Dark		
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, hhl., per lb		0 02¾
" ½-bbls "		0 02¾
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. " "		0 90
" 2-lh. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lh. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 25	0 30
" ½ bbls	0 27	0 32
" open kettle	0 45	0 50
Barbadoes, extra fancy	0 45	0 50
Porto Rico	0 42	0 48
West Indian	0 32	0 35
Maple syrup—		
Imperial qts		0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

COFFEES.

The weakness in the speculative coffee market noted last week, still continues, with perhaps a slight exaggeration, although there has been no quotable change. Domestic continues steady, and in fair volume. We quote the following prices:

	Per lh.	
Green Rios, No. 7	0 10	0 10½
" " No. 6		0 11
" " No. 5		0 11½
" " No. 4		0 12
" " No. 3		0 12½
" Mocha	0 21	0 23
" Java	0 22	0 35
" Santos	0 11	0 13
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
Green, Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracaibo	0 16	0 23

TEAS.

An advance of 1-2d. in the price of low grade and medium teas is making them better property on this market. In London, the situation is firm, specially in high and low grade teas, and it is reported that if one or two of the English houses were to begin stocking up to any extent, it would mean a jump in prices. Local trade is satisfactory, and without special feature. We quote the following prices:

Congou—half-chests, Kaisow, Moning	0 12	0 35
" caddies, Pakling	0 19	0 40
Indian—Darjeelings, Pekoe souchongs	0 20	0 22
" Pekoes	0 25	0 30
" Orange Pekoes	0 35	0 45
Indian—Darjeelings	0 35	0 45
Assam Pekoes	0 18	0 22
Assam Pekoe Souchongs	0 16	0 18
Ceylon—Broken Orange Pekoes	0 22	0 24
Orange Pekoes	0 22	0 29
Pekoes	0 18	0 24
Pekoe Souchong	0 14	0 16
China Greens—Gunpowder, cases, extra firsts	0 35	0 42½
" half-chests, ordinary firsts	0 22	0 28½
Young Hyson, cases, sifted, extra firsts	0 37½	0 47
" cases, small leaf, firsts	0 30	0 37
" half-chests, ordinary firsts	0 22½	0 32½
" " seconds	0 22	0 24½
" " thirds	0 15	0 17
" " common		0 14
Pingsueys—Young Hyson, ½-chests, firsts	0 25	0 30
" " seconds	0 16	0 18
" half-boxes, firsts	0 25	0 30
Japan—½ chests, finests May pickings	0 34	0 38
Choice	0 31	0 36
Finest	0 27	0 29
Fine	0 24	0 27
Good medium	0 19	0 21
Medium	0 17	0 19
Good common	0 18	0 16
Common	0 13	0 14

SPICES.

Prices in the spice market are well maintained: last week's quotations still rule, and there is no special feature in

the market. We quote the following prices:

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 25	0 35
" white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 14	0 17
Cassia	0 21	0 25	Mace	0 80	0 90
Nutmeg	0 45	0 75			

RICE AND TAPIOCA.

The demand for rice and tapioca continues seasonable, and quotations are unchanged from last week. We quote the following:

	Per lb.			Per lb.	
Rice, stand. B	0 03½	0 03¾	Tapioca, staple	0 03¼	0 03½
Rangoon	0 03⅝	0 03¾			
Patna	0 05	0 05½	" double goat		0 04
Japan	0 06	0 07	Carolina rice		0 08
Sago	0 03½	0 04	Louisiana rice	0 05	0 07

Foreign Dried Fruits.

Trade in dried fruits is on the quiet order and the market is without special feature for the week. Last week's quotations still rule. We quote the following prices:

PRUNES.

	Per lb.			Per lb.	
100-110s		0 04	60-70s	0 06	0 06½
90-100s	0 04	0 04½	50-60s	0 06½	0 06¾
80-90s		0 05	40-50s		0 08
70-80s	0 05½	0 05½	30-40s	0 00	0 09

CANDIED PEELS.

	Per lb.			Per lb.	
Lemon	0 09	0 10	Citron	0 15	0 17
Orange	0 10	0 11			

FIGS

	Per lb.			Per lb.	
Tapnets	0 03½	0 04	Elemes	0 08	0 13
Naturals	0 06½	0 07½			

APRICOTS.

	Per lb.	
Californian evaporated	0 12½	0 14

PEACHES.

	Per lb.	
Californian evaporated	0 11	0 14

PEARS.

California evaporated, per lb	0 14

CURRANTS.

	Per lb.			Per lb.	
Fine Filiatras	0 04¾	up	Vostizzas	0 07	0 08
Patras	0 06	0 06½			

RAISINS.

	Per lb.	
New selects	0 05½	0 05¾
Fine off stalk		0 04¾
Sultana	0 06½	0 10
Californian seeded, 12-oz. Muscatals	0 06¾	0 07
" " 1-lb. boxes "	0 07	0 08½
" unseeded, 2-crown. "		0 07½
" " 3-crown "	0 05¾	0 07
" " 4-crown "	0 07	0 08

DATES.

	Per lb.			Per lb.	
Hallowees	0 04⅜	0 04¾	Fards new choicest	0 09	0 10½
Sairs	0 03½	0 04	" new choice		0 09½

For quotations on foreign nuts see Grocer of March 10.

EVAPORATED APPLES.

Evaporated apples are in firms' hands and are quoted this week ¼c higher than a week ago, this week's prices being from 6¾ to 7c. Only a fair volume of business is reported. Quotations in dried apples rule as last week, namely 3 to 4c.

DRIED AND CURED FISH.

The wholesale trade have now completed their sales of dried and cured fish for the Lenten season and are now sorting and cleaning up remaining supplies. Regular trade continues without special feature. We quote the following prices:

Boneless fish, per lb	0 04
Cod fish, 1-lb. bricks	0 06
Pure cod, per lb	0 10
Quail-on-toast, per lb	0 05½ 0 06
Flitched cod fish, in cases of 100 lbs., per lb	0 06 0 06½
Labrador herring, per bbl	6 00 6 50
" " per ½ bbl	3 25 3 40
Scaled herring	0 14
Salmon trout, per keg	5 50 6 00
Lake herring, per keg	3 75 4 00

Country Produce.

EGGS.

Receipts of eggs are now comparatively regular; at the same time the wholesale trade do not report an extraordinarily healthy egg market as buyers are holding back expecting lower quotations. With the difference in price between fresh cold storage and new laid eggs, only 1c., bakers find it to their advantage to stick to the cold storage eggs. The average consumer, however, is now beginning to use more fresh eggs and improved conditions may be expected shortly. We quote the following prices:

Eggs, strictly new laid	0 21 0 22
Cold storage fresh	0 20
pickled	0 19

BEANS.

The firmness of the bean market continues although the volume of business is slightly below the level of last week. Dealers are prophesying higher prices for beans, and one firm quotes $2 as the limit on bean quotations. We quote the following prices:

Beans, handpicked, per bush	1 85 1 90
" prime, No. 1	1 75
" prime, No. 2	1 50 1 55
" Lima, per lb	0 07 0 07½

HONEY.

A brisk demand for honey is reported at slightly easier prices. Up to the present farmers have been holding supplies expecting a firmer market. As their expectations have not been realized they are now unloading and are quite willing to sell available supplies on consignment. We revise quotations below as follows. Inadvertently one or two errors crept into last week's quotations:

Honey, extracted clover, per lb	0 07½ 0 08
" sections, No 1, per doz	1 90 2 00
" " No. 2 "	1 65
" Buckwheat, per lb	0 05 0 06
" " sections per doz	0 75 1 00

SEEDS.

The domestic seed trade is improving daily, with the fine weather, and brisk demand for seasonable varieties being recorded during the week under review. Our quotations are as follows:

Alsike clover, per bush	5 00 8 00
Red clover	6 00 9 00
Mammoth clover, per bush	7 00 9 00
Timothy	1 50 2 50
Hungarian, per 100 lbs	2 60 2 70
Millet "	2 50
Orchard grass	14 00
Seed corn, Dent varieties, per bush	0 70 1 00
" Flint " "	1 25 1 30

MAPLE PRODUCTS.

This is the season for maple products and on account of the scarcity and high price of butter a specially good sale of maple syrups is reported during the week. Our quotations are as follows:

Maple sugar, 1 lb cakes, per lb	0 09 0 10
" large cakes in tubs, per lb	0 08
" per imperial gal	0 90
" " wine gal	0 65
" " imperial quarts	0 25

APPLE SHIPMENTS.

Total shipments to European ports for week ending March 11, 1905:

From —	To Liverpool.	London	Glasgow.	Various.	Total.	Same week '04.
Boston	10 863	715	3,450	747	15,775	11,462
New York	8,189	5,426	2,322	5,675	21,594	13,420
Portland	11 409	....	....	....	11,409	25,825
Halifax	800	23,591	....	....	24,391	18,384
St. John	699	....	....	....	699	4,157
Tot'l for w'k	31,960	29,732	5,772	6,422	73,868	73,249
Same time 1904	42,252	16,994	10,169	3,835	73,250	
Same time 1903	29,920	17,106	5,989	6,525	59,530	

Total shipments since season opened.....2,167,380
" " same time 1903-4.....3,304,098
" " " 1902-3.....2,335,391

Fish and Oysters.

As the Lenten season advances increased sales of fish are reported and dealers say that trade on the whole is proving satisfactory. The recent cold weather seems to have stimulated the fish trade to the extent that within the next week or two the balance of fresh frozen and pickled stock will have been moved. This is now between the seasons and we shall shortly be getting into the fresh fish trade. Finnan haddie are ½c. easier for the week. We correct quotation on sea herring, which should be $2.25 instead of $2.75. We quote the following prices:

Frozen balibut	0 10
Britisb Columbia salmon	0 10
Whitefish, frozen, per lb	0 07½ 0 08
Haddock " per lb	0 05
Cod, steak " "	0 07
Trout, lake, per lb	0 07½
Pike, per lb	0 05 0 06
Finnan haddie, per lb	0 06 0 07
Oysters, Long Island natives, per imp. gal	1 70
" Baltimores, per wine gal	1 40
" "Select," " "	4 80
Ciscoes, ner basket	1 25
Bloaters, per box of 50	1 25 1 40
Labrador herring, ½ bbl	2 75 3 00
" " large bbl	5 75 6 00
Shrimps, per gal	1 15 1 25
Sea herring	2 25
Smelts, No. 1	0 10
" No. 2	0 06
" extras	0 13
Frozen fresh water berring	0 04

Grain, Flour and Breakfast Foods.

GRAIN.

The Manitoba grain market is down this week, Northern No. 1 and 2 being each 2½c. lower. Northern No. 3 is also down to $1. Red and white wheat are quoted 3c. below the prices ruling a week ago. Buckwheat is also down 1c. We quote the following prices:

All on track Toronto.	
Manitoba wheat, Northern No. 1 new	1 08
" " " No. 2 "	1 05
" " " No. 3 "	1 00
Red, per bushel, new	1 07 1 07½
White " "	1 07 1 07½
Barley " "	0 48 0 52
Oats, " "	0 44 0 44½
Peas "	0 74 0 75
Buckwbeat "	0 64 0 65
Rye, per busbel, "	0 83 0 85

FLOUR.

The flour trade continues dull and uninteresting except in Manitoba flour, and last week's quotations still rule. We quote the following:

Manitoba wbeat patents, per bbl. in bags	5 40 5 70
Strong bakers " "	5 20 5 40
Ontario wheat patents " "	4 90 5 00
Straight roller " "	4 85 4 95

BREAKFAST FOODS.

A general advance in breakfast foods is noted this week. Business on the whole has improved, immediately owing to the burning of the American Cercal Co.'s big mills at Cedar Rapids, Iowa. This was perhaps the largest mill of the sort in the world, with a capacity of 5,000 barrels per week, which means that the Great Western Cereal Co. and other American manufacturers will now have all they can do to attend to their domestic trade. The oatmeal men here are of the opinion that they have not much to fear from their American competitors from now on as previous to the above circumstance the price of oats had advanced on the other side and at the present time quotations there are about on a parity with Canadian prices. Oatmeal is up 20c. and rolled oats from 15 to 20c. all round. We quote the following prices:

Oatmeal, standard and granulated, carlots, on track, per bbl	4 90
Rolled wheat in boxes, 100 lbs	2 90
" " 50 lbs	1 50

We can interest you with our quotations on

CLARK'S AND LIBBY'S

Canned Meats

——IT WILL PAY YOU TO ORDER NOW——

THE EBY, BLAIN CO., LIMITED

Wholesale Grocers, - - - TORONTO

Rolled oats, standard, carlots, per bbl., in bags	....	4 35
" " " " " in wood	....	4 60
" " " " for broken lots	....	4 60
Rolled wheat, per 100-lb. bbl.	....	3 00
Cornmeal	....	3 35
Split peas	....	5 00
Pot barley, in bags	....	4 00
" in wood	....	4 25

Hides, Tallow, Skins and Wool.

Domestic trade in hides and wool is dull and featureless for the week. Quotations on fleece wool, new clip, and rejections, have been withdrawn for the time being. We quote the following prices:

Hides, No. 1 green steers, per lb.	....	0 09
" " 2 " " "	....	0 08
" No. 1 green, per lb.	....	0 08½
" " 2 " "	....	0 07½
Country hides, flats, per lb.	0 0 6¾	0 07½
Veal skins, No. 1, 6 to 12 lb. inclusive	....	0 11
" " " 2 " "	....	0 09
" " " 1 15 to 20 lb "	....	0 10
" " " 2 " "	....	0 08
Sheep skins	1 25	1 50
Rendered tallow, per lb.	0 04	0 04½
Unwashed wool, new clip, per lb.	0 13	0 14
Pulled wools, super, per lb.	0 23	0 25
" " extra "	0 24	0 26

QUEBEC MARKETS.

Groceries.

Montreal, March 16, 1905.

TRADE in grocery jobbing circles is reported as somewhat improved lately, due to the better weather and improvement in country roads. Country produce is now being more freely brought in to the towns, and this has stimulated trade with country merchants. Remittances are fairly good, though no marked improvement will be apparent until the new cheese markets open. Sugars are easy. Teas show a better condition, buyers claiming a firmness and holders not anxious to accept bids. New Barbadoes molasses has advanced 1c. per gallon in the islands, and would cost more laid down here than the trade is asking now. Attention is directed to our special remarks on coffee in the division on this article. Fish are going out rapidly during the Lenten season, and prices are hardening up in many lines, owing to scarcity of supplies. Green fruits are dull, hard weather holding back business. Provisions are firm, and good trade doing. Eggs are tumbling down cents a day now, new arrivals filling up the late scarcity.

SUGAR.

Sugar market bears a weak tone, beet being quoted very low. Buyers are holding off, waiting for a change in the market. Country orders are of a hand-to-mouth character.

Granulated, obls.	$5 65
" ½-bbls	5 80
" bags	5 60
Paris lump, boxes and bbls.	6 15
" " ½-boxes and 1½-bbls.	6 25
Extra ground, bbls.	6 00
" " 50-lb. boxes	6 20
" " 25-lb. boxes	6 10
Powdered, bbls	5 80
" 50-lb. boxes	6 00
Phoenix	5 60
Bright coffee	5 50
" yellow	5 45
No. 3 yellow	5 40
No. 2 "	5 25
No. 1 " bbls.	5 10
No. 1 " bags	5 10
Raw Trinidad	4 50 4 50
Trinidad crystals	4 85 4 90

SYRUPS AND MOLASSES.

Reports from Barbadoes are that molasses has advanced 1c. per gallon, quotations being 21c. in the Island, making a laid-down price of about 34c. The market is reported strong, with liberal buying. Local prices are unchanged and trade is none too active. Corn syrups are going out better, the Lenten season being a good one for this class of goods.

Barbadoes, in puncheons	....	0 33
" in barrels	....	0 35½
" in half-barrels	....	0 36½
New Orleans	0 22	0 35
Antigua	....	0 27
Porto Rico	....	0 45
Corn syrups, bbls.	....	0 02½
" ½-bbls.	....	0 02¾
" ¼-bbls.	....	0 03
" 38½-lb. pails	....	1 30
" 25-lb. pails	....	0 90
Cases, 2-lb. tins, 2 doz. per case	....	1 90
" 5-lb. " 1 doz. "	....	2 35
" 10-lb. " ½ doz. "	....	2 25
" 20-lb. " ½ doz. "	....	2 10

TEA.

Trade is somewhat on the quiet side. Ceylon blacks are fully 1d per lb. higher for teas from 7d to 1s. Indians are also very firm. There is some inquiry for China greens, particularly Pingsuey gunpowders. Stocks are getting low now for such teas, and there have been several large parcels turned over within the last four or five days. There has been some considerable demand for all grades of Japans, principally for teas from 17c. to 20c. The market on low grades has advanced about 1c. per lb., and there is nothing now under 11 to 11½c. in big lots. In Formosas, it is surprising to note that there has been some inquiry for fine Formosas recently, but the market is absolutely bare. The general feeling among the trade is that teas will maintain a good, firm tone and, no doubt, this will hold until arrival of ner crop.

Japans—Fine	....	0 26	0 28
Medium	....	0 20	0 24
Good common	....	..	0 18
Common	....	0 12½	0 15
Ceylon—Broken Pekoe	....	0 25	0 38
Pekoes	....	0 17	0 20
Pekoe Souchongs	....	0 15	0 20

Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders	0 12	0 12
Congous—Kaisows	....	0 12
Pakling hoxes	0 12	0 14

SPICES.

Spice market unchanged since last report. Trade just now is of a sorting-up character. Some offerings of nutmegs from London show a little decline from former prices. Peppers are in fair demand.

	Per lb.	
Peppers, black	0 18	0 22
" white	0 25	0 30
Ginger	0 15	0 24
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 30
Allspice	0 16	0 19
Nutmegs	0 30	0 50

COFFEE.

Trade is about as last week—no interesting features to note locally;—the tendency is for firmness.

Good Cocutas	0 10	0 10½
Choice "	0 11½	0 12½
Jamaica coffee	0 10½	0 11
Java	0 18	0 22
Mocha	0 16	0 19
Rio	0 08	0 09

CANNED GOODS.

On account of scarcity of tomatoes on our local market some further importations of United States pack stock was received, prices laid down at $1.17½ to $1.20 per doz., as to quality; prices are firm at $1.30 with prospect of scarcity ahead. No changes in other lines. Canned fruits in fair demand at quoted prices. Salmon unchanged with fair demand for all kinds of canned fish, with single exception of finnan haddies, packers of which are making calculations this year of putting these on a basis where a profit can be had; for several years these goods have been practically put up at a loss to the packers. We quote as follows:

Salmon, pink	0 90	1 00
" spring	....	1 55
" Rivers Inlet red sockeye	....	1 65
" Fraser River red sockeye	1 50	1 75
Lobsters, talls	....	3 45
" 1-lb. flats	3 50	4 00
" ½-lb. flats	....	2 25
Canadian Sardines, ½s	3 65	4 00
California asparagus	4 50	5 00
Asparagus tips	3 50	3 75

VEGETABLES.	Per doz.	
Corn, 2-lb. tins	$1	20
" 2-lb. sucotash	1	25
Gallon corn	5	00
Tomatoes, 3-lb. tins	1	30
Gallon tins	3	60
Sugar beets	$0	85 0 95
2's Asparagus Tips		50
2's Beans, Golden Wax		80
2's " Refugee or Valentine	0	82½
2's " Crystal Wax	0	92½
2's Peas, No. 4 "Standards"	0	82½
2's " No. 3 "Early Junes"	0	85
2's " No. 2 "Sweet Wrinkled"	0	95
2's " No. 1 "Extra Fine Sifted"	1	30
2's Table Spinach	1	40

For quotations on canned fruits, see Grocer of March 3.

For Quebec green fruit and vegetable markets see Fruit Department.

Foreign Dried Fruits.

Trade is quiet. Local stocks of raisins are practically cleaned out, holders have been anxious to realize rather than hold on longer, notwithstanding recent advices from Spain of an advancing market. Currant market is inclined to become easier, possibly 1s. under former quotations in Greece. No heavy stocks are carried here and no effect will be noticed through the easier tone abroad. California fruits are not receiving much attention outside of apricots and peaches. Prices unchanged. We quote as follows:

VALENCIA RAISINS.

Fine off-stalk, per lb	0 05	0 06
Selected, per lb.	....	0 06½
Layers "	0 07	0 07½

DATES.

Dates, Hallowees, per lb	0 04	0 04½

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per b	....	0 13½
Peaches "	....	0 10½
Pears "	....	0 13

MALAGA RAISINS.

London Layers	....	2 00
"Connoisseur Clusters"	....	2 50
" " Quarter boxes	....	0 80
"Royal Buckingham Clusters," ½-boxes	....	1 10
" " Boxes	....	3 50
"Excelsior Windsor Clusters	....	4 50
" " ⅛s	....	1 35

CALIFORNIAN RAISINS.

Loose muscatels, per lb.	0 07½	0 08
" " seeded, in 1-lb. packages	0 08	0 09
" " 2 crown	....	0 06
" " 3 "	....	0 06½
" " 4 "	....	0 08

PRUNES.

	Per lb.	Per lb.
30-40s	....	0 08½
40-50s	....	0 08
50-60s	....	0 07
60-70s	....	0 06
70-80s	....	0 06
80-90s	....	0 05
90-100s	....	0 05
Oregon Prunes (Italian style) 40-50s	....	0 08
" " 50-60s	....	0 07
Oregon prunes (French style), 60-70s	....	0 06
" " 90-100s	....	0 04
" " 100-120s	....	0 04

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, March 16, 12.30 p.m.

CHEESE — Market dull. Cable to-day, Liverpool, up 6d. Local quotations 11½c., fair basis for Ontario white.

BUTTER—Receipts better. Market weakening; some dealers expect slump. Choicest creamery, 26 to 23c

EGGS—Market breaking daily. Hand to mouth buying weakening effect. Guaranteed candled stock, 21c., and No. 2, 16c.; fresh, 24c.; new laid, 26c.

PROVISIONS—No change. Market firm. Fresh abattoir killed, $8.25 to $8.50; country dressed; $7.25 to $7.75 per 100 lbs.

DRESSED POULTRY—Prices unchanged. Trade quiet.

CURRANTS.

Filiatras, uncleaned	....	0 04½
Fine Filiatras, per lb. in cases	0 04½	0 05
" " cleaned	0 04½	0 05½
" " in 1-lb. cartons	00 5½	0 06
Finest Vostizzas "	0 06½	0 07½
Amaliae "	....	0 06

SULTANA RAISINS.

Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton	....	0 09

ELEME TABLE FIGS.

Six crown, extra fancy, 40-lb. boxes	....	0 13
Five crown, fancy, 10-lb. boxes	....	....
Four crown, fancy, 10-lb. boxes	....	0 09
Three crown	0 07	0 07½
Glove boxes, fine quality, per box	....	0 11
Fancy washed figs, in baskets, per basket	....	0 20
" pulled figs, in boxes, per box	....	0 22
" stuffed figs, " "	....	0 28
12-oz. boxes	0 06½	0 07

Fish.

The extremely heavy demand during the past week has had the effect of cleaning up this market in all lines, in fact green cod are sold out and there will not be any more this season. Salt herrings are also very scarce and prices have advanced. A very active trade has been done in frozen fish and an upward tendency in prices is noted. Frozen herrings are very scarce, but there are still some offering. Tom cods are moving freely and the present cold weather is helping sales along. A very large trade has been done in frozen haddock, but owing to the liberal arrivals prices are somewhat easier. In smoked fish the demand for finnan haddies has been exceedingly good and stocks are fairly well cleaned up here. New cured haddies are now beginning to arrive, and are meeting with ready sale at higher prices than are being quoted for the frozen stock which dealers have been handling for the past three months. There is the usual demand for bulk oysters. Shell oysters are very slow, in fact the season is practically over. There is a fairly good business reported in smoked, and prepared boneless fish, though the quantity of fresh frozen fish available has a tendency to check this trade a little. Some dealers report good sale for boneless fish. On the whole trade in all lines has been very brisk, and if anything has exceeded expectations as predicted in our columns some few weeks ago. Skinless cod is higher and owing to the scarcity a further advance may be looked for. Reports at hand state Norwegian catch of codfish about half of last year's catch, in fact it is given as the lowest for twenty years. We quote as follows:

Frozen sea herring (large Halifax), per 100	2 25	2 35
" " (medium) "	1 40	1 50
Tom cods, per bbl	1 10	1 20
Standard bulk oysters, per gal	....	1 40
Selects	....	1 60
Shell oysters, bbl	3 00	5 00
Haddies	0 06	0 07
Bloaters in boxes, 100 fish	1 00	1 10
Yarmouth bloaters, 60 fish per box	....	1 10
Smoked herring, per box, new	....	0 11
Frozen haddock, per lb	0 03	0 03½
Pike, " round winter caught	0 05	0 05½
Halibut, per lb	0 08½	0 09
Gaspe salmon, fresh frozen	....	0 15
B. C. Salmon, frozen	0 08½	0 09
Frozen steak cod	0 05	0 05½
Small whitefish	0 06	0 06½
Dore or pickerel	0 07	0 07½
No. 1 Labrador herring in 20-lb pails	....	0 80
No. 1 Herring, Labrador, per bbl	....	5 50
" " half bbl	....	3 00
No. 1 Holland herring, per half bbl	....	6 50
No. 1 Scotch herring, " "	....	6 50
" " per keg	....	1 00
Holland herring, per keg	0 65	0 75
No. 1 Salt mackerel, pail of 20 lbs	....	2 00
Boneless cod, 1 and 2-lb. blocks, per lb	....	0 06
" fish, " " "	....	0 05½
" " loose, in 25 lb. boxes	....	0 04½
Skinless cod, cases 1 00 lb. (new)	5 25	5 50
Labrador Salmon, half bbl	....	9 00
" " (200 lbs.) bbls	....	16 00
" " Large (300 lbs.)	....	24 00
B.C. salt salmon, bbl	....	14 00
" ½ bbl	....	7 50
Lake trout, salt, 100 lbs	....	4 50
Sea Trout in bbls. 200 lbs	....	9 50
" half bbls	....	5 50
Marshall's kippered herring, per doz	....	140
Canadian kippered, per doz	....	1 00
Canadian ¼ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz	....	1 30
Canned cove oysters, No. 2 size, per doz	....	2 25

Country Produce.

BEANS.

Bean market very firm. Recent arrivals brought $1.80 to $1.90 for carload lots of choice primes. The scarcity has forced up prices and holders are chary of letting out stocks too freely at even the above high figures. We quote as follows:

Choice prime	1 90	2 00
Primes	1 75	1 80

MAPLE PRODUCTS.

Business is very quiet. The arrival of new goods will improve conditions materially; it will be some weeks yet before new stock can be safely counted on as the weather is still hard. The legend "New Maple Syrup" may be noted here and there, but no new goods are as yet offered by the townships:

Maple syrup, in wood, per lb	0 07½	0 08
Maple syrup, in large tins	0 07½	0 07½
Pure sugar, per lb	0 07½	0 07½
Pure Beauce county, per lb	0 06	0 06½

HONEY.

The feature this week is the continued demand for buckwheat honey White extracted is in good supply with business dull. No changes in prices to note:

Whits clover, extracted, tins	0 07½	0 08
" " kegs	0 07½	0 07½
" " comb	0 12½	0 13½
Buckwheat	0 06½	0 06½

Epicure's Delights

CAIRNS' MARMALADES, JAMS AND JELLIES

New Season's Prices

MARMALADES

1-lb. glass
Patent air tight covers
Cases 2 doz.

	Per Doz.
Home Made Orange	$2.10
Scotch Orange	1.60
Tangerine Orange	2.10
Pineapple	2.20
Ginger	2.20
Green Fig and Ginger	2.20
Ginger and Pineapple	2.20
Green Fig	2.20

Scotch Orange

7-lb. tins, Cases 1 doz. $7.00

JAMS

1-lb. glass
Patent air tight covers
Cases 2 doz.

	Per Doz.
Strawberry	$2.10
Raspberry	2.30
Black Currant	2.30
Red Currant	2.10
Gooseberry	2.00
Apricot	2.20
Green Gage	2.10
Raspberry and Red Currant	2.20
Assorted	2.10

JELLIES

1-lb. glass
Patent air tight covers
Cases 2 doz.

	Per Doz.
Black Currant	$2.80
Red Currant	2.80

1-lb. White Stone Jars
Cases 4 doz.

Apple	$1.90
Bramble	2.00

Quantities of 5 Cases or More, One Kind or Assorted Kinds

Five Per Cent. Trade Discount

TERMS: F.O.B. MONTREAL, NET 30 DAYS OR 1% 10 DAYS

Special Import Prices quoted on minimum quantities of 25 cases.

HUDON, HEBERT & CIE.

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AGENTS FOR THE DOMINION

THE MOST LIBERALLY MANAGED FIRM IN CANADA

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BACK TO THE OLD STAND AGAIN.

HERE IS A NICE BARGAIN:

1,000 doz. Blueberries, 2s .....75c per doz.
2,000 doz. L. Chief brand Peas, 2s, "Marrowfat," "Champion" 80c per doz.

"NOW LET US TALK TEA."

DUE THIS WEEK:

82 Chests Ceylon Pekoe Black Tea .....From 15c to 18c per lb.
26 Half-Chests Ceylon Pekoe Black Tea .....From 15c to 18c per lb.

TO ARRIVE SHORTLY:

59 Chests Indian Choicest Black Tea, 80 lbs., bargain .....11½ per lb.
100 Chests Ceylon Pekoe Black Tea, 90 lbs.
68 Half-Chests Ceylon Orange Pekoe Black Tea, 50 lbs.
36 Half-Chests Ceylon Orange Pekoe Black Tea, 50 lbs.

NOW IN STORE:

30 Chests Ceylon Orange Pekoe (broken) Black Tea, 100 lbs.
50 Half-Chests Kurana Ceylon Orange Pekoe Black Tea.

451 PACKAGES—BEST VALUES ON THE MARKET TO-DAY.

We have a nice assortment in other TEAS.

LET US SEND YOU OUR SAMPLES.
COMPARE THEM.

PRICES ARE RIGHT. PROMPT SHIPPERS

L. CHAPUT, FILS & CIE.

Wholesale Grocers and Importers of Teas, Coffees, Wines and Liquors,

2, 4, 6 and 8 DeBresoles Street, - MONTREAL

NEW BRUNSWICK MARKETS.

Office of the Canadian Grocer.
St. John, N.B., March 15, 1905.

THE failure of the Bank of Yarmouth effected business much less even in Nova Scotia, than one might naturally expect. It was a local bank without branches. It is thought there will not be any direct loss in St. John. It is, however, a matter of very great regret. Business continues quiet. Collections are slow. The immense quantity of snow throughout the Maritime Provinces must result in Spring businesses opening late. Values as a rule remain firm. Rice for later shipment is quoted rather lower than present prices, which have shown a slight advance over last year's figures. Our market takes chiefly a medium. Rangoon rice selling price 3 1-4 to 3 1-2c. In spices nutmegs are firmer, but keep very low. Cloves are rather lower. Ginger is low. Pepper is unchanged, but rather easier. Hops continue unchanged. Higher prices are the report, but it seems very difficult to advance the price, and not further interfere with the sale. Cream of tartar keeps quite firm.

Salt.

A large cargo of Liverpool coarse salt arrived during the week and found a fairly good demand at full prices. Stock held is not large. At this season business is dull. There was a small quantity of Liverpool factory filled in the cargo.

Fish.

Lent is here, but fish stocks are light. In fresh fish the supply is small, and there is little variety. A few fresh gaspereaux are offered. Dry fish continue very high. Pickled herring are firmly held. Smoked are plentiful and prices reasonable. Haddies are high.

Flour, Meal and Seed.

While flour is firm, prices are unchanged. Supplies come forward very slowly. Feed is high, also oats. In oatmeal prices have been advanced. American competition is largely over. Cornmeal is firm. Beans are held at the advanced prices, and there is but a fair business doing. Barley and peas are scarce. Seeds have increased attention. American timothy continues to advance slowly. Canadian clovers are unchanged at full prices.

MANITOBA MARKETS.

Special Report from the Winnipeg Office of THE CANADIAN GROCER.

(Market quotations corrected by telegraph up till 12 a.m., Thursday, March 16th, 1905.)

BUSINESS in wholesale grocery circles is reported more active this week by most houses. Another fall of the "beautiful," following a fortnight of Springlike weather, has improved sleighing in the country and has had a beneficial effect on business.

The price list is fairly steady throughout. Locally there has been no change

THERE IS NO TIME LIKE THE PRESENT to buy a good thing when it's offered.

This is the time to buy

Clark's Sliced Smoked Beef

All the Wholesale Trade are offering it.

GROCERS, PLEASE TAKE NOTICE:—

WE HAVE THE BEST COCOANUT IN CANADA

We have most up-to-date machinery, and are turning out the finest cocoanut on sale. "White Dove" brand is what you should ask for and insist upon getting Send a trial order—Convince yourself.

W. P. DOWNEY, 26 St. Peter St., MONTREAL

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS **COCOA**

TRADE MARK

This design a guarantee of quality.

GREY BREAD WRAPPER —A— SPECIALTY

ALSO TASTELESS AND ODORLESS PARCHMENT PAPER FOR CAKE BAKING

SAMPLES AND PRICES WITH PLEASURE.

CANADA PAPER CO. Toronto LIMITED Montreal

Raspberry Pulp

NOW is your chance to secure a car of Raspberry Pulp in Gallon tins, 1904 pack. Pure Fruit (solid pack) at a surprisingly low figure.

WRITE us TO-DAY, or you may be too late.

BELLEVILLE CANNING COMPANY, - - - BELLEVILLE, ONT.

Genuine **Pratts Astral Lamp Oil**

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

in sugar, but another advance has been announced by the B. C. refinery, to apply to all points between Dunmore and the B. C. boundary line. This further advance of 15c. spells very dear sugar for the far Western points. Coffees are reported easier, with no local changes, although slight concessions are said to be obtainable. All foreign dried fruits are firm, and the quotations given by The Grocer are the rock-bottom prices. Evaporated apples are advancing, and the general range of quotations seems to warrant an advance of from ½ to ¾c. over the figures quoted last week. The fish trade is experiencing great activity since the beginning of Lent. Fresh eggs are becoming more plentiful, and they are now quoted at 25c. per dozen.

Sugar.

No change has been made locally, and the sugar market continues very firm. An advance of 15c. has been announced by the B. C. refinery to apply to all points between Dunmore and the B. C. boundary. We quote (subject to possible corrections in "Last Minute Manitoba Markets") as follows:

Montreal granulated, in bbls	6 30
" " in sacks	6 25
" yellow, in bbls	5 80
" " in sacks	5 75
Wallaceburg, in bbls	6 20
" in sacks	6 15
Icing sugar in bbls	6 90
" " in boxes	7 10
" " in small quantities	7 35
Powdered sugar, in bbls	6 70
" " in boxes	6 90
" " in small quantities	7 15
Lump, hard, in bbls	7 00
" " in ½-bbls	7 10
" " in 100-lb cases	7 00

Canned Goods.

There are no special features in the canned goods market this week. Prices are steady, and we again quote as follows:

Apples, 3's, 2 doz. cases, per case	2 15	2 20
Cherries, red pitted, 2's, 2 doz		4 40
Currants, red, 2 doz. cases, per case		3 35
" black, " "		3 75
Gooseberries, " "		3 50
Lawtonberries, 2's, " "		3 35
Pears (Bartletts), " "		3 50
Peaches, 2's, " "		3 75
" 3's, " "		3 75
Raspberries, red, " "		2 90
" black, " "		3 00
Strawberries, " "		3 50
Plums, Lombard, 2 doz. per case		2 35
" green gages, 2 doz. case, per case		2 50
Tomatoes, 3's, per 2 doz. cases	2 85	3 00
Corn, 2's " "		2 60
Peas, 2's " "		1 90
Beans, 2's " "	1 90	1 95
Salmon, finest sockeye, per case		7 00
" humpback, "		3 75
" cohoes, "		5 25
Boneless chicken, lb. tins, per doz		3 5
" turkey " "		3 25
" ducks " "		3 25

Spices.

There is a firmer tone to the pepper market, but otherwise nothing of special interest in spices. We quote:

Pepper, black, per lb	0 18
" white, "	0 25
Cayenne, "	0 21
Cloves, ground "	0 25
Cassia, "	0 16
Allspice, "	0 14
Ginger, "	0 15
Cloves, whole	0 25

Rice, Tapioca, Etc.

Since the recent decline in Rangoon rice and the advance in Patna, nothing of interest has occurred. We again quote as follows:

Rangoon rice, per lb	0 03¾ 0 03¾
Patna "	0 04¾
Tapioca, per lb	0 03¾
Sago, "	0 03¾

Syrups and Molasses.

Trade in syrups is reported particularly active. Prices are steady, with an easy tendency in corn syrups. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 40
" " 5-lb tins, per 1 "	2 70
" " 10-lb tins, per ½ "	2 50
" " 20-lb tins, per ¼ "	2 40
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03¾
Barbadoes molasses in ½-bbls, per lb	0 04
New Orleans molasses in ½-bbls, per lb	0 02½
" " in barrels	0 02¾
Porto Rico molasses in ½-bbls., per bbl	0 04½

Coffee.

Local prices are unchanged, but there is an easier tendency in sympathy with advices from primary markets. We quote:

Green Rio, per lb	0 11½
Roasted, per lb	0 14

Cocoa and Chocolate.

The price of Baker's chocolate in ½ lb. packages is now 37c., and ¼ and ½ lb. packages of cocoa are sold at 42c. per lb.

Jam.

Upton's jam is quoted at 50c. per pail in Winnipeg. The Brandon price is 52c., the price in Calgary and Lethbridge, 57c., and the Edmonton price, 60c.

Nuts.

Quoted as follows:

Almonds, per lb	0 12½
" (shelled), per lb	0 28
Filberts	0 11
Peanuts, extra choice	0 11½
Jumbos	0 14
Walnut, per lb	0 12
" (shelled) "	0 25
Pecans, per lb	0 15 0 16
Brazils, per lb	0 16

Foreign Dried Fruits.

All items in this list are firmly held at prices quoted, and in almost all there is a strong tendency to an advance. We quote:

Valencia raisins, Trenor's, per case f.o.s		2 00
" selects		2 20
" layers		2 25
California raisins, muscatels, 3 crown, per lb		0 06½
" " " 4 "		0 07½
" " choice seeded in ¾-lb. packages per package		0 06¾
" " choice seeded in 1-lb packages per package	0 08	0 08½
" " fancy seeded, 1-lb. packages, per package		0 09½
Prunes, 90-100 per lb		0 04½
" 80-90 "		0 04¾
" 70-80 "		0 05½
" 60-70 "		0 05¾
" 50-60 "		0 06½
" 40-50 "		0 07½
" silver "		0 07½
Currants, uncleaned, loose pack, per lb		0 05¾
" dry cleaned, Filiatras, per lb		0 06¼
" wet cleaned, per lb		0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb		0 06¾
" Vostizzas, uncleaned		0 06¾
Dates, new per lb		0 05
Figs, cooking in bags, per lb	0 04½	0 04½
Apricots, choice, in 25-lb. boxes, per lb		0 13½
" standard, "		0 12½
Peaches, choice, " "		0 13½
" standard " "		0 13
Pears, (choice halves) " "		0 13½
Nectarines, choice " "		0 11
Plums, choice (dark pitted) per lb		0 10½
Candied Peel—Lemon peel, per lb		0 09
Orange "		0 09½
Citron "		0 14

Evaporated Apples.

Prices quoted by local houses are not all the same for evaporated apples, but there is a general upward tendency, and the average price is apparently from ½ to ¾c. higher than that quoted in these columns last week. We now quote:

Evaporated apples (new), 50-lb. cases	0 07½
" " 25-lb. cases	0 08

Beans.

The bean market has experienced another advance, and the price of hand-picked is now $2 per bushel.

Fish and Oysters.

With the commencement of the Lenten season, the fish trade has become more active. No important change in price has been made. We again quote:

Lake Winnipeg whitefish	per lb.	0 06
Slave Lake whitefish	" 0 07	0 07½
Yellow pike (pickerel)	"	0 05
Lake Superior trout	"	0 08½
Lake Superior loose frozen herring	" 0 03	0 03½
Tubbees	"	0 04
Gold eyes	"	0 03
Blue fish	"	0 18
Mackerel	"	0 15
Red snapper	"	0 15
B.C. salmon (case lots 9c.)	"	0 09½
Halibut	"	0 08½
Jack fish	"	0 03½
Tomicods	"	0 05
Hake	"	0 07
Perch	"	0 04½
Eels	"	0 08
Cod, steak size	"	0 08
Cod, market size	"	0 07
Flounders	"	0 05
Haddock	"	0 08
Atlantic smelts, extra, 20-lb. boxes	"	0 12
" " No. 1, " "	"	0 08½
" " No. 2, " "	"	0 07½
"Halifax" brand salt cod, fish cskes 24-1's	"	0 11
"Acadia" " " " 20-1's	"	0 09
"Bluenose" " " " 20-1's	"	0 07
"Acadia" " " 2-lb. boxes	"	0 09
" " " 4-lb. "	"	0 09
" " shredded, 24 cartons, per bx.		2 00
" " " bulk, in 15-lb. boxs.		0 08
Large Labrador and Nfld. salt herrings per 100 lb.		5 00
" " " per 20-lb. pail		1 20
Salt mackerel, in 20 or 30-lb. pails		0 12½
Finnanhaddie, in 15 or 30-lb. boxes		0 08
Smoked halibut strips		0 11
Kippered gold eyes, per doz		0 50
Yarmouth bloaters, 60 in box, per box		1 75
Lobsters, fresh boiled, per lb		0 25
Shrimps, large size, per quart		0 60
Caviar, extra, small jars, per jar		0 40
Frog legs, 6 doz. in box, per doz		0 40
Oysters, standard, per gallon		2 00
" select, "	2 15	2 25

Flour.

We quote as last week:

No. 1, patent	2 95
" 2, "	2 75
" 3, "	2 00
" 4, "	1 50

Breakfast Cereals.

Oatmeal has an easier tendency, but no change in price is announced. Cornmeal in ½-sacks is now sold at $1.50. We quote:

Rolled Oats, 80-lb. sacks, per cwt	2 00
40-lb. " "	2 05
20-lb. " "	2 10
8-lb. " "	2 40
Cornmeal, in sacks, per cwt	1 50
" in ½ sacks, "	1 55

Eggs.

Fresh eggs are in better supply, and they are now quoted to the retail trade at 25c. We quote:

Eggs, fresh	0 25
" finest glycerine pickled	0 24

Packed in 25c. cases) which are not returnable.

Maple Syrup.

A small supply of new maple syrup is on the market. We quote:

New maple syrup, ½'s and ¼'s, 25 lb. boxes, per box	3 00

For Manitoba green fruit and vegetable markets, see Fruit Department.



Any quantity of fish shipped.
ADDRESS—Mail P. O. Box 791, WINNIPEG, Man.

OF INTEREST TO GROCERS' CLERKS.

READERS of The Grocer are presented in this week's issue with portraits of the newly-elected executive of the Toronto Retail Grocery Clerks' Benefit Association.



Mr. H. Treblecock
Recording Secretary, Toronto Retail Grocery Clerks' Benefit Association, 1905.

Mr. E. C. Mathews, the newly-elected president, has served the Association previously in the capacity of vice-president, which office he filled during the year 1904. He came to Toronto from the old country in 1879, and since that time has been engaged exclusively



Mr. R. H. Hudson
Treasurer, Toronto Retail Grocery Clerks' Benefit Association, 1905.

in the retail grocery business, having spent some years with the People's Wholesale Supply Co., formerly of King street east, and five and a half years with H. Tolchard, of Yonge street north.

Mr. Mathews is enthusiastic over his chosen trade, and represents a type of business man which might profitably be emulated by his fellow clerks throughout the country. The following letter from Mr. Mathews to The Grocer will be read with interest by Canadian grocery clerks and the trade in general:

Editor Canadian Grocer,—Having been elected President of the Toronto Retail Grocery Clerks' Benefit Association for the ensuing year, I thought I would write a few lines to your paper. I do not know whether any of our members have ever explained to you in detail the aim of our Association. In the first place, it is a social gathering, the avowed purpose being to get the grocery clerks of the city better acquainted with oneanother. In the second place, our proceedings aim to be instructive, as we frequently have essays on subjects of



Mr. E. C. Mathews,
President Toronto Retail Grocery Clerks' Benefit Association, 1905.

general interest to the trade. In the third place, our Association has a beneficiary side; we have a slight benefit for a member if he is sick or otherwise disabled. At our last meeting we had the pleasure of welcoming no less than three new members.

Mr. Editor, I think there are clerks in the city of Toronto who have got the impression that this Association is composed of a lot of undesirable clerks. This is not the case. Some years ago, I must plead guilty to having held the same idea. The mistaken impression, however, was removed when I joined the Association, and to-day I am proud to be President of one of the finest aggregations of grocery clerks on the North American continent. If there is a suspicious clerk in the city, I wish he would look us up.

With the object of cultivating a wider interest in the Association among the clerks of Toronto, I am offering a prize of $5 to the member bringing in the largest number of new members during the coming year.

E. C. Mathews,
President Toronto Grocery Clerks' Association.
Mar. 13, 1905.



Mr. M. Anderson
Corresponding Secretary, Toronto Retail Grocery Clerks' Benefit Association, 1905.

Mr. R. H. Hudson, the treasurer for 1905, dates his experience in the grocery business from 1882, when he entered the employ of the late Wm. Beatty, of Parry Sound, remaining there until 1893, when he removed to Ashville, N.C., owing to poor health. In that



Mr. W. Turpin
Vice-President, Toronto Retail Grocery Clerks' Benefit Association, 1905.

distant city he engaged in the tea and coffee business and succeeded in three years in building up a first-class trade, which he sold out later and returned to Toronto to assume charge of the tea and

Gold Raised Letter Signs

All that are desirable for a Store Sign, rich in appearance and easily read. They are made by us in such a variety of designs that it does not pay you to go without a Sign. Cannot we submit you sketches and name you prices for a proper Sign? Your Store Front is the best Advertisement. Make it talk to the passer-by.

The Martel-Stewart Co.
681-683-685 Craig St., - Montreal

BATH BRICKS

The best in the world are made by—
McDOUGALL
Insist upon this make.
D. McDOUGALL & CO., Glasgow, Scotland.

COMPLETE OUTFIT FOR CANNING FACTORY

1 Fifty-horse Power Boiler
1 Six-horse Power Engine in good repair
1 Conant Cooker and Filler
1 Burtt Wiper
1 Pea Filler for 2 lb. cans
1 Bean Filler for 3 lb. cans
2 Copper Jacket Kettles
4 Retorts with trucks and pans
5 Copper Blanching Tanks
1 Test Tank
1 Solder Kettle
1 Pea Sheller
1 Pea Separator
2 Corn Shellers with Tables
1 Corn Sifter with Pans
1 Marsh Can Making Outfit (United States Patent) with shears, dies, etc., for making cans, also machinery for canning apples. A complete outfit of shafting, belting and pulleys to equip a Canning Factory.

Formerly property of Maritime Pure Food Company—all in good repair will be sold cheap for shipment elsewhere, or to anyone who may desire to lease the premises.

Apply to
H. Paxton Baird, Woodstock, New Brunswick

COMMON SENSE

KILLS {Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W
TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

coffee department of MacWillie Bros., the well-known Yonge street grocers of some three or four years back. At the present time he is engaged with Brown Bros., grocers, Queen street west. Mr. Hudson was responsible in a large measure for the re-organization of the Clerks' Association, in 1899, and has served on the executive in one capacity or another ever since.

Mr. H. Trebilcock, the new corresponding secretary of the Association, has been in the retail grocery business for 17 years, having served 12 years in Cobourg and 5 in Toronto, where he is favorably known in grocery circles. He is a member of the Queen City I.O.O.F., and of the Single Tax Association.

Mr. M. Anderson, the recording secretary of the Toronto Grocery Clerks' Benefit Association for 1905, started in the grocery business seven years ago on Arthur street, Toronto, with Mr. T. R. Morris. Subsequently he served for three years with J. T. McGlenning, Toronto Junction. Since then he has been in the employ of Mr. Jas. Rae, of Queen street west. Mr. Anderson has thoroughly mastered the grocery business from the bottom up, and prides himself on being wedded to the trade. He is quite an expert in window dressing and store decorations, and says he gets most of his suggestions from The Canadian Grocer.

Mr. W. Turpin, vice-president of the Toronto Grocery Clerks' Benefit Association, has been engaged in the grocery business 9 years, having been with Mr. D. Bell, of Yonge street north, during the whole of that period. He is a leading spirit among the grocery clerks of Toronto.

FIRMS INCORPORATED.

THE National Supply Co., Windsor, Ont., with share capital of $40,000, has been incorporated to do a general mercantile and manufacturing business. Provisional directors, C. R. Clapp, Toledo, Ohio; J. H. Rodd and W. Horne, both of Windsor.

The Cataract Wine and Canning Co., Niagara Falls, Ont., with share capital of $100,000, have been incorporated to manufacture and deal in wines, vinegar, canned fruits, vegetables and meats. Provisional directors: E. R. Lundy, W. W. Thompson, H. Williams and O. D'Arcy Glasgow, of Niagara Falls, and A. F. Stevenson, township of Stamford, county of Welland.

Vanier & Lesage, Limited, Montreal, with share capital of $49,000, have been incorporated to carry on a general mercantile business and take over the business carried on in Montreal under the firm name of Vanier & Lesage. Provisional directors, O. Vanier, J. E. Vanier, J. R. Mainville and A. Berthiaume of Montreal, and J. Lebeau of St. Louis, Que.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100	words	each	insertion, 1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10 00

COMMISSION AGENT.

WANTED—Staple lines, such as groceries, meats or fruits, on commission; territory covered, eastern townships. Address Manufacturers' Agent, Box 125, Farnham, Que. (11)

SITUATION WANTED.

THOROUGHLY competent Grocer, with knowledge of general trade, is open for suitable engagement in any part of Canada. Age thirty-two; seventeen years' English and Canadian experience. Highest references. Box 226, Canadian Grocer, Toronto. (11)

BROKER WANTED.

BROKER wanted in Montreal, Halifax St. John and Winnipeg to represent one of the leading firms of Currant shippers in Patras. Applications will be entertained from brokers who have a well-established connection with the wholesale trade only, and must be accompanied by references. Apply to Box 227, Canadian Grocer, Toronto.

BUSINESS CHANCES.

THE LOCATORS — W. B. Herbert, Manager. 62 and 63 Merchants Bank Building, Winnipeg, Man.

GENERAL STORE—In well built town near Prince Albert. Four thousand cash and four thousand balance arranged; a sound paying proposition. Locators.

GENERAL STORE—Small proposition in rising town, only requiriug fifteen hundred cash to handle. Locators.

GENERAL STORE—Annual turnover twenty-five thousand, established twenty years, big net profit; two thousand five hundred cash, balance can be arranged of two thousand five hundred; would take a partner with one thousand. Locators.

GENERAL STORE—In Manitoba, with net profit of six thousand; a splendid opportunity for increasing business; amount of stock twelve thousand; five thousand cash; balance easy. Locators.

GENERAL STORE—In Manitoba town with two thousand population, annual turn-over thirty thousand, stock twelve thousand; price four down, balance easy, or will exchange western land in part. Locators.

GENERAL STORES—We have the best and only the best on the market to handle. We guard the interests of our buyers. Locators.

GENERAL STORES—We have sound propositions throughout Manitoba, Assiniboia, Alberta, Saskatchewan and British Columbia. Locators.

THE LOCATORS, W. B. Herbert, manager, 62 and 63 Merchants Bank Building, Winnipeg, Manitoba.

Blue Ribbon Ceylon Tea

Character is an intrinsic quality.

Character cannot be counterfeited.

Character is enduring.

Character is eloquent without noise.

Character is trustworthy.

Blue Ribbon has character.

Time tried. Widely tried.

Blue Ribbon has never failed.

Blue Ribbon is the grocer's friend.

Blue Ribbon draws him business.

Blue Ribbon holds business.

To obtain results

you must handle profitable goods.

Staples are all right, and we have these in profusion, but

Our Exclusive Patterns in High-Class

DINNER and TOILETWARE

will apply directly to your better trade.

They are irresistible and will afford you unlooked-for results.

THE JOHN L. **CASSIDY** CO. LIMITED

MONTREAL.

20%



IS A BIG DISCOUNT

TO OFFER OFF

CLOSE WHOLESALE PRICES

BUT WE WILL ALLOW IT OFF ALL OUR OPEN STOCK IF ORDERED IMMEDIATELY

THIS IS WHY—"The Montreal Herald" have taken the building in which is our warehouse, and we shall have to remove. We don't want to have to take our open stock with us to our new quarters, and so offer it at this sacrifice.

WRITE US YOUR REQUIREMENTS and we will fill them as far as stock on hand allows.

N.B. If visiting Montreal call and see us

BARNARD & HOLLAND CO.

No. 99 ASSORTMENT WATER SETS, RECEIVED. No. 24 INVOICED.

MONTREAL

290 St. James St.

Victoria Sq.

THIS WEEK'S ARRIVALS

2 cars Rose Brand Navels.
1 car Triangle " "
1 car Magic Isle " "
1 car Lemons
2 cars Cabbage
1 car Bananas
Also Celery, Pine Apples, New Potatoes, Sweet Potatoes, Tomatoes, etc.

McWILLIAM
Mc. AND E.
EVERIST

TORONTO, - - ONTARIO

Send in your orders. Prices right.

The
DAWSON Commission Co., Limited
FRUIT, PRODUCE AND COMMISSION MERCHANTS.
Cor. Market and Colborne Streets. TORONTO

DRIED APPLES

We pay highest market prices for bright dry quarters and make prompt remittance.

The W. A. GIBB CO.
Packers and Exporters
5 and 7 Market St., HAMILTON

Marmalade Oranges

Our first shipment of Marmalade Oranges will arrive this week.
Sizes—160s, 200s and 240s.
Get your order in early.
Send for Samples of our Navels.

HUSBAND Bros. & Co.
Wholesale Fruit and Commission Merchants
82 Colborne St., TORONTO.

GREEN FRUITS AND VEGETABLES

McWilliam & Everist, Toronto, who have been making extensive improvements in their Church street warehouse, expect to occupy their new offices during the present week. These have been moved from the ground floor to the front of the first storey and now comprise a suite of rooms which for spaciousness, light, convenience and general appearance bear favorable comparison with anything of the kind in Canada. The space on the ground floor formerly utilized for business offices will afford extra warehouse space. Several minor changes are also being made which will materially enhance the appearance of the interior.

* * *

The McPherson Fruit Co., Winnipeg, are erecting a warehouse at Calgary to cost $12,000.

* * *

A new independent banana company has been incorporated in Delaware—the Honduras Banana Co., of Baltimore, capitalized at $200,000.

* * *

There are rumors this week that one of the Toronto wholesale fruit firms is about to change hands.

* * *

A movement is on foot to establish a Dominion Fruit Growers' Association, for the consideration of questions affecting the Canadian fruit growing industry as a whole, such as freight rates, packages, statistics, and amendments to the Fruit Marks' Act, etc.

* * *

Negotiations are pending with the G.T.R. regarding the securing of more space for the Toronto Fruit Market. The trade have been considerably handicapped every Summer for want of room, and the change will be welcomed The Grand Trunk will handle all fruit at Yonge street and sundries at their Simcoe street sheds.

* * *

On March 14th the House of Commons, Ottawa, finally accepted the principle of the Hon. Mr. Fisher's Bill to provide for uniform boxes for packing apples for export, an innovation in the trade which it is expected will prove of great value to Canadian apple shippers and producers. The new box will be equal in capacity to one-third of a barrel, and will measure 10 x 11 x 20 inches.

Ontario Markets.

Toronto, March 16, 1905.

GREEN FRUITS.

THE green fruit trade continues brisk and satisfactory in every respect, owing to favorable weather conditions. Final shipments of marmalade oranges are expected this week. Navels are selling well, stocks being in prime condition and free from frost. Some slight waste is noted in the cars, which has necessitated icing them at a cost of 25 cents per box of fruit.

The banana market is somewhat glutted, arrivals for the week totalling 17 cars, an excessive quantity for this time of the year. New lemons are arriving in good shape, and are moving well. A sprinkling of strawberries is noticed on the market this week, and it is expected that shipments of this article will assume larger proportions shortly.

Jamaica grape fruit is now out of the market, and its place has been taken by Bahama fruit, selling at a range of prices higher by 50 cents. Pines are coming more freely and are selling 50 cents cheaper than last week. Lemons are also down 25 cents, and bananas have dropped from 15 to 25 cents. It is difficult to give a range of quotations on apples, which are selling all the way from $1.25 to $3.50. Almeria grapes are out of the market, and cranberries are quoted $1 per box cheaper than last week. Our quotations are as follows:

Florida grape fruit, per box	5 00	5 50
Bahama grape fruit	4 50	5 00
Florida tangerines (half straps)	2 25	2 50
Florida pineapple, per case	4 00	4 50
Havana pines per case		3 50
Marmalade Oranges, per box		2 50
California navel oranges, per box	2 75	3 25
New messina lemons, 300's, per box	2 25	2 75
" " 360's, per box	2 50	2 75
Bananas, large bunches, crated	1 50	1 75
Bananas, 8's, per bunch, crated	1 00	1 25
Apples, Winter varieties	1 25	3 50
Sweet potatoes, bush. crates		2 25
Cranberries, Jerseys	8 50	9 00
Florida strawberries, per box		0 75
Figs in layers, per lb	0 09	0 11

VEGETABLES.

The feature in vegetables this week is the arrival of new potatoes on the market, which are selling at $2.75 per crate. Spinach will also be on the market during the week. It seems to be the policy of the trade to open up the green vegetable business earlier this year than usual, notwithstanding the lateness of the season in the country of production. Shipments of California celery will be over this week for the present season, owing to the crop being exhausted. One California grower writes that he has lost no less than from 400 to 500 carloads in the fields owing to excessive rains. California celery is being replaced by Florida stock, which will come to this market in limited quantities quite late in the season. Odd

stocks of green peppers are noticed this week, and will be more in evidence shortly. Trade in domestic vegetables continues steady at unchanged quotations. We quote the following:

Greenhouse lettuce, per dozen bunches	....	0 30
Greenhouse radishes, per doz. bunches	0 40	0 50
Dry Mint, per doz bunches	....	0 20
Parsley, " "	....	0 20
Sage, per doz	....	0 20
Savoury, per doz	....	0 15
Carrots, per bag	....	0 60
Beets, per bu	....	0 60
Beets, per bag	....	0 75
Dry Onions, per bag	2 00	2 25
Dry Onions, per basket	....	0 50
Spanish onions, per case	4 00	4 25
Green house water cress, per doz	....	0 25
Canadian celery, per doz	0 50	1 00
Potatoes, carlots on track Toronto, per bag	0 75	0 85
Potatoes, per bag	0 90	1 00
Parsnips, per bu	....	0 75
Parsnips, per bag	....	0 85
Cabbage, per head	0 05	0 10
" per doz	0 50	1 00
Turnips, per bag	0 30	0 35
California celery, per case	5 50	6 00
Hothouse cucumbers, per doz	2 00	2 75
Artichokes, per bu	....	1 00
Oyster plant, per bu	....	1 25
Greenhouse rhubarb, per doz	1 00	1 25
" onions, "	....	0 15
Florida tomatoes, per case	4 25	5 00
Green peppers, 6 basket crates	....	5 50
New beets, per doz. bunches	....	0 75
New potatoes, per crate	....	2 75

Quebec Markets.

GREEN FRUITS.

Montreal, March 16, 1905

Business has had somewhat of a setback, the recent cold spell interfering with trade. Country orders are light. Celery is in very good demand, and stronger than the supply. Navels are going out to city trade fairly well. A car of fancy navels is expected at the end of the week, and will bring good figures. With the advent of warmer weather, which should materialize shortly, it is expected that more activity will develop in the fruit trade.

Bananas	1 50	2 00
Cocoanuts, per bag of 100	....	3 75
Pineapples, 24 to case	....	4 50
" 30 to case	....	3 50
Cranberries, finest dark	....	11 00
" dark	....	9 50
" 25 quart boxes	....	2 75
Jamaica oranges, per box	2 50	2 75
" grape fruit, per box	5 00	5 75
Florida oranges, per box	....	4 50
Florida grape fruit, per box	....	6 50
California navel oranges, per box	....	2 75
New Messina lemons 300's	....	2 50
" " " 360's	....	2 25
Apples Winter varieties	2 50	4 50
Sweet potatoes, per bbl	....	6 00
Almeria grapes, per bbl	8 00	9 00
Celery, California golden heart, per case	....	6 00
Tomatoes, Floridas, crate	....	4 50
Lettuce, Boston	0 75	0 85

VEGETABLES.

An easier feeling is noted in potatoes, though no change in jobbing way. A fair amount of business is doing in onions in spite of the high prices ruling. Small vegetables are in good demand, but stocks and supplies are light.

Potatoes, carlots	0 65	0 70
Less than carlots	0 75	0 80
Bunch lettuce, per doz. bunches	....	0 75
Radishes, per doz. bunches	....	0 25
Mushrooms, per lb	....	1 70
Mint, per doz. bunches	....	0 20
Parsley, " "	....	0 20
Sage, per doz	....	1 00
Savory, per doz	....	1 00
Beets, new, per doz	....	0 25
Egg plant, per basket	....	0 75
Green onions, per doz	....	0 15
Spanish onions, large cases, per case	....	4 00
Red onions, per bbl	3 75	4 00
Yellow onions, in 80-lb. bags, per bag	....	2 60
Green house water cress, per doz	....	0 45
Green cucumbers, per bush, hamper	....	1 25
" per half bushel hamper	0 60	0 75
" per bbl	....	3 50
" per doz	0 40	0 50
Green cabbage, per doz	....	0 60
" beans, per bush	1 00	1 20
Waxed beans, per bush	....	1 05
Cauliflowers, home grown, per doz	....	1 50
Green peppers, per basket	....	0 40
Canadian celery, per doz	....	0 75

BANANAS

The season is just commencing when it will be profitable for ALL GROCERS AND FRUIT DEALERS to handle Bananas. The fruit is arriving in good condition and reasonable in price.

REMEMBER IT PAYS TO KEEP BANANAS. THEY DRAW TRADE.

It is a well-known fact that we are leaders in this business. Import in the largest quantities and are ever ready for your esteemed orders.

A NEAT BOOKLET giving the history of the banana, recipes for its use, handsomely illustrated, FREE for the asking.

White & Co. WHOLESALE FRUIT, PRODUCE AND FISH **Toronto**

Phone Main 4106. Private Branch Exchange.

W. B. STRINGER — J. J. MCCABE

If You Haven't—You Should.

If you haven't a supply of "St. Nicholas" Lemons, you can't order too quick, for the demand is increasing DAY-BY-DAY.

61 Front E., Toronto. **W. B. STRINGER & CO.** Fruit Brokers.

EXTRA FANCY

Ripe Bananas, cheap.

"Golden Orange" brand Navels

Best Navel Oranges packed.
This brand is packed EXCLUSIVELY FOR US IN CANADA.

Send us your orders and get the BEST.

HUGH WALKER & SON, GUELPH, ONT.



PATENT QUICK SIFTER and MIXER for all kinds of Powders.

Machinery for the preparation of

TEA, COFFEE, COCOA, CHICORY, PATENT FOODS, FRUIT, ETC.

PATENT **GAS-HEATED ROASTERS,** INTERNAL OR EXTERNAL FLAME. IMPROVED ROASTER. FOR USE WHERE GAS IS NOT AVAILABLE, FOR COKE, WOOD, STRAW, ETC., FUEL. COOLERS. FANS.

PATENT AUTOMATIC TEA MILLING, BLENDING, SIFTING AND PACKING MACHINERY.

QUICK MIXERS FOR BAKING POWDER, COFFEE AND CHICORY, SPICES, ETC. STEEL AND STONE MILLS. **FRUIT CLEANING AND DRESSING MACHINERY.**

THE GROCERS' ENGINEERING CO.

(Late WAYGOOD-TUPHOLME LTD.)

Cole Street, Swan Street
LONDON, S.E., ENGLAND

Illustrated Catalogue Mailed (Post) Free.

Nova Scotia Markets.

GREEN FRUITS.

Halifax, March 13, 1905.

The fruit market has been well supplied lately, especially with Jamaica oranges. During the last week of February, George C. Cook, who has an

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.
INGERSOLL
Established - - 1886



WE ARE HAMMERING AWAY

at the QUALITY of

"Prince of Wales" Mocha and Java Coffee

Our competitors are busy hammering us, only in a different way—both are good signs.

"PRINCE OF WALES" is gaining ground every day—People know when they get the COFFEE they like—really delicious Coffee—It helps the Merchant, too—If you are not handling "PRINCE OF WALES" drop us a line and let us explain our method of "Helping the Dealer"—advertises you and helps introduce the Coffee. No premiums; Actual Merit does it. A post card brings the information. Write it now.

S. H. & A. S. EWING,

ESTABLISHED 1845.

Montreal Coffee & Spice Steam Mills, - 53 & 55 Cote St., Montreal
Cor. Lagauchetiere St.

Some people will tell you that they pack bulk pickles which will keep. We go considerably further than telling.

Every order given to one of our travellers is put on a duplicate guarantee, one of which he gives to you. This guarantee clearly states that we hold ourselves responsible for any of our pickles that may go bad in the six months following the date of shipment of the order, providing the following precautions are taken—that the barrel or pail is kept covered; that you do not use tin or any metal vessel to dip the pickles with (use a crockery bowl—it's cleaner, too); that the vinegar is taken in proportion to the pickles, so that they are always kept slightly covered with vinegar; that no sweepings, particularly nails, are allowed to get into the barrel; and that the pickles be kept from any extreme of heat or cold. We give this guarantee to your wholesale grocer. If you buy through him the guarantee stands the same.

Lion Brand Pickles are a perfect mixed pickle—small cucumbers, small white onions, and hard, white branches of cauliflower, cut close, pickled in whole spice and in the most perfect pickling vinegar made. They come out crisp and firm, perfect in color, delicious and wholesome.

In Pails—1 gall. 75c.; 2 galls., $1.40; 3 galls., $1.95; 5 galls., $3.00; 10 galls., $5.50; or in 20 or 40-gall. Barrels, 45c. per gall. Barrels extra.

THE OZO CO., LIMITED
MONTREAL

N.B.—We have an illustrated Price Current of our products, that is certainly worth the post card that will bring it.

orange grove at "Cookville," brought here by two schooners about 600,000 oranges, as well as a large quantity of grape fruit. These were sold in lots of 1,000 (loose) at the wharf for $10. Retailers sold them at $1.35 to $1.50 per hundred, or 18 to 20c. per dozen. Owing to the blockade on the railways, the outside sales were comparatively small, but there was a remarkably large home consumption. Many of the larger firms bought one, two or five thousand lots and gave them to their customers at cost prices in lots of 50 or 100.

Manitoba Markets.

GREEN FRUITS

Winnipeg, March 16, 1905.

A return to colder weather has inconvenienced the green fruit trade somewhat. New supplies of fancy spies have been received this week and prices will be found below:

Oranges, fancy Washington navels, 96's, 112's, 126's, per case	...	2 75
Oranges, fancy Washington navels, 150's to 250's	....	3 00
Bitter oranges (for marmalade), 160's, 200's, 240's	....	4 00
Lemons, fancy California, 300's to 360's, per case	....	4 25
(10c. off 5 case lots of oranges and lemons).		
Bananas, fancy Limons, per bunch	2 50	3 00
Apples, fancy XXX Spies, per bbl.	....	5 00
" fancy XX Spies, "	...	4 50

VEGETABLES.

Florida tomatoes are on the local market, quoted at $1.25 per basket. New supplies of celery are arriving. We quote:

Native onions, per lb	....	0 04
Spanish onions, per case	....	1 75
Carrots, per bush	....	0 40
Beets, "	....	0 70
Turnips "	....	0 40
Potatoes "	0 70	0 80
Celery per case (6 to 8 doz)	....	6 00
" " (doz.)	0 90	1 00
Florida tomatoes (6 basket crates), per basket	....	1 25

New Brunswick Markets.

GREEN FRUITS.

St. John, March 16, 1905.

The outlook for Valencia oranges shows little improvement. There is no doubt that the damage from frosts in Spain has been great. Such stock as is held has been but slightly advanced, as Jamaicas and Californias are quite freely offered. Lemons, while firm, show little change. There is but a fair demand for apples. In bananas rather more business is being done, and it is yet early. The season can hardly be said to open till the frost is out of the air. In Cape Cod cranberries prices are reasonable for the season.

Trading Stamp Legislation Wanted

OTTAWA, on Thursday last, March 9, was stormed by one of the largest delegations that has ever visited the city. Being the Mecca of all having grievances to lay before the ruling power, Parliament Hill, a delegation or two is no unusual sight in the capital, but the body of men that marched to the House of Commons, at noon, on March 9, was so unusually large and important, that the appearance of the procession from the station to the buildings occasioned wonder and comment. The army consisted of retail and wholesale merchants from Montreal and Quebec, as well as representatives of all the Merchants' Associations from Toronto and the West, to Quebec on the East, who came to interview the Premier and Cabinet, seeking legislation against the use of that modern bete noir, the trading stamp and cash receipt. There were over 500 retail merchants from Quebec, Montreal, Brockville, Belleville, Kingston, Ottawa, and Toronto, and the large railway committee room of the Parliament Buildings was taxed to its utmost capacity, to hold this vast number of protestors and supplicants.

The Premier, Sir Wilfrid Laurier, entered the Committee room promptly at 12 o clock, accompanied by Sir Wm. Mulock. His arrival was the occasion for loud applause, and it was evident that the Premier was clearly impressed by the magnitude of the delegation. Shortly after his entry, the following Cabinet members arrived and took seats behind him on the platform: Hon R. Prefontaine, Hon. S. Fisher, Hon. W. S. Fielding, Hon. C. Fitzpatrick, Hon. C. S. Hyman and Hon. L. P. Brodeur.

Mr. Honore Gervais, M.P., introduced the delegation, which he said represented all the leading commercial organizations in Canada. All important trade associations in this country had for years been opposed to the use of trading stamps, which had become now a great evil and injustice to the retail merchants.

He explained the operation of the Trading Stamp Company, and showed that the retail merchant who handled their wares issued stamps to his customers at a highly fictitious value. The company had a monopoly and their operations were really a conspiracy in restraint of trade. Some doubt was felt as to whether their operations could be declared illegal otherwise, so the merchants asked Parliament to pass a measure which would clearly define this business as a conspiracy in restraint of trade.

Indirect Taxation.

The trade was an indirect taxation upon retailers and had driven many to bankrupcy. The Ontario Legislature had passed a law against the use of these stamps, but the courts had declared the act ultra vires. Quebec had also taken similar action, but the company were threatening to appeal to the Privy Council, and so a definite act of Parliament was desired upon the question.

"Did you say that the legislatures of Ontario and Quebec had passed laws against this practice?" asked the Premier.

"Yes," replied Mr. Gervais.

"And this legislation was declared beyond their constitutional powers by some judges?"

Mr. Gervais replied in the affirmative, but claimed that the Canadian Parliament had power to deal with the matter throughout the country. The Provincial Governments had no power to impose fines or imprisonments for breaking their laws, and the companies could find means of evading their enactments. What was wanted was a Dominion measure.

Mr. S. Geen, of Belleville, president of the Dominion Retail Merchants' Association, was then introduced by Mr. Gervais. From the Atlantic to the Pacific, he said, the use of cash receipts was looked upon as a great evil. Their use was a great hardship to retailers, and in the interest of trade should be abolished. If the consumers benefited, then, perhaps, their use should be welcomed, even if some retailers suffered, but the consumer did not make any such corresponding gain. Through the spread of this system, the spirit of getting something for nothing was being disseminated throughout the whole country, and this had a bad effect on the morals of the people.

Hon. J. I. Tarte gave his idea upon the use of trading stamps as gained from newspaper work. Last year "La Patrie" had taken up the system and he said it was wonderful the amount of money handled in this business. He looked upon their use as thoroughly bad, and an imposition on retailers, many of whom had to buy them from the company or go out of business.

Worse Than Lotteries.

Mr. Major, of the Quebec Board of Trade, said that retailers in that city had appealed to the Quebec Board of Trade against the use of stamps and that after investigation into their use, the board came to the opinion that it was an unmixed evil. They had decided to support the agitation against their legal use, and had sent three of their members on this present delegation. The trading stamp evil was doing more harm, he thought, than the lottery system, which had been put down by law.

Mr. J. O. Gareau, president of the Montreal Federation of Retail Merchants, showed that the delegation represented really all the trade of Canada. The trading stamp, he said, was worth half a cent, but was represented to the public as worth ten cents. Mr. Gareau's remarks were forcible, and his exposition of the evil caused by trading stamp system so eloquently and clearly set forth, that it was noticed the Premier and members of the Cabinet were impressed. The Trading Stamp Company employed canvassers, usually women, to go round from house to house explaining to people that by trading at certain stores, they could get lamps, chairs, etc., for nothing. Then the dealer who does not give the stamps, loses custom and many are forced to bankruptcy unless they also can handle them. In some instances, these stamps are costing from 8 to 15 per cent., not the 5 per cent. as usual. The hardship caused the traders would warrant the government in making illegal the use

of trading stamps, cash receipts and all kindred devices.

Mr. Brault, of the Montreal Chambre de Commerce, speaking in French, expressed his confidence in the Government taking steps to abolish this evil, if they would look into its effects. Mr. Gervais then read a resolution passed by the Montreal Board of Trade at a recent meeting, expressing in strong terms their disapproval of the cash receipt system.

The Proper Remedy.

Mr. J. C. Either, K.C., city attorney, Montreal, denominated the trading stamp system as almost a fraud. He outlined the fight between the corporation of Montreal, and the Trading Stamp Company in the effort of the city to do away with the use of the stamps.

He considered the federal government had power to abolish this trade as they had done away with lotteries, which had not so widespread an effect. The proper remedy would be to pass a law against the use of stamps and make the penalty for breaking it imprisonment.

The deputation trusted that something practical would be done to help those suffering from this evil. Local legislation had hitherto proved ineffective and they now looked for a general law.

Mr. G. Sumner, of the Wholesale Dry Goods Association of Montreal, said that the Association he represented was in perfect sympathy with the ideas of the retailers on this question. He thought it the duty of the Government to help the deputation accomplish what it was endeavoring to.

Mr. Z. Hebert, grocer, Montreal, also gave his opinion, expressing his decided belief that the use of stamps was against the well-being of legitimate trade, and should be abolished.

E.M. Trowern, secretary of the Dominion Retail Merchants' Association, said one thousand delegates could have been brought down from Ontario if necessary. The fight against the use of stamps had been successful in the Ontario Legislature, but this was a Dominion, not a provincial question, and so the members of the deputation had come to Ottawa to ask the Government to place on the statute books an act making the use of stamps a penal offence.

A resolution to this effect had been signed by organizations of merchants from all over Ontario, and had time been allowed, similar organizations all over Canada would have signed it.

Mr. Gervais then said that the deputation would like to know what action the Government would take upon the representations made.

Serious Consideration.

Sir Wilfrid remarked that Mr. Gervais was a little premature in expecting him to state immediately what would be done. He assured the delegation, however, that he, and he was sure his colleagues, had been greatly impressed by the representations of the speakers. These would receive their very serious consideration.

It would not do for him to express his judgment, but personally he could say that if this system were a lottery in disguise, as had been represented, then the duty of the government was clear.

But every question had two sides, and already the Government was in receipt of letters from the Trading Stamp Companies, asking to be heard. They also would be given the opportunity of presenting their side of the case if they wished.

The Government, the delegation could be assured, would do its duty without fear or favor.

Among the Montreal delegation were: Major Leph, Hebert, of Hudon, Hebert & Cie; Armand Chaput, of L. Chaput Fils & Cie; M. Dorsenens, of Demers, Fletcher & Cie; Ald. N. Lapointe, Ald. L. A. Lapointe, Ald. Couture, R. Langlois, of Gunn, Langlois & Co.; P. Daoust, president Retail Grocers' Association: A. Laurendeau, secretary R.G. Association; N. Chartrand, J. A. Maynard, H. Poirier, T. Bergeron, E. Masse, E. Venne, O. Gratton, G. Beaulieu, G. Ouimette, P. Bruneau, treasurer Retail Grocers' Association; A. Bissette, John P. Dixon, J. O. Levesque, of Hudon & Orsali; M. Picard, Geo. Sumner, of Hodgson, Sumner & Co.; H. Brock, of W. R. Brock Co.; Fred L. Cains, of Brophy, Cains & Co.; A. Racine, of A. Racine & Co.; M. Caverhill, of Caverhill & Kissock; C. Filiatrault, of Filiatrault & Lesage; M. O. Lemire, of Lemire & Co., the latter representing the Wholesale Dry Goods Section; Mr. Armand Giroux, G. O. Gareau, president Dry Goods Association; H. A. A. Brault, of the Chambre de Commerce, Jos. Lamoreaux, president Butchers' Association; John G. Watson, president Boot & Shoe Dealers' Association; M. Edmond, of Cunningham & Strain, wholesale Wine & Liquor Agents; W. Fogarty, of Fogarty Bros.; Geo. Gale, C. R. Lavallee, T. Hickey, L. Adelstein and about fifty other boot and shoe dealers. Arsene Lamy, U. Boivin, M. Prevost, Mr. G. Martin, of P. P. Martin & Cie.

Among the delegates from Quebec were: Mr. J. Rouillard, of Z. Paquet; O. W. Bedard, representing Quebec Board of Trade; Dr. Ed. Morin, representing Quebec Board of Trade; Achille Cote, representing Syndicat de Quebec; Theophille Beland, representing Dry Goods Association, Quebec; B. J. Cote, representing Dry Goods Association, Quebec; J. A. Chabot, J. A. Moisan and S. Martel, grocers; Quebec butchers were represented by Messrs. Roger and Turcotte. Mr. H. D. Barry, represented Quebec cigar interests.

CATALOGUES AND BOOKLETS.

For the convenience of its readers HARDWARE AND METAL has opened its columns for the review of catalogues booklets or other such publications issued by manufacturers or wholesale dealers selling to the hardware, plumbing, machinery or metal trades. Retailers desiring such publications may also have inserted a note to that effect. It is requested that when any of the trade write for any booklet mentioned in these columns that they credit HARDWARE AND METAL as the source of their information.

THE Grocer is in receipt of a copy of the annual report of the Merchants' Association of New York, a representative American mercantile organization, whose avowed object is to foster the trade and welfare of New York generally, and whose work along these lines has already won the approval of New York business men.

The F. D. Belknap Rapid Addressing Machine Co., of New York and Chicago, are issuing to the trade an attractive catalogue and price list of their new rotary addressing machines, accompanied by a valuable classified list of the various mercantile trades throughout the United States. Write for a copy, mentioning The Grocer.

Crosse & Blackwell, London, Eng., have issued a most attractive catalogue of their various well-known grocery lines. The catalogue is in convenient pamphlet form, illustrating in a most natural manner in colors the goods and packages. As a sample of the lithographers' art it is certainly of the highest merit. Copies, which will be found very useful by the trade, may be obtained by addressing C. E. Colson & Son, Montreal, Canadian agents, and mentioning The Canadian Grocer.

The Grocer is in receipt of a copy of its "Grocery" pocket diary for 1905, issued by the English trade publication of the same name. It is neatly gotten up and is a compendium of information that ought to prove invaluable to the trade.

NEW WESTMINSTER BOARD OF TRADE.

In The Canadian Grocer of Feb. 24 the item headed "Victoria, B. C. Board of Trade," on page 46, should have read "New Westminster Board of Trade."

GOOD STOREKEEPING

When you hand out Royal Baking Powder to a customer

You know that customer will be satisfied with his or her purchase;

You know that your reputation for selling reliable goods is maintained; and

You know that customer will come again to buy Royal Baking Powder and make other purchases.

It is good storekeeping to sell only goods which you know to be reliable and to keep only such goods on your shelves.

ROYAL BAKING POWDER CO., NEW YORK.

CANADA:
No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S:
No better Chocolate

2 SELLERS That Please

MOTT'S

"Diamond"
and
"Elite"
CHOCOLATES

For Sale by all Jobbers

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO. JOS. E. HUXLEY, WINNIPEG.

A TRADE WINNER FOR GROCERS.



The full flavor the delicious quality, and the absolute **purity of Lowney's Cocoa** distinguish it from all others. It is a **natural** product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the nutritive and digestible product of the **choicest** Cocoa Beans. A quick seller and a **profit** maker for dealers.

THE WALTER M. LOWNEY COMPANY,
No. 447 Commercial Street, BOSTON, MASS.
CANADIAN BRANCH: 530 St. Paul St, Montreal

THE YEAST ON THE SQUARE

THE ONLY YEAST WITH CREAM IN IT

AN ADVERTISING OR PROFIT-SHARING SYSTEM

As long as we find the trade takes an interest in and appreciates our mode of advertising, we will place one coupon in every box of Jersey Cream Yeast Cakes, and when you have 10 of these coupons you will receive one box of Jersey Cream Yeast Cakes absolutely free. You can send these coupons direct to ourselves or send them to your wholesale grocer, who will receive from us $1.00 in cash for same.

Is this not working more directly in your interests than by spending our money in newspaper advertising. Push along Jersey Cream Yeast Cake; you will be doing your customers a good service by selling them the best, the strongest, the most up-to-date yeast sold in the world.

Hamilton Yeast Co.

THE ONLY YEAST WITH CREAM IN IT

THE YEAST ON THE SQUARE

"The memory of quality lingers when prices are forgotten."

"PURE GOLD"
Salad Dressing Powder

We have greatly improved this attractive and good selling line, and can now guarantee

***THAT** it will remain a perfectly free and dry powder*
***THAT** it will not cake or get lumpy*
***THAT** it will maintain its color*
***THAT** it does not contain oil*
***THAT** it will make a rich, fine-flavored Dressing.*

To encourage a liberal sale we intend on 15th March and for two (2) months thereafter to pack 4 doz. in each case, charging only for 3 doz.—thus giving an opportunity for the trade to distribute one doz. out of each case free to their customers for demonstrating its quality.

Bear this offer in mind when our representative next visits you, or mail us order for trial lot.

Pure Gold Mnfg. Co., Limited
TORONTO, CANADA

IT'S EASY

to fool people once but it's hard to fool them all the time. We don't claim to be infallible but our steadily increasing trade is proof that we are doing our best for our customers. If we can't give satisfaction we must only expect that the other fellow gets the business.

NEW BISCUITS

Chocolate Wine - 14c.

Chocolate Fingers - 16c.

Those goods are heavily coated with Chocolate, equal to the imported, which costs 10c. per lb. more. Try a tin of those and you'll like them.

Imperial Biscuit Co., Limited.

GUELPH, ONT.



NOT HOW CHEAP

But how good is the guiding principle in making

SOUTHWELL'S

Jams and Marmalade

And the verdict of time upholds every claim made for them.

It does a grocer good to sell Southwell's goods.

Order from Your Wholesaler.

Canadian Agents,

FRANK MAGOR & CO.,

MONTREAL.



GREIG'S

WHITE SWAN

Jelly Powders and Cake Icings

ALL TRUE FRUIT FLAVORS

Goods that the most exacting housewife can always depend on—goods, too, that give the dealer a nice profit.

The Robert Greig Co., Limited

White Swan Mills

TORONTO.

STATUS OF CANADIAN MAPLE SUGAR INDUSTRY

MR. G. R. SMALL, proprietor of the Canada Maple Exchange, Montreal, recently remarked that too much free advice and comment by unqualified parties on the subject of maple syrup would have a tendency to create undue suspicion and prejudice against maple products generally in the public mind.

"The facts are," continued Mr. Small, "that at the demand of the consumer, nine-tenths of the maple sweets consumed in different forms, are consumed only because they are blended with milder flavored sugars; and such will, undoubtedly, be the case in the future, regardless of how the goods are labelled. This is easily explained, when it is known that the great bulk of maple sugar consumed in Canada, is produced in the eastern portion of Quebec, about 7,000,000 pounds being produced annually by the County of Beauce alone. It comes from the producer in large ten pound blocks, and, owing to the soil of that section, is of a very dark color, and of too harsh a flavor to appeal to the average taste. It is at this point that the much abused manufacturer steps in, and by scientific refining, blending, and packing, produces the article in the wholesome and palatable shape demanded by the public.

"In the past, legislation has been rendered inoperative, because of the impossibility of analytically detecting or separating maple from other sugars. Recently, however, chemists have ascertained the fact that maple sugar contains an element peculiar to itself, and they can now accurately detect its presence or absence in any form presented. This places the authorities in a position to enforce the present law, the immediate results of which will be the proper labelling of all maple syrups on the market. As manufacturers, we are heartily in accord with the authorities in putting the regulations actually into force, and will welcome the day when the much vaunted, abused farmers are compelled to put a label and guarantee on their cans, and four quarts to the gallon inside of them. The statements expressed by some of late, to the effect that syrup companies are causing a decline in, and will eventually destroy the maple sugar industry in the Province of Quebec, are not founded on precedent or present prevailing facts. The reverse is the truth. There are more sugar orchards being operated now than ever before. There is one hundred thousand dollars per annum being now spent in sugar making utensils, where one thousand was spent twenty years ago, and the price of Beauce sugar has advanced about 200 per cent. during the same period. This state of affairs can be proved to be the result of practice and scientific methods adopted by the manufacturers in the packing, introducing, and placing of the maple product on the market.

"By way of proof of this statement, permit me to say, that since January 1, 1905, one wholesale house alone has taken over four cars of our standard brand, for which we received a higher price, wholesale, than two of our leading grocers of Montreal (who have recently expressed opinions on the subject) are receiving at retail for what they claim to be farmers' choicest pack. Now the low price for farmers' pack is due not so much to their mixing as to the lack of uniformity in measure, flavor, color and constituency. For an example, on March 4, we ordered by phone two gallons of maple syrup from

E. D. S. Jams, Jellies and Sealed Fruits (IN GLASS)



E. D. Smith's Fruit Farms, Winona, Ont.

MAPLE SYRUP

You are losing money if you do not carry a full line of Cabinet Maple Syrup in store.

NOTICE—Some parties claim to have Cabinet Maple Syrup put up under other brands. This is a mistake. All genuine Cabinet Maple Syrup has our name, MONTREAL MAPLE COMPANY, printed on every label.

PACKED IN TINS

6 gallons	wine measure,	$4.50	per case,
12 half-gal.,	"	4.80	"
24 quarts,	"	4.80	"
24 pints,	"	2.50	"
5 gal. tin,	imp. measure,	4.25	"

Freight prepaid up to 40c. per 100 lbs., all freight charges over 40c. per 100 lbs. to be added to invoice, in three case lots and over.

If your jobber will not supply you with our goods, write to us and we will see that your order is filled.

Accept no substitutes. None genuine unless our name is printed on every label.

THE MONTREAL MAPLE COMPANY
MONTREAL, - - QUE.

THE SNAP
CRISPNESS
SWEETNESS
OF
Perfection
Cream Sodas

makes them the preferred kind everywhere.

The grocer who sells "Perfection" knows exactly how true this statement is.

The grocer who does not is missing a genuine trade bringer.

Give an order.

3-lb. Cards or Tins.

THE Mooney Biscuit & Candy Company,
LIMITED,
Stratford, - Canada.

these same two grocers. The bill then came with one can, read as follows: 'One gallon can maple syrup—$1; the bill being all there was to distinguish it from a can of paint, oil or varnish, as it was not labelled. It was not hermetically sealed, and we had to chop in the top in order to get at the contents, which we found a little tinged with sediment at the bottom. The can referred to weighed but eight pounds, where it should have weighed thirteen and one half pounds. The same is now in the hands of the analyst.

In conclusion, Mr. Small stated that indications pointed to an average yield of sap this season. As to price, he says: " We are offering a little less than last year, somewhat due to the fact that present legislation necessitates that we will have to test analytically every package that comes in, which will, of course, result in considerable expense to the manufacturer.

MAPLE


SYRUP

To Wholesale Men.—Telfer Bros., Winnipeg, took in Jan., 1903, 22 cases Small's Brand; Jan., 1904, 355 cases, and in Jan., 1905, 1072 cases or over 3 cars. Are you sharing like increased trade, profits, and satisfaction?

3 FACTS. — Small's Maple Leaf Brand is oldest registered brand in British Empire. It has captured 5 out of 6 Gold and Silver Medals offered in Canada, and many from abroad. Every package bears certificate of purity from Quebec Government Analyst. That's all!

For Sale by all Jobbers
CANADA MAPLE EXCHANGE, Montreal.

A Condiment House
---THAT DESCRIBES US

And the people have learned to know that

McGREGOR

Jams, Marmalade, Preserves and Confectionery are absolutely trustworthy.

McGREGOR = HARRIS CO.
Limited
33 Pearl St., - TORONTO.

40 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.


Trade-mark.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

No Chemicals are used in their manufacture.

Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use.

Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above trade-mark is on every package.

Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 12 and 14 St. John St., Montreal

We beg to advise the Grocers of the Dominion that we are making the finest MILK CHOCOLATE produced in the world, and are using pure Canadian Milk.

COWAN'S COCOA (Maple Leaf Label) Absolutely Pure.

THE COWAN CO., LIMITED. TORONTO

Spring Drink

VAN HOUTEN'S COCOA

Spring Food

The Grocer who recommends Van Houten's Cocoa confers a favor on his customer that the latter will appreciate.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

"Irresistibly Delicious."

One taste will make a Peter eater!

PETER'S
THE ORIGINAL
MILK-CHOCOLATE

SPECIAL AGENTS

Howe. McIntyre & Co., Montreal, Que.
D. H. Rennoldson, Montreal, Que.
Whitehead & Turner, Quebec, Que.
The F. J. Castle Co., Ottawa, Ont.
The Davidson & Hay Limited, Toronto, Ont.
Balfour & Co., Hamilton, Ont.
Edward Adams & Co., London, Ont.
W. S. Glawson & Co., St. John, N. B.
The Paulin, Chambers Co., Winnipeg, Man.
Kelly, Douglas & Co., Vancouver, B. C.

MADE IN VEVEY, SWITZERLAND—FOR EATING ONLY.

A Quick, Steady and Profitable account for any dealer.

Send for a Sample.

LAMONT, CORLISS & CO., Agents, - 27 Common St., MONTREAL

old reputation

Attention!

old reputation

The BEST
of
Swiss Milk Chocolates

KLAUS'S
CHOCOLATES

are now introduced in the Canadian Market.

(Klaus's Chocolates were awarded the **Gold Medal** at the Glasgow Exhibition.)

Wholesale Depot for Canada:

Canadian Swiss Trading Co.
17 ST. JOHN ST.,
MONTREAL.



Borden's Brands



of "Eagle"
Condensed Milk
and "Peerless"
Evaporated Cream

are standards and Canada's most reliable milk products—Buy them.

Ask your Jobber, or write to

WILLIAM H. DUNN, - MONTREAL

JOS. IRVING, 92 Wellesley St., TORONTO.

ERB & RANKIN, Halifax, N.S.
SCOTT, BATHGATE & CO., Winnipeg, Man.
W. S. CLAWSON & CO. St. John, N.B.
SHALLCROSS, MACAULAY & CO., Victoria and Vancouver, B.C.

?

Perhaps you have asked the

Question :

Why is Orange Meat better than all other breakfast foods ?

or, perhaps the question has taken this form :

Question :

What do the makers have to say for Orange Meat to show that it is better than other breakfast foods ?

Orange Meat

manufacturers will answer these questions next week.

Look for the answer.

The Frontenac Cereal Co.
Limited.
KINGSTON.

Flour and Cereal Foods

May Import Russian Flour.

A NEW and interesting feature has developed in the Ontario flour situation, and the possibility of importing foreign product to relieve the present shortage of supplies is being actively discussed among local dealers, says The Toronto News.

It appears that local dealers have of late received inquiries from London regarding the situation of the local flour market, and asking as to the possibilities of disposing of a large quantity of foreign product here. The flour is from Russian and Roumanian wheat, and is offered here equal to $4.70. It is said to be of splendid quality, equal to the Manitoba and Ontario blended product.

What is said to be equal to the same flour cannot be obtained in Ontario at less than $4.60, and many holders are demanding $5.10 for the product of Canadian mills. Very little can be purchased at the former figure, and one dealer remarks that there might be some small imports of the Russian product, though the movement will hardly reach large proportions, unless a greater scarcity of the domestic article should develop.

U. S. Flour Comes Home Again.

An unusual deal in flour made recently was that in which the D. L. Marshall Company of Boston, Mass., bought 35,000 sacks of a consignment of 40,000 sacks of flour originally shipped from Tacoma, Wash., to Liverpool, and 10,000 sacks started back from that port for Boston, March 13, on the steamship Michigan. The remaining 25,000 sacks will be shipped back to this country by way of New York.

The entire consignment was shipped to Liverpool by a sailing vessel that went by way of Cape Horn. When it arrived there, the Liverpool quotations on flour were so much lower than in the United States, that the owner immediately made arrangements for the reshipment to this country, where a price slightly under the present quotations already has been realized on the 10,000 sacks leaving Liverpol to-morrow.

The deal was due entirely to the present condition of the wheat market, which is far higher than it was when the flour was shipped from Tacoma. The Liverpool consignee in his counter deal made a profit after paying the two ocean freights—Tacoma to Liverpool, and to Boston—as well as the costs of storing and re-handling.

Canada's Future as Wheat Grower.

Dr. Saunders, director of the Experimental Farms, Ottawa, in a recent address before the Committee on Agriculture in the House of Commons on "The future of Canada as a wheat-growing country," said that notwithstanding unfavourable conditions, such as grain rust in the West and drought in the East, which were revealed in 1904, still about 80,000,000 bushels of wheat were produced last year in Canada. He referred to the declining exports of wheat from the United States. In 1902 they sent to Great Britain 81,000,000 bushels, or 54 per cent. of Britain's total requirements. In 1903 they sent only 45,000,000, and in 1904 only 12,000,000. There had been a like falling off in their exports of flour, which in 1903 amounted to 7,000,000 barrels, and 4,000,000 in 1904. He spoke of the great advantages possessed by Canada in wheat growing. Last year the average yield in Manitoba was 16.52 bushels per acre, in the North-West Territories 18, whereas in North Dakota it was 11.8 and in Minnesota 12.8. Dr. Saunders held that Canada's chief competitor in the future would be Russia. He pointed out the importance of maintaining the productiveness of the soil of the Canadian West.

For the Trade.

The Ogilvie Flour Mills Co., Montreal, are sending out to the trade a handsome lithograph reproduction of a painting especally designed as an advertisement for Royal Household flour. The coloring and design are rich and attractive and the picture will be a welcome addition to any store. They are also enclosing samples of their valuable bread recipes and "Royal Household" calendars, both of which will be sent free to any address on application.

R. & J. Ransford, of Clinton and Goderich, have opened an office in London for the sale of salt, with J. Ransford in charge.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

SHREDDED WHOLE WHEAT

A GOOD FOOD IN STORE

The best foods you can have in your store are

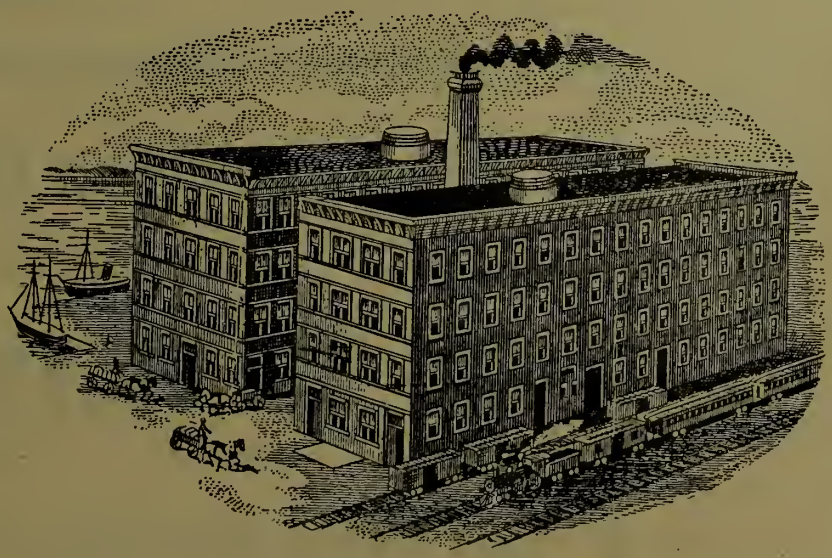
Shredded Whole Wheat Biscuit and Triscuit

These products are the standard wheat foods of today and the most popular. They sell easily and are steadily demanded. They are marketed in a straightforward manner, with no premium, gift or other schemes to create bother and expense for you. ¶ This year they will be more heavily advertised than ever before. Be ready for the demand which they will bring to bear upon you.

The Canadian Shredded Wheat Company Limited
Niagara Falls Centre, Ont.
Toronto, Ont.

We beg to call the attention of the trade to the fact that we have the most modern machinery for manufacturing the following goods:

Rolled Oats
Gran. Wheat
Gold Dust
Family Oatmeal
Ground Wheat
Sd. and Gr. Oatmeal



Pot and Pearl Barley
Ground Oats
Flaked Wheat
Split Peas
Pea Meal
Ground Corn
All kinds of Feed

Consequently the goods are the best in the market.

PHONE, WIRE OR WRITE US FOR QUOTATIONS. PROMPT DELIVERY IN MIXED CAR LOTS OR OTHERWISE. LETTER ORDERS A SPECIALTY.

WM. McCANN MILLING CO., OFFICE and MILLS FOOT JARVIS STREET Toronto

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

HOW TO HANDLE TOBACCO TRADE.

GROCER or general merchant, the consumer has been complaining to us that you are forcing him to go to the tobacconist, the druggist, or "mine host" around the corner for smoking mixtures and cigars, and we are inclined to think he has reasonable grounds for his complaint.

Our reasons are as follows:

The average grocer handles only smoking and chewing tobaccos in plug form, and that in the crudest and most careless fashion. Yet he is short-sighted enough to overlook the fact that his carelessness precludes him from enjoying a department of trade which can be made one of the most profitable in the grocery business. The only reason why your tobacco department has lagged behind, if lagged it has, Mr. Grocer, is because you have failed to keep abreast of the times. You have allowed the hotel-keeper, the druggist and the tobacconist to get the cream of the trade. Small wonder if your untidy and careless display of smoking and of chewing plugs excites even the disgust of fastidious customers.

The difficulty may be overcome if you will only mend your ways in displaying your stock of tobacco. There is no reason under the sun why a tobacco display should be in the least objectionable to your customers. Get a silent salesman like the barber and tobacconist has,—a large one is not essential so much as a prominence of position. Put it near the front of your store, so that it will not escape the notice of anyone entering.

Do not be satisfied with stocking merely the lines that suited the trade in your grandfather's time. To-day, you must have a nicely-assorted stock of cigars and cigarettes if your tobacco department is to be worthy of the name. Then it will pay to have one clerk make a special study of tobacco. It need not be made laborious, and a little knowledge of the different kinds of tobacco and brands of cigars may be utilized to excellent advantage by an up-to-date clerk in effecting sales. He will have very little difficulty in interesting the old farmer, and as for the younger generation, he is far from being an ideal clerk if he cannot convert them to the superior value of your cigars.

The trouble with the grocery trade today is that they don't get out enough and hustle for new business, but content themselves with the aggressive work of those who have gone before, while the other man "butts" in and gets a firm hold on a certain line of trade before they know "where they are at."

Tobacco Growers Unite.

Tobacco growers and those interested in the Canadian tobacco industry held a public meeting in the Town Hall, Kingsville, on Tuesday, March 7, for the purpose of discussing the advisability of uniting with the growers of Quebec and manufacturers generally in petitioning the Government for a change in the excise laws to a uniform license and a uniform excise duty on all tobacco and placing the protection on the home-grown product to a straight customs duty of 35c. per lb. This would be a change of vital importance to all interested in tobacco culture.

U.S. Tobacco Acreage.

More than 1,000,000 acres are now under cultivation in the United States, yielding 816,000,000 pounds. The government derives $65,000,000 in taxes thereon.

Indian Tobacco.

The reasons why the Indian tobacco industry does not thrive and expand as it should, are given in an interesting lecture delivered recently by Mr. T. D. Beighton, a retired Bengal Civilian, at the Society of Arts, London. The fault lies in Indian methods of cultivation and curing. One of the strongest objections urged against Indian tobacco, especially that grown in Southern India, is the large percentage of saltpetre in the leaf. It should be noted that the tobacco plant takes up more nitrate of potash from the soil than most plants. Hence, a soil that is poor in this constituent would seem to be best suited to it, that is, from the commercial point of view. Any way, the subject promises to form an important feature of the experiments to be undertaken by the Pusa authorities. The British duty on tobacco is so heavy that it acts most prejudicially on the Indian product. It is curious to note that, with all their big talk about bringing the colonies and India into closer touch with the mother country, the authorities at home charged withlthe protection of these interests, should levy dutics on Indian products that make it almost impossible to trade with the United Kingdom, and people wonder why British capital does not flow into India!

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

A Box of Cigars

that is positively guaranteed to sell or money back is the box you ought to buy. Such a box is that containing **Pebble** or **Pharaoh**—one a 5-center, the other a 10-center.

Our Guarantee

Send us an order for 1000 Cigars assorted as you like. We will ship, express paid. You return to us at the end of 3 months any unsold stock.

That's our guarantee that our Cigars are sellers.

We are always looking for new customers. Haven't you an order on these terms?

J. Bruce Payne, Limited, Makers, Granby, Que.

March 17, 1905

Burning a half-penny candle seeking a farthing.

You have in your possession—or can have—the best Smoking Tobacco made—**T. & B.** Years of experience have proved that one wastes his time—and money—in any search for a better or more profitable.

GEO. E. TUCKETT & SON CO., Limited, Hamilton, Ont.

Say, friend, answer these questions, please:

Can one 5-cent cigar be better than another?

Is one cigar better than another?

What makes the difference?

Now, here goes for the

KING BUFFALO CIGAR

It's made from better stock and with greater care than any other 5-center we ever saw.

Therefore—therefore, we say, it is just the cigar for you.

$35.00 per M. On sample orders we pay express, if cash accompanies order. Express paid on sample hundred, if cash accompanies order; also on all time orders of ½ M or over. Let us hear from you.

RETURN POCKETS AND SECURE SET OF FINE ART PICTURES

CANADA CIGAR CO., Makers, London, Ont.

The Chamberlain Cigar

The **best value** in Canada! Sold the **world** over! It will help your **trade tremendously**! Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,
MONTREAL

MANUFACTURERS OF

Cigarettes and Cut Tobacco

Tobaccos

Ever figure out the extra profit on McAlpin's Tobaccos?

Just a few minutes' work with paper and pencil.

You can make money on paper, and you can convert these paper profits into real ones.

Try it.

McALPIN'S

Freights and Charters

THE transfer season is now on and every kind of transportation is more or less hampered. It is amazing how business has been hindered by the snow-bound traffic in the Maritime Provinces. Some large firms in both Toronto and Montreal are said to have large stocks on hand that usually would be in the hands of customers in the eastern part of the Dominion. All this has been caused by the heavy weather, and thus the sins are booked up against a bad year. In fact, some firms in Montreal have gone so far as to say that they have lost a very large sum of money owing to the failure of transportation companies to carry goods to their destination. Then there is always the endless chain to be considered, inasmuch as if the railways could not carry the goods, the big steamers could not get the cargo, and so the result would have been very disastrous had it not been for the immense cargoes which had already been stored in the sheds.

Big steamers, which have sailed from Portland and St. John during the week, have been copiously loaded with goods, notwithstanding the depression in new cargoes arriving. However, where the steamers will be affected will be in the next few weeks, prior to the opening of the St. Lawrence, when boats leaving St. John and Portland may have a dearth of cargo.

Within the last two weeks eight large steamers have left St. John for a number of different ports. For instance, the Allan Line S.S. Parisian sailed for Liverpool with a remarkably small cargo for such a fine vessel; the S.S. Mount Temple, a C.P.R. boat, sailed for London with a very large cargo; in fact it is worth announcing her cargo, as follows:

Grain, bush.—C.P.R., 25,698 bushels wheat, 92 bags clover seed, 65 bags beans.

Flour, sacks.—C.P.R., 25,628.

Cheese, boxes.—C.P.R., 25 local.

Provisions.—C.P.R., 3,250 cases gallon apples, 18 boxes bacon, 300 cs. cheese.

Apples, brls.—C.P.R., 699.

Lumber.—C.P.R., 1,209 pkgs. lumber, 1,240 pcs. lumber, 130 pcs. timber, 41 logs, 3,581 doors, 35,230 pcs. deals.

Leather.—C.P.R., 195 bdls., 20 cs.

Miscellaneous.—C.P.R., 7 cts. desks, 36,000 bdls. shooks, 320 pkgs. wood pulp, 907 pkgs. paper, 2,800 bags asbestos fibre, 3 cs. dry goods, 1 case cabinets, 601 boxes soap, 450 pkgs. lawn mowers, 364 pkgs. agricultural implements, 11 pkgs. furs, 900 cases whiskey, 200 brls. wood alcohol, 823 pkgs. chair stock, 132 pkgs miscl. mdse., 16 brls. potash, 20 bxs. nails.

S.S. Florence sailed also for London, and S.S. Acides and Indrani for Glasgow. The S.S. Manchester Importer left for Manchester and the Montealm of the C.P.R. sailed for Bristol. By all odds the C.P.R. have taken the cargo on their steamers, and it is only natural that their own railway line should serve their own steamers.

From Portland there have been three important sailings, namely, the Ottoman, Dominion Line; Cervona, of the Thomson Line, and the S.S. Brazilian, of the Allan Line. The Portland boats all had much larger cargoes in proportion than any of the boats from St. John and Halifax.

A deputation, including Mr. H. A. Allan, of the Allan Line, and several large grocery firms, have visited Ottawa during the past week in connection with the dumping clause and its effect, and lack of effect, upon certain importations from France. The direct steamship service between France and Canada will prevent the New York importers from dumping just whatever suits them on the Canadian market.

SWEET CAPORAL



CIGARETTES

STANDARD OF THE WORLD

Sold by all Leading Wholesale Houses.

BERTH QUOTATIONS--St. John, Halifax and Portland

Description.	Liverpool.	London.	Antwerp	Bristol.	Glasgow.	Manchester.	Belfast.	Dublin	Capetown and Port Elizabeth.	Leith.	Aberdeen.	Cardiff.	Hamburg.
Oil Cake	* 7/6	* 7/6	* 8/9	* 8/9	* 7/6	* 7/6	*10/6	*11/6	*12/6	.....	.....	.....	.....
Sack flour	* 7/6	* 7/6	*10/	* 8/9	* 7/6	* 7/6	*11/	*12/	*12/6	.....	.....	.....	.....
Canned meats, fish	*12/6	*12/6	*15/	*15/	*15/	*10/	*15/	*15/	*15/	.....	.....	.....	.....
Provisions	*10/	*12/6	*15/	*15/	*15/	*10/	*17/6	*17/6	*15/	.....	.....	.....	.....
Tierces lard	*10/	*12/6	*15/	*15/	*15/	*10/	*17/6	*17/6	*15/	.....	.....	.....	.....
Pail lard	*15/	*17/6	*20/	*20/	*20/	*15/	*20/	*20/	*20/	.....	.....	.....	.....
Butter	*22/6	*25/	*25/	*25/	*30/	*22/6	.....	.....	*80/c.s.	.....	.....	.....	.....
Cheese	*17/6	*20/	*20/	*20/	*25/	*17/6	.....	.....	*80/c.s.	.. ..	.....	.....	.....
Eggs in c's (meas't)	*12/6	*15/	*15/	*15	*15/	*12/6	.....	.....	*40/c.s.mt.	.. ..	.....	.....	.....
Clover seed	*10/	*10/	*15/	.....	*15/	*10/	*15/	*15/	*15/		.....	.....	.....
Cotton	‡15c	.....	.....	.....	.....	‡15c	.....	.....	.....	.....	.....	.....	.....
Apples, per bbl	Fine2/	2/	‡ 3/	Fine 2/6	Fine 2/6	Fine 2/	3/	3/	10/c.s.	.....	.....	.....	.....
Meas't goods	†20/	Tariff		†12/6	†12/6	†10/	†12/6	†12/6	†15/	.....	.....	.....	.....
	7/6	.....	.....	20/	20/	20/				.....	.....	.....	.....
Leather sole	*20/	*25/	*30/	*25/	*30/	*20/	*22/6	*22/6	*25/	.....	.....	.....	.....
Leather finish	*15/	*20/	*25/	*20/	*20/	*15/	*17/6	*17/6	*20/	.....	.....	.....	.....
Lumber, hard	*10/	‡10½c	*15/	*12/6	*14c	*10/	*15/	*15/	*15/mt.	.....	.....	.....	.....
Lumber, soft	*12/6	‡12c	*17/6	*15/	‡16c	*12/6	.....	.....	*17/6mt.	.....	.....	.....	.....

* Per ton 2,240 lbs. † Per ton of 40 cubic feet. ‡ Cents per 100 lbs. without primage.

The above is for general information only. These rates liable to change without notice and are therefore **Subject to Confirmation.**

When ocean charges are collectable at port of destination, rates exchange on basis of $4.80 to £1 sterling. When ocean charges are prepaid, rates exchanged on basis of $4.86 to £1 sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option prompt advice will be facilitated by informing us of the relative weight and measurement of the mdse. when applying for rate. It is also necessary to know shipping point and on whose account engagement is to be made. All contracts subject to confirmation.

JAMS

We Offer Best
Quality Jams

In 30-lb. pails at $5\frac{1}{2}$
" 7-lb. " " $5\frac{3}{4}$

THE F. J. CASTLE CO., LIMITED
OTTAWA, CANADA

WM. BRAID & CO.
COFFEE IMPORTERS

How is your Coffee Trade?

BRAID'S BEST COFFEE is increasing in popularity every day because consumers appreciate its merit.

ARE YOU SWIMMING WITH THE TIDE?

If not, now is the time to change.
Don't let your neighbor outstrip you, as he surely will unless you carry a good stock of Braid's Best Coffees.
Bucking the current has carried down many a strong swimmer.

BRAID'S BLENDED COFFEES are the best for grocers to buy—

FIRST—Because they yield him a satisfactory profit.
SECOND—Because the quality never varies.
THIRD—Because they give the public better satisfaction than any other coffee sold.

These Coffees are a triumph of the expert coffee man's art. An order will make you a permanent customer of ours, and every sale a steady patron for you.

Write us for Samples

WM. BRAID & CO.,
Importers of Teas, Coffees, Spices, etc., VANCOUVER, B. C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

March 16, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—
Bee" brand, 48 5c. pkgs., per case....$1 75
" " 27 10c. pkgs, " 2 00
" " 10 25c. pkgs, " 1 75

Cook's Friend— Per doz.
Size 1, in 2 and 4 doz. boxes..... $2 40
" 10, in 4 doz. boxes..... 2 10
" 2, in 6 " 0 80
" 12, in 6 " 0 70
" 3, in 4 " 0 45
Pound tins, 2 doz. in case..... 3 00
12-oz. tins, " " 2 40
5-lb. " ¼ " " 14 00

W. H. GILLARD & CO.

Diamond—
1-lb. tins, 2 doz. in case $2 00
½-lb. tins, 3 " " 1 25
¼-lb. tins, 4 " " 0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
3 doz.	12-oz.	3 40
½ doz.	2½lb.	10 50
¼ doz.	5lb.	19 75

JERSEY CREAM BAKING POWDER.

¼ Size, 5 doz. in case..... $0 40
½ " 4 " " 0 75
1 " 3 " " 1 25
1 " 2 " " 2 25

OCEAN MILLS. Per doz.
Ocean Baking Powder, ¼ lb., 4 doz. ..$ 45
OceanBaking Powder, ½ lb. 5 doz. .. 90
Ocean Baking Powder, 1 lb., 3 doz... 1 25
Ocean Borax, ½-lb. packages, 4 doz. 40
Ocean Cornstarch, 40 pks. in a case.. 78
Freight paid, 5 p.c. 30 days.

MAGIC BAKING POWDER.



Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ¼ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ¼ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

Per doz.
1-lb tins, 4 doz in box..... $2 25
½-lb tins, 4 doz in box..... 1 25
¼-lb tins, 4 doz in box..... 75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz.....$2 25

HOME BAKING POWDER, CO., MONTREAL.

Sizes.	Per doz.
2 doz. case ¼ lb.	$2 40
1 " 1 lb.	4 75

1 to 5 cases, 5 per cent.
5 to 10 cases, 10 per cent.



EAGLE BAKING POWDER

Per doz.
Cases of 48-5c. tins $0 45
" 48-10c. tins 0 75
" 24-25c. tins 2 25
" 48-25c. tins 2 25

"BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins.....$3 50
" " 36 10 " 4 00
" " 24 16 " 4 50
"Beaver" brand, 24-16 pkgs..... 4 80

Blue.

Keen's Oxford, per lb..... $0 17
In 10-box lots or case 0 16
Reckitt's Square Blue, 12-lb. box 0 17
Reckitt's Square Blue, 5 box lots 0 16
Gillett's Mammoth, ¼ gross box..... 2 00
Nixey's "Cervus," in squares, per lb. 0 16
" " in bags, per gross 1 25
" " in pepper boxes, according to size..... 0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.



"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares eaoh.....per lb. 16½c
"Sapphire"—14-lb. boxes, ½-lb. pkgs. per lb 12½
"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb. 10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ¼ gross, 2 oz., or ½ gross, 4 oz.



JAMES' DOME BLACK LEAD.

Per gross
6a size.....$2 40
2a size 2 50

Borax.

Bee" brand, 5 oz., cases, 60 pkgs.... 2 25
" " 10 oz., cases, 48 " 3 25
" " 16 oz., cases, 48 " 4 25

EAGLE BORAX.

Per doz.
Cases of 5-doz. 5c. packages $0 45
" 5-doz. 10c. " 0 90

Boeckh's Brooms.

Bamboo Handles, A, 4 strings.....$4 50
" " B, 4 " 4 20
" " C, 4 strings..... 3 95
" " D, 4 " 3 70
" " F, 4 " 3 40
" " G, 3 " 3 10
" " I, 3 " 2 70

Cereals.

Wheat OS, 2-lb. pkgs., per pkg 0 08
" " 7-lb. cotton bags, per bag. 0 18½

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—
Hygienic, 1-lb. tins .....per doz. $6 75
" ½-lb. tins ..... " 3 50
" ¼-lb. tins ..... " 2 00
" fancy tins..... " 0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb. 0 50
Perfection, ½-lb. tins, per doz..... 2 40
Cocoa Essence, sweet, ½-lb. tins, doz. 2 25

THERE ARE
OF
JAMS
BUT
BATGER'S
ARE
THE GOOD KIND
BOTH YOU AND THE CONSUMER
GET
THE BEST VALUE
ALSO
THE BEST JAMS
WHEN
THEY ARE
MANY BATGER'S KINDS



IN QUEST OF GOLD?
—then sell
Paterson's Camp Coffee Essence
Please your trade and bank your profits.
ROSE & LAFLAMME,
Agents, Montreal.

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, lbs	$1.75
Orange, white and almond, ½-lbs	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caracas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

½ lb tins, 4½ doz. to case	per doz.,	$ .90
½ " " 4 " "	"	2.40
½ " " 2 " "	"	4.75
1 " " 1 " "	"	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

MOTT'S DIAMOND CHOCOLATE

	Per lb.
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ¼s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins	40c.
6-lb. boxes, 12 boxes in case, ½-lb, tins	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44

Sweet chocolate powder—
6-lb. boxes, 12 boxes in case, ½-lb. tins..32c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 34c.

Premium chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs..33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs..35c.

Medallion sweet chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs...44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..44c.

Milk chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs ... 35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..35c.

Vanilla sweet chocolate—
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs..32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..32c.

Tid-Bit chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..30c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs..30c.

Diamond sweet chocolate—
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs..23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs 23c.

Condensed Milk.

Anchor " brand, cases 4 doz., per case $5 00
" evap. cream, cp. 4d. " 4 65



Borden's Condensed Milk Co.

Eagle " brand	$1 50
Gold Seal " brand	1 30
Peerless " brand evaporated cream	1 20



TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream, per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70
"Beaver" coffee, 24-1 lb. pkgs	4 80
"Sun" brand, 25 and 50 lb. tins—	
Gem, roasted or ground	0 30
Extra, " "	0 26
Fine " "	0 22
Fancy " "	0 18
"Beaver" (ground only compound)	0 15

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 12

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 60

100 lb. delivered in Ontario and Quebec.

Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	10 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

Syrup, ALL Syrup——

"Crown" brand Table Syrup

PUT UP IN TINS—

2-lb. tins—cases	2 doz.	Also in Brls., ½ Brls.
5 " " "	1 "	**Kegs and Pails.**
10 " " "	½ "	
20 " " "	¼ "	

Freight paid on 5 cases and over to all railway stations East of North Bay.

For Lenten Season nothing except Fish sells so well and so profitably as a good Table Syrup. "Crown" brand is ***the best*** of all Syrups on the market,—because it is ***Pure, Clean, Clear, Delicious in flavor*** and ***nourishing.***

For Sale by Every Jobber.

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT. | Works: CARDINAL, ONT. | 164 St. James St., MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
doz. packages (12 to a case)	0 75
doz. packages (12 to a case)	0 95

Cleaner.



		Per doz.
4-oz. cans	$	0.90
6-oz. "		1.35
10-oz. "		1.85
Quart "		3.75
Gallon "		10.00

Wholesale Age

The Davidson & Hay, Limited, Toronto

Food.

Robinson's patent barley	½-lb. tins	$1 25
" " "	1-lb. tins	2 25
" " groats	½-lb. tins	1 25
" "	1-lb. tins	2 25

		Per doz.
" "	5 doz., at..	$ 1 40
" "	1 doz., at..	1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade		$1 50
Clear jelly marmalade		1 80
Strawberry W. F. jam		2 00
Raspberry " "		2 00
Apricot " "		1 75
Black currant "		1 85
Other jams	$1 55	1 90
Red currant jelly		2 75

T. UPTON & CO.

Pure Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 06¾
7 and 14-lb. wood pails per lb.	0 06¼
30-lb. wood pails "	0 06¼
Pure Fruit Jellies—	
12-oz. glass jars, 2 doz. in case per doz.	1 00
2-lb. tins, 2 doz. in case per lb	0 07
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06¼
30-lb. wood pails "	0 06½
Home Made Jams—	
1-lb. glass jars (16-oz. gem) 2 doz. in case per doz.	1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper per lb.	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5-lb. boxes per lb.	0 40
"Acme" pellets, 5-lb. cans per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$ 3 60
3 cases "	3 50
5 cases or more	3 40

Matches.

UNITED FACTORIES, LIMITED. Per case.

Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

Parlor—	1 case.	5 cases.
Imperial	$5 75	$5 50
Best	3 75	3 50
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F.,	1-lb. tins per doz.	$ 1 40
"	½-lb. tins "	2 50
"	1-lb. tins "	5 00
Durham 4-lb. jar per jar.		0 75
"	1-lb. jar "	0 25
F. D.,	½-lb. tins per doz.	0 85
"	½-lb. tins "	1 45

E. D. MAROEAU, Montreal.

"Condor," 12-lb. boxes—		
	¼-lb. tins per lb.	$ 0 35
	½-lb. tins "	0 35
	1-lb. tins "	0 32½
	4-lb. jars per jar	1 20
	1-lb. jars "	0 35
Old Crow," 12-lb. boxes—		
	¼-lb. tins per lb.	0 25
	½-lb. tins "	0 23
	1-lb. tins "	0 22½
	4-lb. jars per jar	0 70
	1-lb. jars "	0 25



Orange Meat.

Cases, 36 15c. packages... $4.50
5 case lots.... 4.40 (Freight paid.)
Cases, 20 25c. packages... 4.10
5 case lots.... 4.10 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06¾

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints) per doz.	$ 2 30
Corked " "	1 90

Soda.

COW BRAND.



Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkas. containing 96 pegs.), per box, $3 00.

MAGIC BRAND

		Per case.
No. 1, cases, 60 1-lb. packages		$ 2 75
No. 2, " 120 ½-lb.	"	2 75
No. 3, "	30 1-lb. " / 60 ½-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.		
1 case		2 85
5 cases		2 75

"BEE" BRAND.

"Bee" brand, 8 oz., cases, 120 pkgs.		Per case
" " 10 oz., cases, 96 pkgs.		$2 75
" " 16 oz., cases, 60 pkgs.		

Soap and Soap Powders.

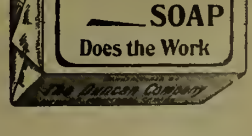
A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

BABBITT'S.



Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes a freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, bxs each doz., $2 per box.
WM. H. DUNN AGENT.



You'll Have to Hurry!

NEARLY ALL SOLD!

We haven't very many left. The book—

100 Good Ads for a Grocery Store

is finding its way to a good many grocers who want good ads at the smallest cost of time and trouble.

Sent for approval. If you keep it send $1.00; if you don't keep it, then we'll get it back.

THE CANADIAN GROCER, 10 Front St. E., Toronto.

CHASER SOAP.

1 case $2 40
Special quotations for quantities.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

	per lb.
Laundry Starches—	
No. 1 White or blue, 4-lb. cartons	$ 0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 04½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
"Bee" brand starch—	
" laundry, 64-12 oz. pkg. per case	$5 00
" " 32-12 " per ½ "	2 50
" corn starch 40-16 oz. pkg. " "	3 00
"Sun" borated starch, 40-16 oz. pk. per case	3 00
" borated starch, 50 box. 100 lb. keg	0 06½
" laundry " 50 " " " "	0 05½
"Gem" " " 100 & 200 lb. kegs	0 05½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn staroh, 40 lb.	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 06½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½



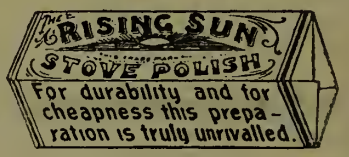
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

SAN TOY STARCH.

10c. pkgs, cases 5 doz., per case 4 75

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



DUNN AGENT.



Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 80
Blackene, 5-lb. cans, per lb.	0 10
Enameline stove dressing, per doz.	0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10
(10 and 20 lb. tins have wire handles.)	

"BEAVER" BRAND.

	Per case.
1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 60

SMALL'S BRAND—Standard.

	Per case.
1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 30

Teas.



SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c	0 22
Green Label, " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	0 35
" " 120 ½-lb.	0 36



LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ¼'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Lacel, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 40
" III 80-lb. boxes	0 36½
EMD AAA Japan, 40 lb "at	0 32½
" AA " 40 "	0 30
Blue Jay, basket fired Japan, 70 lbs.,	0 27½
"Condor" IV 80-lb. "	0 32½
" V 80-lb. "	0 27½
" XXXX 80-lb. boxes	0 23½
" XXXX 30-lb. "	0 24½
" XXX 80-lb. "	0 21
" XXX 30-lb. "	0 22
" XX 80-lb. "	0 19
" XX 30-lb. "	0 20
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

Black Teas—"Nsotar" in lead packets	
Green Label	retails 0 26 at 0 20
Chocolate Label	" 0 35 at 0 25
Blue Label	" 0 50 at 0 36
Maroon Label	" 0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb	0 42½
" " —Maroon, 1-lb	0 50
" " —Maroon, 1-lb	1 50
"Condor" Ceylon black tea in lead packets	
Green Label, ½s, ¼s and 1s, 60-lb. cases	retail 0 25 at 0 20
Grey Label, ½s, ¼s and 1s, 60-lb. cases	retail 0 30 at 0 23
Yellow Label, ½s and 1s, 60-lb. cases	retail 0 35 at 0 26
Blue Label, ½s, ¼s and 1s, 50-lb. cases	retail 0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases	retail 0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases	retail 0 at 0 40

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s	$0 39
" Amber, 8s. and 3s	0 60
Chewing—Stag, bars, 10½oz.	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s.	0 44
" Currency, 12 oz bars, 12s	0 47
" " 6½s. and 12's	0 47
" Old Fox, narrow, 12s	0 47
" Snowshoe, 14½oz b'rs, sp'o'd 6½	0 51
" Pay Roll, 7s and 6½s	0 53
" Fair Play, 8s. and 13s	0 53

Vinegars.

E. D. MARCEAU, Montreal.

	Per gal.
EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20
Special prices to buyers of large quantities	

GRIMBLE'S MALT.

Bulk, ½-casks, 25 gals	$5 45 $10 95
" casks, 60 "	10 25 22 49
Bottles, cases, 3 doz	3 25 4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90
1 case 50 5c. packages free with 5-case lots. Freight prepaid.	

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz
Washboards, Victor	$1 30
" Crown	1 35
" " Improved Globe	1 50
" " Standard Globe	1 60
" " Original Solid Globe	1 80
" " Superior Sld. Bk. Globe	1 95
" " Jubilee	1 90
" " Pony	0 90
Diamond King (glass)	2 90
Tubs, No. 0	11 25
" " 1	9 00
" " 2	8 00
" " 3	7 00
Pails, No. 1, 2 hoops	1 85
" No. 3, "	2 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz.	1 05
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria 3 doz. 5c.	1 00
" " 3 doz. 10c.	1 80

Try a barrel of

WILSON'S PURE REFINED CIDER

if you want the best.

Ask for it. Take no other.

THE
W. H. WILSON CO., LIMITED
TILLSONBURG, CANADA

CANE SUGAR SYRUP

We have a very fine lot of Choice Pure Cane Sugar Syrup, bright, sweet and heavy.

In Barrels, Half-Barrels,
2-lb., 3-lb., 5-lb., 10-lb. Tins.

For prices and samples write to

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

Agents

GEO. MUSSON & CO.,	TORONTO
JOHN W. BICKLE & GREENING,	HAMILTON
GEO. H. GILLESPIE,	LONDON
JOSEPH CARMAN,	WINNIPEG

All About Tea From A to Z

Tea Hints for Retailers

BY JOHN H. BLAKE, TEA EXPERT

If you aspire to a greater knowledge on the subject of Tea, a knowledge that will make you an authority—Buy this book. The chapter on Tea-Blending is alone worth the price of the book.

Money refunded if you conclude, after a week's examination, you don't want it.

Postpaid, $2.00

TECHNICAL BOOK DEPT.

MacLean Publishing Co., Limited
10 Front St. E., Toronto

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

You are Interested in Something.

Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings,		$ 5.00
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1,000	"	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

CANADIAN PRESS CLIPPING BUREAU,

232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto Telephone Main 2701.

is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.

Do you want a fine solid brass sign FREE

We sell Goods
RETURNED
MAR 17 1905
To Chapin
our Book 31
Page

It's a straight advertising proposition and you might as well have the benefit of the appropriation.

Write for particulars. It will only cost you a post card.

Gowans, Kent & Co.
Toronto



" Perfectly clean from our kitchen to your customers."

Your customers' appetites are harder to please now than at any other time of the year That's all the more reason for giving the pure, clean, wholesale, tempting

Wethey's Mince Meat

They'll like the look of it in its dainty package, and they'll thoroughly enjoy it. How is your stock ?

J. H. Wethey, Limited
ST. CATHARINES, ONT.

C. & B.

Pickles, Jams, Marmalade

and the finest

Preserved Provisions

CROSSE & BLACKWELL, Limited
LONDON, ENG.

C. E. COLSON & SON, MONTREAL, Agents.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision and Food Stuffs Trades of Canada.

VOL. XIX. MONTREAL AND TORONTO, MARCH 24, 1905. NO 12.



The Blueing of the clothes in the Laundry is always associated with the words

Keen's Oxford Blue

the selling of

Keen's Oxford Blue

by the grocers of Canada is always profitable.

Sold Everywhere in One Ounce Squares—FULL WEIGHT.

A SWEET FINGER



with chocolate coating tersely describes the new fancy biscuit we have just put upon the market under the name of **Christie's Chocdip.** Order a sample.

Christie, Brown & Company

TORONTO and MONTREAL Limited

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 25.

To merit

the confidence of the public, and meet its demands, you should have a good stock of

Mathieu's Syrup

of Tar and Cod Liver Oil

There is nothing sold that equals this time-tried cough remedy and tonic.

Easy to get, easy to sell.

J. L. MATHIEU CO., LIMITED
PROPRIETORS. SHERBROOKE, P.Q.

MATHIEU'S NERVINE POWDERS
for Headaches, Feverish Colds, Etc., give the best results.

National Licorice Co.



Y. & S., SCUDDER and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.
Illustrated Catalogue on request.

Brunner Mond & Co.'s

WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

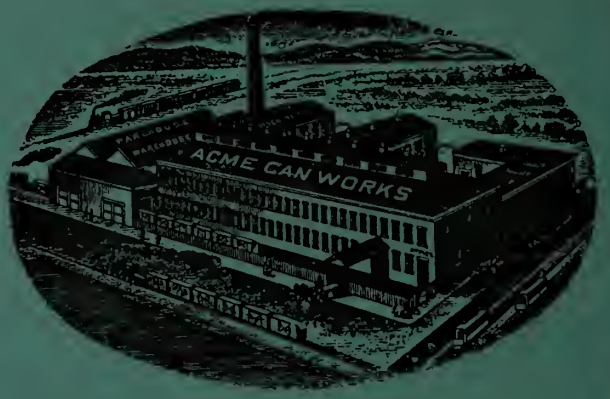
Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland

Montreal

SOLE AGENTS FOR CANADA.



When in Need of Cans, Serve Your Best Interests and Consult Us.

Acme Can Works make the largest assortment of any factory in America of TIN CANS by the latest up-to-date automatic machinery.

We are the only makers in Canada of
KEY-OPENING MEAT CANS, POULTRY CANS.
They are our specialties.

Manufacturers for Canada of

Jewett's Self-Heating Can.

We solicit inquiries for prices on

Baking Powder, Oil, Syrup, Lye, Paint, Varnish, Condensed Milk, Poultry, Fruit, Vegetable } **Cans** **Lard, Syrup, Butter** } **Pails**

ACME CAN WORKS
Ontario Street East, - - MONTREAL, P.Q

Tried Tested Trusted

"Tried and not found wanting"—that is the test that counts for permanent trade when you stock up with trusted goods. Quality counts in double-quick shape once you start the ball rolling. Here are goods "tried, tested, trusted"—goods that it pays to sell and recommend.

Here They Are!

"Thistle" Brand Maple Syrup

A rich, clear, clean Maple Syrup. A brand you can stake your reputation on. A brand "tried and not found wanting."

"Codou's" Macaroni and French Pastes

Made only from the **real** Russian Wheat grown in Taganrok. Tender and delicate beyond compare. Packed with tasteful labels, and full weight always. "Tried, Tested, Trusted."

Griffin & Skelley's Dried Fruits

Clean, rich, ripe —the pick of the pack always. Apricots, Peaches, Pears, Nectarines, Dried Plums, Prunes, Raisins. Full weight and highest quality there is or can be. "Tried and not found wanting."

Castile Soap "Shell" Brand

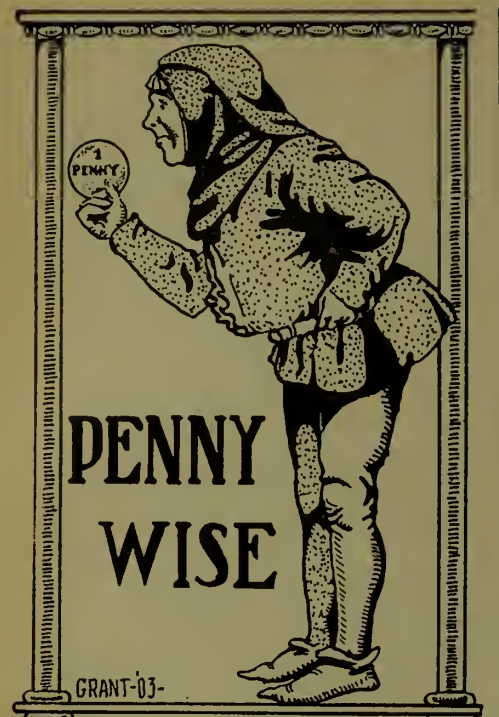
Seven per cent. more pure oil in it than in ordinary brands, hence its superior quality. A Castile Soap that leads all other brands in the Dominion. In one-pound bars and in pressed cakes. "Tried, Tested and not found wanting."

SOLD BY LEADING WHOLESALERS.

ARTHUR P. TIPPET & CO., Agents,

8 Place Royale, Montreal.

20½ Front St. E., Toronto.



The only real value of money lies in making use of it.

The money that lies there in your safe from day to day doesn't do you any good until you commence to use it.

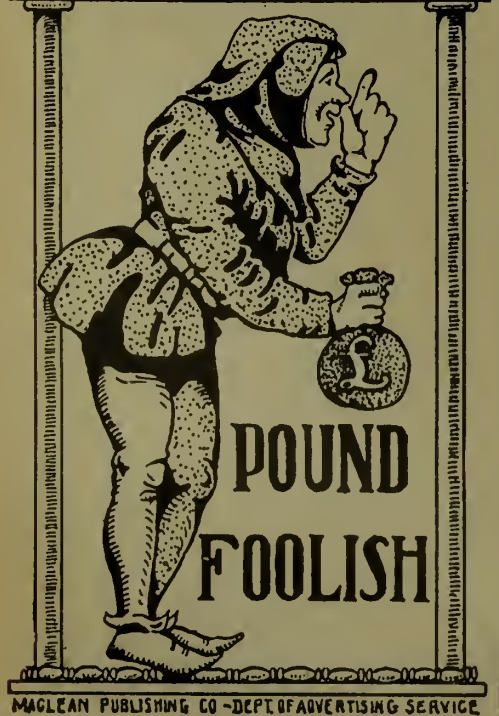
Then its value to you depends on how you use it.

Now, if you would only invest some of it in advertising space in THE GROCER, and then use the space right, you'd have a valuable assistant, working to increase your trade with grocers and to make yourself and your goods better known among them.

Some folks would sooner save (?) the money—but they are "penny wise and pound foolish."

But you're not.

Are you?



MACLEAN PUBLISHING CO-DEPT OF ADVERTISING SERVICE

MANUFACTURERS' AGENTS AND BROKERS DIRECTORY.

CALGARY.

Start the New Year Right

Increase your business by appointing us your Western Representatives. If you have anything to sell write us.

NICHOLSON, BAIN & JOHNSTON,
Wholesale Commission Merchants and Brokers
CALGARY, ALTA.
Head Office: NICHOLSON & BAIN, WINNIPEG.

MONTREAL

A. J. HUGHES
Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,
1483 Notre Dame Street
MONTREAL.
Open for few more foreign and domestic agencies. Correspondence Solicited. Highest References.

J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
Tel. Main 778. Bond 28.

WINNIPEG.

Dingle & Stewart
WINNIPEG, - - CANADA.
COMMISSION BROKERS.
Excellent Storage Accommodation.
Consign Your Cars to Us.

EASTERN MANUFACTURERS
—AND—
SHIPPERS.
All EYES are turned on
MANITOBA AND THE WEST.
WE
Represent some of the leading houses in
CANADA and the U.S.
INCREASE YOUR TRADE. WRITE US.
NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.

WINNIPEG.

REGINALD LAWSON
MANUFACTURERS' AGENT and WHOLESALE COMMISSION BROKER
UNION BANK BUILDING
Correspondence Solicited
WINNIPEG, MAN.

TORONTO.

W. G. A. LAMBE & CO.
TORONTO.
Grocery Brokers and Agents.
Established 1865

C. E. KYLE
WHOLESALE GROCERS' BROKER and MANUFACTURERS' AGENT
27 FRONT ST. E., - TORONTO
Highest references. Commissions solicited.

W. H. Millman & Sons
Grocery Brokers
TORONTO
Appointed selling agents and distributors for
Witch Hazel Toilet Soap

BATH BRICKS
The best in the world are made by—
McDOUGALL
Insist upon this make.
D. McDOUGALL & CO., Glasgow, Scotland.

COMMON SENSE
KILLS {Roaches and Bed-Bugs / Rats and Mice
All Dealers and 381 Queen St. W
TORONTO, ONT.
Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.
Write for prices.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON
"GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax.

...ESTABLISHED 1849...
BRADSTREET'S
Capital and Surplus, $1,500,000. Offices throughout the Civilized World
Executive Offices : Nos. 346 and 348 Broadway, New York City, U.S.A.
THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying, and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.
Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.
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THOS. C. IRVING, Gen. Man. Western Canada Toronto.

CAPSTAN BRAND
HIGH-GRADE TOMATO CATSUP


Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.
This Catsup is far superior to many others and is giving perfect satisfaction.
Ask your wholesale grocer for it or see our travellers' samples.
The Capstan Mfg. Company
TORONTO, ONT., CAN.



"Sterling"
Brand
PICKLES AND RELISHES
have long since won the confidence of the best grocery trade and the best class of grocer's customers the wide Dominion over.
—Made in Canada of best Canadian vegetables by best methods in best equipped pickle factory in Canada.
THE T. A. LYTLE CO. LIMITED
124-128 Richmond St. W.
TORONTO, CAN.

BY ROYAL APPOINTMENT
CEREBOS TABLE SALT
Used like Common Salt, but contains the Vital Phosphates of Whole Wheat.
USED IN ALL THE ROYAL HOUSEHOLDS AND ALL THE BEST HOTELS AND FAMILIES IN EUROPE.
Sold wholesale by the following firms:
Quebec: Whitehead & Turner. Montreal: D. H. Rennoldson. Ottawa: H. M. Bate & Sons, Ltd. Kingston: Geo. Robertson & Son. Toronto: W. G. Patrick & Co. Hamilton: Jas. Turner & Co., Ltd. Winnipeg. The Kenneth Mackenzie Co. Victoria: R. P. Rithet & Co., Ltd. Vancouver: Kelly, Douglas & Co.



Keep up your stock of

Japan Teas

The wise grocer knows the value of keeping his stock of teas complete. It is not complete without the pure, refreshing, healthful and profitable teas of **Japan.**



Made in Canada

These words are the key to the success that every true Canadian heartily desires for this fair Canada of ours!

Why should we buy goods of any description that are made in a foreign country? The making of foreign goods does not give employment to our artisans. It does not retain money in this country.

Why use Foreign Salt? We have CANADIAN SALT that is superior to any foreign salt that is made.

Why not help build up Canada by using

Canadian Salt

and thereby employ Canadian labor, Canadian works, and Canadian capital?

Demand of your wholesale grocer Canadian Salt, and if he does not keep it write to us for prices and samples.

ADDRESS

THE DOMINION SALT AGENCY

LONDON, ONT.

Telephone No. 1971

Offices: 2nd FLOOR MERCHANTS' BANK BUILDING. Entrance on Queen's Avenue.

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND"

MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.



ROSE & LAFLAMME, AGENTS, MONTREAL.

Sell Well

Shew Profits



Always Appreciated

ESPECIALLY AFTER THE LONG WINTER MONTHS

ROSE AND LAFLAMME
MONTREAL

LIKE THE LIFE OF A ROSE

Aptly illustrates the career of some Teas. They are here to-day, but gone to-morrow; they bloom awhile, then fade away and die, but

CEYLON TEAS

have stood the test of time. They are steadily replacing the Teas of other countries. Not only the consumers, but also the grocers are realizing their good points and are pushing their sale.

THE GROCER'S MONEY MAKER

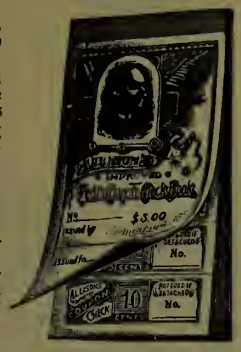
FISH and OYSTERS

WHOLESALE.

The F. T. JAMES CO., Limited

76 Colborne Street, TORONTO.

Cultivating Weeds



It wouldn't be considered very profitable by the farmers, yet thousands of merchants are cultivating the weeds of business by continuing the Old Style Passbook—errors every day. Forgotten charges. Hundreds of little things make a big aggregate amount. Adopt the modern ALLISON COUPON SYSTEM and throw away your time wasting devices. Look here—

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers.

Indianapolis, Indiana

STOCK NOW.



Sutton's Worcestershire Sauce cannot be beaten for quality and price

G. F. Sutton, Sons & Co.

King's Cross

London, Eng.

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT



¾-lb. tins—3 doz. in case.

SOLD BY ALL JOBBERS

YORK

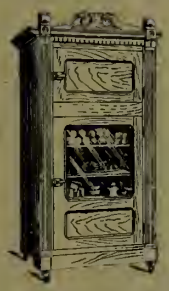
Metal Polish beats them all for speed, brilliance, durability. No acid. Liquid or paste, 10c. and up. Direct or through your jobber.

Free samples with every order. Free sample to any dealer on request.

ANGLO-CANADIAN SUPPLY CO.

3 Wellington St. E., TORONTO

REFRIGERATORS



WE GUARANTEE THE "EUREKA"

To DO THE WORK for you every time. PERFECT CIRCULATION, PERFECTLY DRY AIR—PURE and COLD in hottest weather.

Write us for descriptive Catalogue, list of testimonials and see our guarantee.

Eureka Refrigerator Co., Limited.

54 and 56 Noble St., Toronto, Canada.

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL.



Do You Sell It?

Remember, we give larger profit than any other **Premium Soap,** and you give your customers **Better Premiums.**

Each coupon is redeemable for one cent in goods.

WRITE FOR PARTICULARS.

The Duncan Company of Montreal

P. O. Box 292.

To the Wholesale Trade

We are now fully equipped and prepared to give quotations for the Manufacture of any Woodenware Specialties.

Our Shelf Box is selling itself. Write for prices.

The Bennett Mfg. Co.

Pickering, Ont.

Keep Posted on Sugar

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER, No. 138 Front Street, NEW YORK

TRADE MARK

This design a guarantee of quality.

THIN CASE LINING PAPER

ALL SIZES **FOR SHOE CASES** CHEAP AND EFFICIENT

SAMPLES AND PRICES FOR THE ASKING.

CANADA PAPER CO.

Toronto LIMITED Montreal



One of the 57

HEINZ MUSTARD DRESSING

It would be a capital thing to push this variety at this time. As a fish sauce it is unexcelled. Appreciated in Lent and all times when fish is an article of diet. For Spring trade when salads begin to rise in importance it is worth setting out prominently. Not a mayonnaisse but a dressing of a delicate, exquisite mustard flavor.

H. J. Heinz Company
Pittsburgh, U S.A.

HEINZ

IF you are going to fit up a grocery store, don't do it until you find out just what Walker Bins are.
your store is beginning to show signs of wear and tear make a new one out of it by putting in Walker Bins.
you are getting a lot of damaged and soiled stock, get rid of it. You'll have no more if you put in Walker Bins.

"Walker MADE IN CANADA Bins"

The Walker Pivoted Bin and Store Fixture Co.

Address 516 Board of Trade, Toronto, for Booklet.

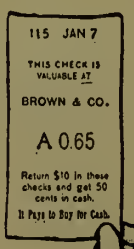
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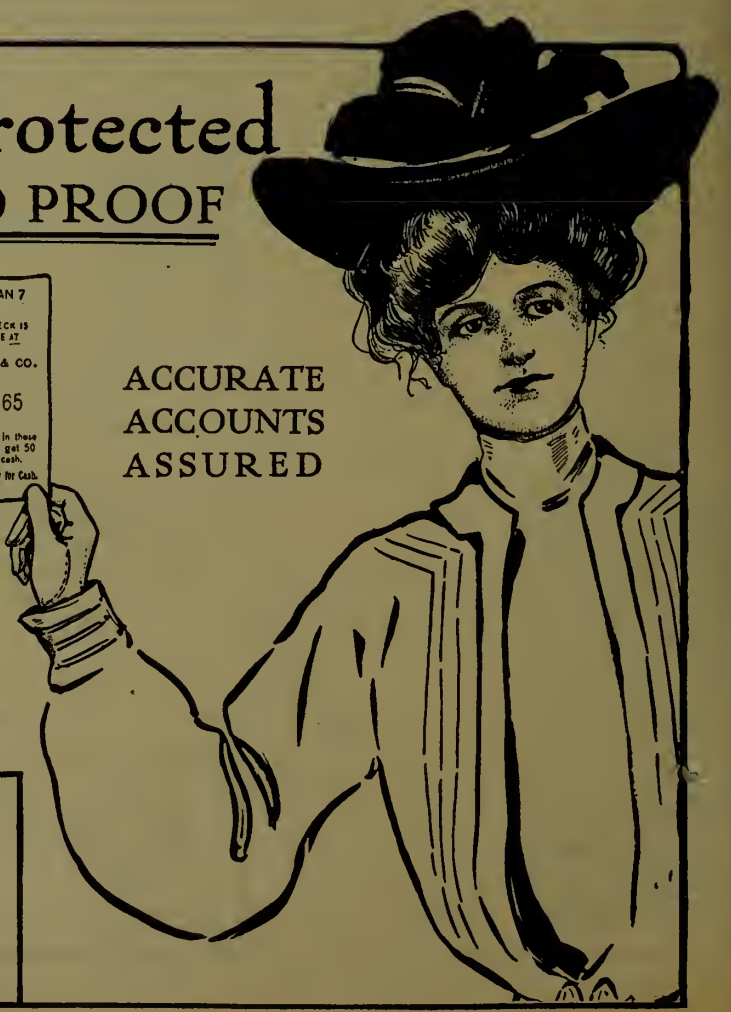
Your Profits Protected

HERE IS THE PRINTED PROOF

THE check issued by a NATIONAL CASH REGISTER identifies the clerk making the sale with the transaction. This enforces accuracy. The check furnishes an absolute record which cannot be changed.

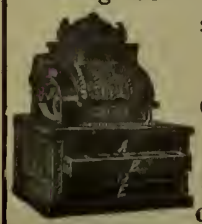


ACCURATE ACCOUNTS ASSURED



A National Cash Register

Issuing such a check secures more trade, satisfied customers, and increased profits.



IT PAYS FOR ITSELF

Out of the money it saves. Our registers are sold on

EASY MONTHLY PAYMENTS

CUT OFF HERE AND MAIL TO US TODAY

NATIONAL CASH REGISTER CO.
DAYTON, OHIO

I own a_____ store. Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy.

_____ *Name*
_____ *Address*
_____ *No. Clerks*

R = OWAT'S

O = LIVES

W = ILL

A = LWAYS

T = REBLE

S = ALES

Ask your Jobber for Prices

A SELLER

COPPER KING WASH BOARD

Extra Heavy Electro-Plated Zinc—Will last four times as long as the ordinary board.
A ***handsome, very durable*** Board—Will delight your customers and bring repeat orders
Freight paid on five dozen lots as far north as North Bay.

Ask our Travellers about this.

W. H. GILLARD & CO., HAMILTON

Wholesale Grocers, Tea and Coffee Importers.



No "Missing Links"

Like a long chain they form a complete unbroken line.

Each one link in that chain represents the best and strongest of its own grade and quality, from the ordinary to the very highest.

The whole Coffee world is represented in this magnificent line that constitutes ***WOOD'S COFFEES.***

CANADIAN FACTORY AND SALESROOM,

No. 428 St. Paul St., - - MONTREAL

Confidence in EVEN QUALITY has made many permanent customers. The people know they can always rely on Chase & Sanborn's Coffees. They are the same yesterday, to-day and to-morrow

---

CHASE & SANBORN

The Importers, Montreal

PROFIT AND LOSS ACCOUNTS

THE Profit and Loss account is and naturally should be the most essential and carefully watched account on a merchant's books, says The Tradesman. The careful merchant will keep separate accounts for both profits and losses. It is only in this way that the careful man may trace results showing what constitutes the excessive losses which will naturally develop and likewise determine definitely if the profit channels are as highly cultivated as circumstances warrant.

While the ultimate results of both profits and losses are merged in actual operation, yet each should be separately considered and the writer would call special attention in this article to ways and means for fostering and encouraging the substantial inflation of the profit account.

The first step toward a satisfactory adjustment of the profit account is to know what percentage to add to the cost and then to have the courage and backbone to sell the goods at the proper price. The knowledge as to the correct percentage to be added to the cost of the goods and whether or not the percentage snould be based on factory cost or the cost f. o. b. the merchant's city depot, is only obtained by experience, either of the merchant himself or of a brother merchant with whom he may exchange ideas.

A careful consideration of the freight cost of goods from factory to merchant will convince the most sceptical that under no consideration should the freight be constituted a part of the cost of doing business, or in other words, be termed an expensive item. Expense can only be construed as cost of operating a business. Freight is certainly not an element in the cost of conducting a business, therefore it cannot be justly called an expense item. It is just as reasonable to charge the actual factory cost of goods to the expense account as it is to charge the freight to the expense account. As additional evidence of this argument many factories sell goods delivered or allow so much per hundred pounds freight allowance. It is good business policy for a merchant to deduct from the invoice cost of the goods purchased on a delivered basis the estimated freight charge and charge the same to the expense account, and run the balance to merchandise account. Frankly, there is just as much equity and philosophy in adopting this policy as in charging the freight to the expense account instead of including same in the invoice cost and running all to the merchandise account.

In taking stock, or in adjusting fire insurance losses, the freight should always be considered as a part of the invoice cost. Every invoice should be carefully preserved and the actual amount of the freight charges should be placed in each invoice. In this way freight over-charges may be more carefully watched and many dollars saved. It is to be presumed that all merchants use great precautions in checking up their invoices covering goods purchased. The prices should be carefully compared with previous prices or quotations, the extensions and additions should be scanned and any errors promptly reported. So also should the freight items be closely scrutinized. The merchant should insist that bills of lading accompany all invoices and that both the rates and weights be inserted. These bills of lading must be carefully filed and compared with the freight bills when the goods arrive. It is just as necessary to make these comparisons and have any mistakes corrected as to ask the factories to correct errors, in either prices or extensions.

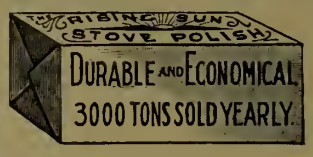
Granting that the arguments that have been advanced are correct and that the item of freight should be considered a part of the invoice cost of goods rather than a part of the cost of doing business, more generally called expense, the next step is to arrive at the proper percentage which should be added to the delivered cost of goods in order that the same may yield a remunerative profit in excess of the expense account, or in other words, the cost of doing business.

The first question that will naturally arise is, what is the aggregate cost of doing business, and what is the ratio between this expense and the volume of business during any certain period? Take for instance, one year's records. A merchant does a gross annual business of $100,000. His total expense is $15,000—this consisting of all the expense or cost of handling the $100,000 annual business. This includes salaries of both employes and employers, traveling expenses of salesmen, postage, insurance, printing, advertising, rent of store and warehouses, legal rate of interest on borrowed money and capital invested, depreciation on such assets which decrease in value by reason of usage, drayage, boxing and such items.

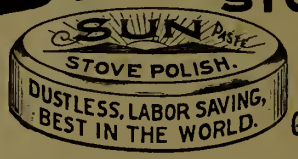
Many merchants, especially unincorporated concerns, do not pay themselves salaries. In other words they work gratuitously, charging nothing for their services. Is this right? While it is of course true that they draw money as they need it, yet it is not charged up as an expense, in other words they are drawing on their profits. This plan has a tendency to place one's business upon a wrong basis. The houses who are following this practice imagine that their percentage of cost of doing business is so very low that they can add a small percentage of profit to their goods and yet successfully compete with their fellow merchants, yet at the end of the year they are sorely puzzled and surprised at the very small amount of their net profits. This policy has even more serious effect on the merchant's competitors. They hear of the close prices which their inexperienced or misguided competitors are making and, without perhaps counting the cost, they go around and solicit business at the same meagre margin of profit. They appreciate all the items going to make up the cost of doing business and in consequence they know the actual amount of operating expenses and are in position to determine accurately when they are falling behind and in what channels. While they may be losing money on some lines, yet on others they are realizing large profits and the aggregate results, while not entirely satisfactory, yet are not unexpected.

Again, merchants who own their own stores and warehouses do not charge up to expense account just and reasonable rent for the same. They should realize the fact that the property represents so much capital invested and that as such it should yield an interest in comparison to its worth. Merchandising at best pays very inadequately and if no consideration is taken in the expense account of proper compensation for the use of the property it's dollars to doughnuts that the merchant's net profit account at the end of the year will not afford any kind of a show when considering ad-

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE.



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

ditional profits in return for the use of the property in question.

Another disturbing element is the practice of still other merchants in not charging up to the expense account interest on borrowed money and also legal rate of interest on capital invested. This plan is just as dangerous as those of not paying one' self a reasonable salary each month for services rendered or in charging up to the expense account rent on store property owned by partners, singly or together.

As has been shown, the merchant who does not charge to his expense account all the items of expense above mentioned is building his expectations on a sand foundation. The waves in the form of actual expense not provided for will beat upon the foundation, the sand will crumble and slip away and the house will fall. Not only will the merchant in question suffer, but those with whom he comes in competition will, to a very great extent, reap the damage and perhaps disaster.

Ignorance is the merchant's most serious danger. Few business men will rush blindly into conditions which they know to be hazardous. Knowledge is power—more to be desired in mercantile pursuits than possibly in any other profession. Statistics show that 90 per cent. of the business men fail at some period in their career. Failures in other professions are in a very much smaller proportion. The question arises, why is this so? What circumstances bring about such results? One word will tell the story. It is Knowledge. To enter a profession it is customary, and in fact often necessary, to study for years and to be compelled to stand examinations and in this way demonstrate one's ability and knowledge before he is permitted to actually enter a profession. Unfortunately, how different it is in mercantile pursuits. A man with a few dollars, of good standing and fair credit, will enter business with which he is entirely unfamiliar. He is, of course, compelled to learn by his own or others' experience. It may not be possible for him to be guided by the experience of others or he may be too bull-headed to profit by the experience of others, consequently the chances are ture will result disastrously, the natural that, nine to one, that his business venconsequence of not providing a sufficient margin of profit to cover the expense of conducting the business and leave a balance adequate to accumulate a surplus or at least provide for a reasonable amount from the capital invested and the time and attention devoted to the business.

One of the most serious obstacles confronting the merchant in his efforts to secure a remunerative profit is the fear of competition. Imaginary cutting and demoralization is often the cause of more trouble and loss of profit than real honest competition. A merchant will shut his eyes and blindly follow unrestrained competition, regardless of results. He considers prestige or the ability to meet cut prices of greater value than the stability and permanency of his house. He would rather have the pleasure of meeting cut price with a counter cut, even at actual loss, than pass the business, when otherwise he could devote his time to introducing new goods and cultivating new customers, both of which would yield very profitable returns.

The parting of the way is ever before the business man. One way leads to success and wealth; the other to ultimate failure. One way stipulates the absolute maintenance of profit bearing prices, the other leads to merchandizing at remunerative selling prices—either through ignorance or in a futile attempt to sell at prices resulting through actual conditions in some instances, but more often caused by misrepresented and untrue reports. Experience has clearly demonstrated the fact that a merchant can do business upon a profitable basis even though his competition is demoralizing the market. Local conditions must be taken into consideration, personal influence should be brought to bear upon those whose patronage is desired. Up-to-date business methods must be adopted and other methods too numerous to mention can be utilized which will prove effective.

The percentage of profit which should be added to the delivered cost of goods varies, both on different lines as well as in different localities. The goods which are termed staples and which are sold very extensively, naturally should be sold on a somewhat smaller margin than other lines which are not sold so extensively and which by virtue of their manufacture and purposes, should yield a higher percentage of profit. Sixteen and two-thirds per cent. profit added to the delivered cost of goods, is as small a profit as should be permitted on staple goods. On other lines the percentage should, of course, vary from 20 per cent. to 66 2-3 per cent. Some articles will very well bear 100 per cent. profit.

Mr. Merchant, you must realize once for all that if you expect to make your business a successful and prosperous one you must sow such seed as will bear the proper fruit. Meagre profits will bring forth an unprofitable and certainly an unsatisfactory business. Good healthy profits will place your business in a prosperous and successful condition You are the one to determine which policy you will pursue. You know full well the conditions of both propositions. Exercise good business judgment and take a firm and decisive stand for good healthy profits or no business. Experience will demonstrate the wisdom of such a course.

HONEY FROM CUBA.

Readers of The Grocer will be interested in learning that Cuba ships large quantities of honey every year to Germany, the United States, France and other countries, this year's output being valued at $600,000.

SHINON

The best Metal Polish on the market. Put up in different sizes. Also Shinon Silver Cream Polish makes silver new. Our sale of Shinon is increasing every year.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

The Nicest of all

English Condiments are

These goods are in store selling at low prices for the finest of all English Sauces.

SHARWOOD'S White Label Sauce, 1-2 pints

SHARWOOD'S Sweet Sliced Mango Chutney, Qts.

BY JAS. TURNER & CO.
HAMILTON

If you want to give your customers a treat send us an order for

TARTAN

Peaches, Pears, Plums, Raspberries, Strawberries, etc.

THESE ARE THE FINEST GOODS PACKED. *ALL TARTAN* BRAND GOODS GUARANTEED BY

BALFOUR & COMPANY,

WHOLESALE GROCERS - - HAMILTON

"FORCE" FOOD—Special Deal

Still a Chance. Until April 3rd we will allow 40c. rebate per case on 5-case lots, freight prepaid, thus bringing price down to $4.00 per case. On 2-case lots we will allow 25c. rebate per case. **Order now.**

THOMAS KINNEAR & CO.

Wholesale Grocers TORONTO AND PETERBORO

MAPLE SYRUP

Beauce Brand

Wine Measure

TINS— 6 gallons to Case	- -	**$4.50** per case
12½ " "	- -	**4 80** "
24½ " "	- -	**4.80** "
24 pints "	- -	**2.50** "
BOTTLES—12 quarts "	- -	**2.40** "

Imperial Measure

TINS—5 gallons to case	- - -	**$4.25** per case
BARRELS—350 lbs.	- - -	**.06** per lb.
KEGS—150 lbs.	- - - -	**.06¼** "

Freight prepaid on shipments of 3 case lots and over, or on kegs or barrels to all railway points in Ontario as far north as Owen Sound, Gravenhurst, and on the main line of the C.P.R. as far as North Bay. To all points beyond these limits and east of Winnipeg a freight allowance of twenty-five cents per hundred lbs. will be made.

We are now booking orders for new run syrup to be shipped on or about the first April. ***BEAUCE BRAND*** is the standard of excellence.

Special Quotations Given on Quantities

A. F. MacLAREN IMPERIAL CHEESE CO., LIMITED
SOLE AGENTS, - TORONTO, ONT.

Business Changes

ONTARIO.

P. GARLAND, general merchant, Hiltonburg, has assigned to W. Bishop. Meeting of creditors March 21.

J. Bond, grocer, Toronto Junction, has sold out.

W. Campbell, grocer, Mildmay, has sold his business.

R. Baker, grocer, London, has sold to L. M. Vandermade.

B. Henderson, grocer, Ingersoll, has sold to H. D. McCarty.

H. Dunn, grocer, Chatham, has sold to Northwood & Bartlett.

C. Dahm, grocer, Rat Portage, has assigned to E. Appleton.

Doyle & Son, grocers and florists, Woodstock, have sold out.

Brown Bros., grocers, Toronto, are about to dissolve partnership.

G. E. Booth, general merchant, Harwich, has sold out to G. Hales.

The assets of L. Hunter, general merchant, Hammond, are to be sold.

R. E. Hicks, grocer and china dealer, Perth, sold his business by auction.

T. C. Sims & Co., general merchants, Little Current, have been burnt out.

R. F. Beamish, general merchant, Pembroke, has retired from business.

S. H. Knight, general merchant, Northwood, has sold out to C. Hales.

The assets of W. Dupuis, general merchant, Glen Robertson, have been sold.

J. F. Brock, general merchant, St. Williams, has been succeeded by Cope & Johnson.

R. C. McHenry, of R. C. McHenry & Co., grocers and liquor dealers, Brockville, is dead.

G. W. Ecklin, grocer and crockery dealer, Ridgetown, has sold out to J. E. Clark & Sons.

Lamarsh & Tremblay, wholesale fish dealers, Wheatley, are now doing busi-

You don't know Peas until you have tried

"Falcon Extra Sifted"

Absolutely the finest packed
Your trade will appreciate them

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

ness under the style of Lamarsh & Overholt.

The business of the estate of Hezell & Son, grocers and liquor dealers, Hamilton, has been sold to C. H. Peebles.

The Nasmith Company, bakers and confectioners, Toronto, have purchased the business of W. C. Shelly, St. Catharines.

QUEBEC.

Sequin & Tremblay, grocers, Montreal, have dissolved partnership.

E. Sauvageau, grocer and liquor dealer, Montreal, has compromised.

The assets of C. Meunier, general merchant, Cartierville, have been sold.

The assets of J. B. Desautels, general merchant, St. Cesaire, have been sold.

E. E. Legendre, general merchant, Ste. Martine De Courcelles, has compromised.

The assets of P. Wasilkowski, general merchant, Grand Mere, have been sold.

Girard & Carbiere, general merchants, Lacolle, have been succeeded by Girard & Landry.

Legare & Brochu, wholesale and retail fruit dealers, Quebec, have dissolved partnership. Business continued by Legare & Fils.

NEW BRUNSWICK.

Demand of the assignment of the H. H. cigar factory, Montreal, has been made.

O. D. Hanson, general merchant, Fairville, has assigned; meeting of creditors to be held Mar. 24.

Noble & Trafton, grocery and crockery dealers, Woodstock, have dissolved partnership; Mr. Noble continues in business.

The premises of I. A. McConnell, general merchant, L'Tang, have been damaged by fire to the extent of $2,500; partly insured.

NOVA SCOTIA.

D. Dias, liquor dealer, Sydney, is dead.

D. S. Riordan, tobacconist, Annapolis, has suffered loss by fire to the extent of $1,000 or $1,200; insurance $750.

MANITOBA AND N.W.T.

J. Blair, grocer, Morden, has sold to J. Heiman.

T. J. Snell, general merchant, Eden, has sold out.

R. Cherry has opened up a flour and feed store at Souris.

Fairley & Co., general merchants, Ponoko, have been burnt out.

W. W. Martin, confectioner, Grand View, has sold to W. J. Hoy.

C. Manns, flour and feed merchant, Frobisher, has sold to W. A. Morrison.

T. R. Granville, of T. R. Granville & Co., general merchants, Leduc, is dead.

The business of J. Arnovitch, general merchant, Hamiota, is advertised for sale.

Todd & Ausman, general merchants, Okotoks, have been succeeded by Todd & Fisher.

S. Brotman, general merchant, Wapella, has assigned to J. A. Macdonald, Wapella.

Burch & Fuller, general merchants, Birch Creek, have been succeeded by J. B. Burch.

T. Kennedy, general merchant, Winnipeg, has been succeeded by Kennedy & Pendleton.

W. A. B. Hassett, general merchant, Clan William, has been succeeded by the J. Brown Co.

The Fairbanks Co., wholesale scale merchants, have sold out to the Canadian Fairbanks Co.; possession given Mar. 15.

BRITISH COLUMBIA.

S. H. Seaney, grocer, Ymir, is removing to Nelson.

G. Hunt, general merchant, Kitchener, has admitted Mr. Bourgoin as partner.

J. Donald & Co., grocers, Vancouver, have been succeeded by Garranson & Co.

W. S. Torney, general merchant, Eholt, has been succeeded by E. Bailey & Co.

J. A. McDonald, wholesale and retail fruiterer, Nelson, has sold his retail business to S. H. Seaney.

For the convenience of his many patrons in the grocery trade,

UPTON

is bottling HONEY

It is

Absolutely Pure

Put up in one-pound Jars, two dozen in a case

SELL MORE FISH

LENT affords an excellent opportunity to introduce to many of your customers who have never tried them before, the excellent articles, known as

"Halifax," "Acadia," and "Bluenose" Brands of Prepared Codfish, Halifax Fish Cakes and Halifax Shredded Codfish.

One trial will convince whoever tries them, of the superior flavor, great convenience and ultimate economy of these articles.

Increase your fish business now, and likewise your profits by embracing the opportunity afforded by the season.

BLACK BROS. & CO., LIMITED

HALIFAX and LaHAVE, N. S.

Agencies

A. H. BRITTAIN & CO.
Board of Trade Building, MONTREAL

REGINALD LAWSON
Winnipeg, Man.

CHAS. MILNE
Vancouver, B.C.

FRESH AND CURED FISH

Wealth of Canada's Fisheries.

ACCORDING to the annual report of the Fisheries Department, presented this week, the value of the fisheries of Canada in 1903 was $23,101,878, an increase of $1,142,445 over the previous year. Twenty-two hatcheries produced 473,000,000 fry, which were planted in marine and fresh water areas of Canada.

Referring to the dogfish pest, the report says that a large building is being erected at Canso as the first of these Government-aided reduction works, and the plant manufactured by the American Process Company. The utilization of dogfish and fish offal will be carried out next season.

Two other plants have been obtained by the Government, and reduction works will be erected this year at some point north of Canso and at some point in western Nova Scotia.

The use of dogfish as food has long been recognized in Norway, the Channel Islands and in the Hebrides and northern islands of Scotland; and, indeed, in Aberdeen, dogfish prepared in various more or less appetizing ways have found a ready market, and some such scheme is being tried by several parties in the Maritime Provinces. Recently three or four enterprising lobster packers in Prince County, Prince Edward Island, Cape Breton, and Richmond Counties, C. B., and in Shelburne and Digby Counties, western Nova Scotia, have most successfully put up canned dogfish, which have been pronounced in that preserved form as "superior to salmon."

High Price of Cod.

ACCORDING to The Halifax Chronicle codfish is so scarce as to be bringing higher prices than it has for a generation, best quality now commanding $7 a quintal. The prospect of high rates being maintained is strengthened by the first returns of the Norwegian fishery, which opened with February and up to date has been a total failure, its aggregate only touching that of the worst previous year in modern times—1903. Last season's catch with them was by no means an average, though much above the previous one, while if this year's does not improve it will be a fair assertion that the three seasons represent as disastrous a period for the Norse fishermen as the past three have been for the French of St. Pierre.

The Norwegians chiefly compete with Canada in producing cod liver oil, and in 1903, when their oil was short, we realized about $300,000 in the enhanced sales and prices this ensured for us. Already the far-seeing speculate on like results this season if the existing outlook in Norway fails to improve, but of course it is idle to forecast what may ensue in the meantime. Certain it is of St. Lawrence, that the world's markets are being swept so bare of fish of late, that an extra catch will need to be made this season if there is to be a glut. Unfortunately, western shore fishermen, who fish the Winter through with long lines on the ledges of the Burgeo coast, are having very poor fortune, their catch being almost nil owing to the presence of the immense fields of ice forced out through the Gulf and along that coast, and they are thus unable to profit by the splendid prices as fully as they otherwise could. The advance guard of the Yankee cod-fishing fleet, already on the same coast, has had similar ill-fortune, and no better is expected until a succession of westerly breezes disperses the ice-pack over the Banks and the ocean beyond, enabling the fish to resort to their accustomed haunts and the fishermen to ply their vocation with a fair prospect of securing at least a fair return for their very arduous labors.

Small Salmon Pack for 1905.

DESPITE the fact that the salmon-fishing season of 1905 will be what is known as the "big year," canners on the Fraser River are preparing to put up only 750,000 cases of sockeyes, whereas in 1901, the last "big year," their preparations were for 1,250,000 cases.

In 1901 the actual pack on the Fraser River was 990,252 cases. Had not the spawning of sockeyes been restricted in 1901, the pack of the present year might with reason have been expected to be as large as that of 1901. Canners, however, state that in 1901 the Quesnel dam effectually barred the progress of the fish to the spawning-grounds beyond, and, therefore, what fish come to the Fraser this year will be those spawned below Quesnel. This dam is blamed by the canners as being responsible in great measure for the poor runs of sockeyes in recent years. It is held that three bad years of fishing, 1902, 1903, 1904, correspond with the three years the dam was closed subsequent to 1897.

Thirty-seven canneries will be operated on the Fraser River and English Bay during the coming season, opening July 10. The canneries which will pack are the Albion, Atlas, Anglo-American, Acme, Britannia, Brunswick, Beaver, British-American, British Columbia Packing Company, Boutilier's, Canadian Pacific, Currie's, Celtic, Canoe Pass, Cleeve, Dease Island, Dinsmore Island, Ewen's, English Bay, Federation, Fraser River, Gulf of Georgia, Great Northern, Industrial, Imperial, Phoenix, Pacific Coast, Richmond, Scottish Canadian, St. Mungo, Star, Terra Nova, Vancouver, Wadhams, Westminster Packing Company, Eagle Harbor and Buttimer & Dawson's.

Canadian Salmon in France.

According to a recent cable from France enormous quantities of salmon spawn from Canada and the United States are to be imported by the French Fish Commissioners. Twenty thousand dollars have ben expended annually in stocking the rivers of France with salmon and trout spawn obtained in Scotland and the United States, and the revival of salmon in France seems now an assured fact. Only last year the salmon supply was so deficient that eight million pounds were purchased in Great Britain alone at an average price of 50 cents a pound. To-day there is such a large quantity of native French salmon on the Paris market that the retail price for the best prime cuts is only sixty cents a pound—a price ten per cent. lower than has been known there for a quarter of a century.

Promising Market.

In his latest report to the Department of Trade and Commerce, J. S. Larke, Canadian Commercial Agent to Australasia, writes that the number of British Columbia fish firms, other than salmon concerns, who are doing business in Australia, is increasing. An improvement

is also noticed in the condition of the product, giving good hope of success in securing a good market.

Lobsters Scarce.

Lobsters are unusually scarce on the St. John market at the present time, being offered for sale in only two or three stores in limited quantities. Years ago they were plentiful, but owing to inadequate protection the fisheries have become depleted. The few lobsters that are caught are sent immediately to the States where they command much higher prices than in St. John.

New Firm.

The Gulf Whaling Co., Montreal, with share capital of $295,000, have been incorporated to carry on a general whaling, sealing and fishing business in the Gulf and River St. Lawrence. Provisional directors, P. Galibert, T. Gauthier and R. Prefontaine, of Montreal; N. C. Smillie and B. Sawyer, of Westmount.

Fish Gossip.

A special B. C. fishery exhibit is being planned for the New Westminster Fair this fall.

R. L. Wambolt's new fish market at Dartmouth, N. S., has been completed and is now open for business.

The Legislature of Newfoundland now in session will consider, among other measures, regulations for policing the French shore fisheries.

The Dominion Government have purchased seven Nordenfeldt quick-firing guns which will be used for the protection of the fisheries on the coast of British Columbia.

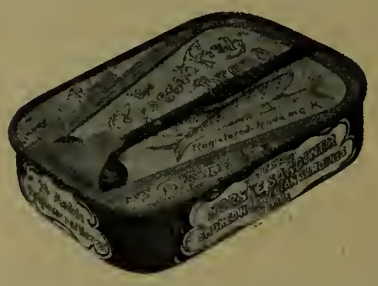
Poacher Island, Refuge Bay, one of the best fishing stations in B. C., has been purchased by J. Dorsey. The property is to be turned over to an American firm which will develop the halibut fisheries in that section.

According to latest advices from St. John the price of oysters in the Maritime Provinces will be exceptionally high during the coming season. The principal reason assigned is the continuous depletion of the beds in winter time.

A large syndicate to control the lobster output of New England is in process of formation. Already several of the largest dealers in Boston have signed an agreement to sell to the trust. It will in all probability reach Canada.

The British Pacific Fishing and Canning Co., which has been incorporated to exploit the fisheries of northern British Columbia; will salt and smoke halibut for the Eastern Canadian and United States markets, and ship second grade fish to the Orient in large quantities.

It is authoritatively stated that the Dominion Government have spect no less than $13,807 in Canso during the last year in connection with the introduction of Scotch herring curing methods, and that as a result the superiority of these methods has been established, higher prices secured in old markets, and new markets opened up.



All Grocers Should Stock
THE STAVANGER PRESERVING CO'Y'S

Crossed Fish Brand
Norwegian
Smoked Sardines

Selected Fish—Pure Olive Oil—Patent Decorated Tins

AGENTS FOR CANADA
W. G. Patrick & Co., - 29 Melinda Street, Toronto
British Manfrs. Agency Co., - - Vancouver, B.C.

Protect yourself against rain or sun, by furnishing your carriage with one of our magnificent Umbrellas. They are of an extra quality and can be adapted to any sort of Carriage.

One Umbrella is given ***free*** to you, for a purchase of 5 cases in our lines: Chinese Starch, Ocean Baking Powder, Blanc-Mange, Borax, etc., at price list, with conditions: 5 per cent, 30 days, goods delivered to all parts of Canada. For prices see Quotations for Proprietary Articles.

Ask your Wholesale Grocer and if he does not keep it write



OCEAN MILLS, *MONTREAL, P.Q., and ROUSES POINT, N.Y.*

RETURNED to Montreal office MAR 24 1905 R.M.K. see ent book Page 90

Pickled Lake Trout $4.50 per keg

NEW PACK LEAN FISH

Boneless and Prepared Fish
Salted and Pickled Fish
All Kinds of Fresh Fish

LEONARD BROS., 20, 22, 24 and 26 YOUVILLE SQUARE, **MONTREAL**

P. O. BOX 639. Long Distance Telephones
MONTREAL, P.Q. ST. JOHN, N.B., WESTPORT, N.S., GRAND RIVER, P.Q., GASPE, P.Q.



INGERSOLL, CANADA—FACTORY.

AN EASY ONE.

Added to our splendid assortment of GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St Louis, Mo., 1904.** Proven the **purest** and **best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St Charles Condensing Co.

SOCKEYE SALMON







"Sovereign" and "Lynx" Brands

ARE THE OHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

1904 NEW PACK



"Horse Shoe" SALMON

NOW IN STORE

SUPPLIES ARE LIMITED OWING TO SHORT CATCH

ORDERS SHOULD BE PLACED EARLY TO AVOID DISAPPOINTMENT.

1-LB. FLAT TINS ARE PERFECTION AND CAN BE CONFIDENTLY RECOMMENDED.

THE STANDARD OF QUALITY FOR BRITISH AND CANADIAN TRADE.

A Good Line to Push

in the Spring and Summer months is

Matthews' Bologna Sausage

For 37 years the standard of excellence. Always shipped by express from Peterborough, Hull or Brantford.

The George Matthews Co., Limited
Peterborough Hull Brantford

HAMS

The "Star Brand" Hams are noted for their delicious flavor, always the same, and always best. We have them large, small and medium, cooked, smoked and in pickle. Hams are going to be dear this season.

Order Now.

F. W. FEARMAN COMPANY, Limited,
HAMILTON, ONT.

EASTER, 1905

We offer exceptional value this season in

Mild Cured Hams

English Breakfast Bacon

Choice Rolled Bacon

prepared from Special Selected Pea-fed Hogs.
We are booking Easter requirements. Please order early.

The Park, Blackwell Co., LIMITED
PORK AND BEEF PACKERS,
TORONTO, ONT.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Canadian Bacon Trade.

OWING to the exceedingly bad state of the country roads this week, deliveries of live hogs have fallen off and the packing houses are experiencing difficulty in getting sufficient supplies to keep them going. Live hogs have firmed during the week, and at the close are quoted at from $6.25 to $6.50, the former price being for stock off the cars, the latter for watered and fed stock. On the whole, it cannot be considered that the shrinkage in receipts is remarkable for this season of the year, although it is hinted that a large number of farmers have been operating on a smaller scale of hog production since last season on account of the unsatisfactory conditions of the bacon market at that time.

This falling off in receipts both in Canada and Denmark has had the effect of firming not only the local market, but that in Great Britain, and packers, in view of the uncertainty of the future, are said to be speculating to a considerable extent. English quotations this week range all the way from 47 to 53 shillings, and both local and export trade are reported as quiet.

Britain's Egg Supply.

As usual, Russia was the largest contributor to Great Britain in 1904 of eggs—35 per cent. of the entire import—and Denmark, with its 18 per cent., was next, the United States furnishing 6 per cent. In the poultry list, the United States stands fourth, with a value of $1,069,593 out of a total of $5,299,833 —Russia leading with $1,672,913, and Belgium and France coming next. It is estimated that the total consumption of eggs and poultry in the United Kingdom for 1904 amounted to $88,000,000, the home supply being $57,000,000.

Produce Section Meets.

A meeting of the executive of the Produce Section of the Toronto Board of Trade to discuss the transportation problem in relation to the various express and railway companies, was held on Tuesday, Mar. 21, and plans formulated for the more complete organization of the produce and commission men of Toronto. The object of these meetings is to secure concerted action on the part of the trade in everything tending to the consolidation of the Toronto wholesale produce and commission business. Among those present were Mr. McLean, of the J. A. McLean Produce Co.; Mr. J. T. Madden, of the Wm. Ryan Co.; Mr. Smith, of Smith & Carmichael; Mr. Marshall, of Rutherford, Marshall & Co., and Mr. Willard, of Willard & Co. For the benefit of the trade, The Grocer will report these meetings regularly.

New Zealand Butter in Canada.

The first consignment of New Zealand butter ever imported into Canada reached Montreal last week. The shipment consisted of about 12,000 lbs., and was the result of the recent scarcity of Canadian butter, caused by too heavy shipments to Great Britain. The quality of the New Zealand article is pronounced excellent, equal to the best Canadian and resembling somewhat June creamery butter. It is milder than domestic butter and preserves its flavor well. The box packages are about equal in quality to the Canadian, but the parchment wrappers are thicker and much superior in quality to those used by Canadian shippers. In this matter of wrappers, Canadian butter-makers have something to learn from New Zealand.

Canada Can Increase Bacon Trade.

The Superintendent of Canadian Commercial Agencies has obtained special reports from agents in the United Kingdom upon the means by which Canada can still further increase her sales of butter and bacon in the British market. Last year's returns show that we sold $9,000,000 worth of bacon to the Motherland, as against $22,000,000 worth that came from Denmark. The British imports of butter in the same period amounted to $5,000,000 from Canada, as against $43,000,000 from Denmark. The reports contain many suggestions as to how our business in both these lines can be largely increased.

To Locate in Canada.

The D. H. Burrell Co., manufacturers of dairy supplies, Little Falls, N.Y., are anxious to locate in Brockville, and have petitioned the municipal authorities of that town for a free site and exemption from taxation for ten years.

New German Tariff.

THE recent action of the German Reichstag, in ratifying the new commercial treaties with Russia, Austria-Hungary, Italy, Switzerland, Belgium, Roumania and Servia completes the work of preparation of a new German tariff on which the government of the Empire has been engaged since 1897. The new tariff will go into effect some time between Jan. 1 and July 1, 1906, and will remain in force at least until the end of the year 1917. It has been framed with the avowed purpose of furnishing greater protection to the agricultural interests of the Empire. Hence the duties on grain, meats and other agricultural products have been greatly advanced, in some cases as high as 100 per cent., and in a few instances even higher. The duties on manufactured goods are substantially unchanged, while a few rates have been advanced, such as shoes, certain kinds of machinery, motors and vehicles, etc. There have been made, on the other hand, a number of reductions wherever it was deemed best in the interests of German manufacturers or exporters.

In some lines that will affect the United States and Canada the increase is enormous, for instance, the old rate on wheat, which was marks 3.50 per 100 kilograms, is now changed to marks 7.50; the duty on corn is raised from 1.60 to 5; on rye from 3.50 to 7; flour, 7.30 to 18.75; lard, 10 to 12.50; beef, fresh or frozen, 15 to 45; beef, simply prepared, 17 to 60; apples, dried, 4 to 10; prunes, dried, 4 to 10; hides, 18 to 30; shoes, from 50 to 180 in certain sizes; woods, sawn, 80 to 1.25. When it is remembered that the exports of wheat from the United States to Germany increased between 1894 and 1904 by 400 per cent.; corn, 36; rye, 150; flour, 69; lard, 75; beef, 25; fruits, 3,500; hides, 29; leather and shoes, 300; and wood 80 per cent., and that the total exports in 1904 of these goods exceeded $42,000,000, it will be seen what a blow Germany has tried to strike at the United States.

Bedingfield & Co., produce merchants, Ottawa, have been succeeded by Allan & Co.

C. R. Jones, proprietor of creamery, Lewisville, Que., has been succeeded by the Moncton Pasteurized Milk Co.

To the Jobbing Trade

We beg to announce that we have been appointed selling agents for Montreal for the

St. Charles Condensing Co.

Canadian Factory, **Ingersoll, Ont.**

Whose well-known brands of Evaporated Creams are favorites with the trade.
Full information will be furnished on application.

S. H. EWING & SONS, Toronto Branch, 29 Church Street.

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TELEPHONE MAIN 3171
Telephone orders receive prompt attention.

To the Trade

We desire to call the attention of the grocers and general merchants of Canada to the opening at **116 Jarvis Street, Toronto,** of our newly equipped **Coffee, Spice, Extraot** and **Cocoa** and **Chocolate Works.** We have the experience, the machinery and the Best goods that can be turned out in Canada. Our motto is

"Quality our first consideration."

A. M. PIPER & CO., *Watch our ads. and wait for samples, or see our travellers.* **116 Jarvis St., TORONTO, ONT.**



GILLETT'S
PURE POWDERED
LYE

Ready for Use in Any Quantity.
For making SOAP, softening water, removing old paint, disinfecting sinks, closets and drains and for many other purposes. A can equals 20 pounds Sal Soda.

SOLD EVERYWHERE.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—Local trade in provisions has been quiet during the week, with prices holding very firm and tending higher on account of the firmness of the hog situation. Live hogs have jumped to from $6.25 to $6.50 during the week, and it is reported that the packing houses cannot get enough to keep them going. This is largely on account of the bad state of the country roads, which makes it difficult for farmers to deliver hogs. Lard has advanced in sympathy, and may reach 10 cents: the consumer is bound to use lard more extensively on account of the high price of butter. Roll bacon is 1-2c. higher than last week, and shoulder hams 1-2c., and short cut pork has advanced to $19. We quote the following prices:

Long clear bacon, per lb		$0 09
Smoked breakfast bacon, per lb	$0 13	0 13½
Roll bacon, per lb		0 10
Small hams per lb	0 13	0 13½
Medium hams, per lb		0 13
Large hams per lb	0 11½	0 12
Shoulder hams, per lb	0 09	0 09½
Backs, per lb	0 15	0 15½
Heavy mess pork, per bbl	16 00	16 50
Short cut, per bbl		19 00
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb	0 08½	0 08¾
" tubs "	0 09	0 09¼
" pails "	0 09¼	0 09½
" compounds, per lb	0 07	0 07½
Plate beef, per 200-lb. bbl	11 00	11 50
Beef, hind quarters	6 00	9 00
" front quarters	4 50	6 00
" choice carcases	7 00	7 25
" medium	5 50	6 50
" common	5 00	6 00
Mutton	6 00	8 00
Lamb, spring, cold storage		10 00
Lamb, yearling		0 13
Veal	0 07	0 09½
Hogs, light, carlots		7 75
" " street lots		8 25

Cheese—An active inquiry is reported this week both from the local wholesale and retail trade on account of supplies being very low. The cheese factories will probably not begin their season's operations for several weeks yet on account of the break-up of the country roads, which makes the delivery of milk to the factories a serious problem. Additional firmness is reported in the British market, quotations being stiff at 56s. to 57s. We quote the following prices:

	Per lb.
Cheese, large	0 11½
" twins	0 12

Butter—The butter situation shows some signs of improvement, although there has been practically no change in quotations for the week. Receipts continue about equal to the demand, which is brisk for good stuff. Creamery solids are a scarce article on the market. We quote the following:

	Per lb.	
Creamery prints	0 26	0 27
" solids, fresh	0 25	0 26
Dairy prints	0 23	0 24
" large rolls	0 21	0 22

Montreal.

Provisions—Business in provisions has been only fair during the week. During the Lenten season trade is generally on the weaker side. The tone of the market, however, is firm, and the recent advances are maintained. Trade in hams and bacon is slow. Dressed hogs continue firm, and small supplies keep prices up. Fresh-killed abattoir stock holds from $9.00 to $9.25, and country dressed $8.25 to $8.75 per 100 lbs.:

Canadian short cut mess pork	$18 00	$19 00
American short cut clear	18 50	19 50
American fat back	18 50	19 50
Bacon, per lb	0 07½	0 13
Hams	0 11½	0 13
Extra plate beef, per bbl	11 50	12 00
"Boar's Head" brand, tierces, per lb		0 06¾
" " ½-tierces, per lb		0 06¾
" " 60-lb. fancy tubs		0 06¾
Cases, 20 3-lb. tins, per lb		0 07¾
" 12 5-lb. tins "		0 07¾
" 6 10-lb. tins "		0 07¾
20-lb. wood pails, each		1 43
20-lb. tin pails, each		1 33

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	1 57	1 70
" tubs	0 07½	0 08¾
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08½	0 09½
" cases (24 3-lb. tins)	0 08½	0 09½

Eggs—Eggs are receding in price daily. Receipts are beginning to increase: held stocks are pretty well cleaned up, and but few limed are on hand. Fresh arrivals selling at 20c. in jobbing way, and 21c. small quantities. Storage eggs 18c. to 19c.:

Selected Fall fresh	0 19	0 21
Montreal limed	0 17	0 18
Strictly fresh	0 20	0 21

Butter—Owing to increased receipts during the week butter is easier. The demand is only fair. Some 300 packages of Australian creamery received on the market last week showed up fine in quality and sold at from 28c. to 29c. Some Winter-made Canadian creamery changed hands at 26c. to 27c., though lower figures are mentioned as having been accepted. Trade is light:

Finest creamery	0 25	0 27
Fine	0 24	0 25
Medium	0 22	0 23
Fine western dairy	0 22	0 24
Fair to good western	0 20	0 22
Undergrades	0 18	0 20

Cheese—A somewhat better feeling exists in cheese cable advices from Liverpool, which showed an advance being responsible. Local trade, however, is very quiet, and only fair demand. Spot supplies are light, and are being cleaned up at 11 3-8c. to 11 1-2c.

St. John.

Provisions—Barrelled pork is quoted rather higher, but there is little business doing. In beef there is little change: this line is also very dull. Pure lard is firm at rather higher prices. It it not freely offered. Fair stocks held here. Refined lard unchanged. Smoked meats are rather higher. A steady sale. Fresh beef is freely offered. Prices unchanged. Veal is more plentiful, and prices rather lower. It is too early for lamb. Mutton continues very dull. Pork is scarce and higher:

Mess pork, per bbl	$16 00	$17 00
Clear pork "	16 00	19 00
Plate beef "	13 00	15 00
Mess beef "	10 50	12 00
Domestic beef, per lb	0 04	0 06½
Western beef "	0 07	0 08
Mutton "	0 04	0 05
Veal "	0 06	0 08
Lamb, "	....	....
Pork "	0 08	0 09
Hams "	0 13	0 14
Rolls "	0 10	0 13
Lard, pure, tubs "	0 08	0 09¼
" " pails "	0 09¼	0 09¼
Refined lard, tubs	0 08	0 08¼
" " pails	0 08¼	0 09

Butter—Receipts are better and prices

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

Just the thing to raise dough
Well I guess so! ! !
No matter where you go
You will always know
It's only
EAGLE BAKING POWDER
THAT WILL RAISE THE DOUGH
Just stock a case and have your customers try it.
J. H MAIDEN
MONTREAL

A CREAM CHEESE
against which there is no fault registered is
PEACOCK
BRAND

Porcelain Jars or Tinfoil Packages
Order from your wholesaler.
The BATES PEACOCK CO.
HAMILTON

Butter Tubs
BEST WHITE SPRUCE
50—30—20 lb.
ORDER NOW
WALTER WOODS & CO.
Hamilton and Winnipeg.

EGGS

We will buy your eggs F.O.B. all year.

CORRESPONDENCE SOLICITED.

The WM. RYAN CO., Limited

70 and 72 Front St. E., Toronto.

If Brock's Bird Seed were poorly prepared there would be much waste in it.

If waste, then people wouldn't buy it. But they do—keep right on doing it. Good for the grocer.

NICHOLSON & BROCK,
TORONTO.

FINKLE & ACKERMAN
BOWMANVILLE, ONT.
MANUFACTURERS
Evaporated Onions
and other Dried Vegetables.

Butchers, Merchants and Hide Buyers Should write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freights. He pays full market values. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.

rather lower. To bring full figures quality must be good:

Creamery butter	0 26	0 30
Best dairy butter	0 20	0 22
Good dairy tubs	0 18	0 20
Fair "	0 17	0 18

Eggs—Prices are unchanged. Market is perhaps hardly as firm:

Eggs, hennery	0 28	0 30
" case stock	0 23	0 25

Cheese—Small and twin cheese have the demand. In this line prices are very firm:

Cheese, per lb	0 11	0 11½

Winnipeg.

Butter—Fresh creamery is in strong demand, but supplies are light. Dairy butter continues to come in freely, but the quality is poor. Prices to the retail trade are as follows:

Dairy, assorted pkgs., selected	0 21
" " round lots	0 17
" (separator), 1-lb. bricks	0 26
Finest fresh creamery, in 56-lb. boxes	0 26
" " in 28-lb. boxes	0 27
" " in 14-lb. boxes	0 27
" " in 1-lb. bricks	0 28

Cheese—Prices steady. We again quote as follows:

Finest Manitoba, large	0 11
" Ontario, "	0 11½
" " twins	0 12
Square cheese	0 12½

Lard—Prices are steady at the advance noted last week. We quote:

Lard, 50-lb. pails, per pail	5 25
" 20-lb. " "	2 10
" 3-lb. tins, per case 60 lbs.	6 60
" 5-lb. " " "	6 45
" 10-lb. " " "	6 30
Pure lard in bbls, per lb	0 10½

Cured Meats—Prices are steady. We again quote as follows:

SMOKED MEATS.

Hams, sugar cured, assorted sizes	0 13
" " heavy 20 to 30	0 12½
Picnic, " assorted sizes	0 08½
Shoulders, "	0 08½
Bacon, " breakfast bellies	0 13
" " breakfast backs	0 10½
" " Wiltshire sides	0 15
" " spiced rolls, long	0 09½
Manitoba butts	0 09½
" " skinned	0 10
" " boneless and rolled	0 11
" rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 08½
" " " smoked	0 09½
" " " boneless backs	0 09½
Shoulders " "	0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl	18 00
" " " per ½ bbl	10 50
Standard mess pork, per bbl	16 00
" " " per ½ bbl	9 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00

Sweet pickled spare ribs, not cooked, per lb	0 04
" hocks, " "	0 04

Halifax.

Provisions—The produce and provision markets, which two weeks ago were pinched for supplies, are now in better shape, but some articles remain abnormally high. Eggs are coming in more freely, and the price has declined, but not to the figure usual at this season. Butter is following the same course. Pork is quoted at 7 1-2c. to 8c.; mutton is plentiful at 6c. to 7c.; fowls are scarce at 15c.; and turkeys almost unprocurable at 20c. to 22c.

J. Childerhose & Son are embarking in the butter manufacturing business in Eganville, Ont.

Dairy and Provision News.

The Lambton Creamery of Petrolia, which was established by W. English and J. E. Armstrong, is being converted into a joint stock company. The new concern will widen its operations as a creamery and also engage in the produce business.

EXPORT TRADE DEPARTMENT.

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NEW ADVERTISEMENTS.
Imperial Extract Co., Toronto.
Hughes, A. J., Montreal.

BOX PACKAGES FOR APPLES.

THE bill now before the House of Commons, Ottawa, which provides a uniform box package for apples for the export trade, will, if it becomes law, be perhaps the greatest innovation in the history of the Canadian fruit growing industry up to the present time, in addition to having a far-reaching influence on the Canadian export trade.

In the autumn of 1904 we interviewed Mr. A. McNeill, chief of the Fruit Division, who spared no pains in impressing us with the superiority of the box package for fancy fruit. According to Mr. McNeill there could be little doubt about the barrel being the more desirable package for about 80 per cent. of Canadian apples. At the same time, a barrel of Canadian apples seldom reached Great Britain in perfect condition, and everyone knew that there were certain varieties of apples which simply could not be shipped in barrels without spoiling. To the Englishman who wanted a fancy apple for table use, price was no object and a bruised apple not to be thought of. For this trade the box package was necessary. It was entirely because Tasmanian and Californian fruit came thus packed to the English market in perfect condition that it had become so popular. The box, moreover, was about as cheap a form of package as the barrel, owing to the advance in the price of first-class barrels during the last two or three seasons. Year before last a number one quality barrel cost as high as 65 to 70c. and, although the price had since dropped to 36c, there was at the present time comparatively little difference in comparison with the cost of the regulation box.

A second argument in favor of the box was that the English trade preferred it; at the same time it had to be remembered that the English consumer was accustomed to seeing Canadian apples in barrels, and, naturally enough, was suspicious when he happened upon a box package labelled "Canadian apples."

Mr. McNeill went on to say that the Canadian buyer and wholesale dealer, as well as the broker, the wholesaler and the retailer in Great Britain, favored the barrel simply because less labor and expense were involved in handling. The solution of the whole matter lay in the education of the English consumer to the superior value of fancy Canadian apples packed in boxes. Some of the authorities in Ottawa go even further than Mr. McNeill and emphasize the superiority of the box package, from the standpoint of cheapness in handling, convenience of size, and uniformity of packing.

Fruit men although interested in the proposed legislation are by no means united in supporting or opposing the bill. Some firms who are accustomed to the barrel package and know with what distinct approval Canadian barrelled apples have met in foreign markets, are inclined to doubt whether any benefit can accrue to the Canadian fruit trade, at the same time contending that the barrel will always be the more popular package. Others are inclined to view Mr. Fisher's bill with favor; they recall the Fruit Marks Act, which was viewed suspiciously by the Canadian fruit trade before it became law, and has since proved to be in their best interests. The big question is whether the box package will mean bigger profits for the shipper in Canada, and even those who are opposed to the new bill on general principles admit that this cannot be answered until the box package comes into general use.

ENGLISH CAPITAL TO BE INVESTED.

THE assurance given by D. M. Stewart, general manager of the Sovereign Bank, in London, during the past week that British capitalists were looking to Canada for investments, but confirms what has already been felt in this country. After holding back for many years, they are beginning to feel a confidence that never before existed. This is begotten only after a rigid examination into existing circumstanees. It is being recognized, slowly perhaps, but nevertheless surely, that the virgin possibilities for invested capital are unrivaled. The building of railways, the development of water-power, the operating of mines and timber limits, the establishments of manufactories and the opening up of new country offer for the conservative investor in Britain a wide range and the brightest prospects. While this movement was bound to come sooner or later, the fact that it has received an impetus recently tends to strengthen the present bond of union between this and the Motherland. Speaking of the matter, Mr. Stewart said: "Anything that will tend to strengthen that connection must be to our interest as Canadians. I have had any number of inquiries from financial houses and private capitalists regarding Canadian investments, and there will undoubtedly be a large influx of English capital this

year. I was able conscientiously to recommend Canada as a safe and remunerative field for investments; but, of course, I pointed out that in such a big country there are apt to be a few "gold bricks" lying about, and investors should take proper precaution to avoid them. On the other hand, it is the duty of Canadians to facilitate investigation, and do everything they can to put the capitalists of Great Britain in touch with only really good and meritorious propositions. That is the best way to make Canada favorably known in the financial world. In the same way we cannot be too careful about the quality of the goods we export to the British consumer. We have a reputation still to make as well as to sustain, and this can best be done by sending out goods that are exactly according to representation. It behooves all Canadians, in their own best interests, to see that the interests of the British importers and capitalists are alike properly safeguarded."

SHOULD DUMPING CLAUSE APPLY?

THE question has been raised in trade circles during the past few weeks, whether or not candied peel should be on the list of manufactured articles subject to special duty according to the dumping clause of the Canadian customs regulations. Quite recently, the article was placed on the black list, and subsequently there has been a stream of protests from all parts of the country.

The intention of those who framed the dumping clause was, in the first place, to protect home industries against the flooding of the Canadian market with foreign stuff. In the case of candied peel, however, none has been manufactured in Canada for the last year, and it is claimed by importers on whom the burden of the extra duty falls, that they ought not to be taxed beyond the regular import duty. Why the Government authorities have seen fit to discriminate against candied peel is not just clear. Maybe their idea is to foster an industry which was once carried on to a considerable extent in London, Toronto and Montreal. At any rate, a large share of the Canadian trade are inclined to look upon the application of the dumping clause to candied peel as unwarranted.

SHOULD STUDY THE FACTS.

ONCE again Canada has been placed in a false position, owing to the lamentable ignorance of British citizens in regard to colonial affairs. A recent reference of Sir Howard Vincent in the Parliament of Great Britain to the falling off during 1904 of wheat importations from Canada, namely 4,606,327 cwts., and at the same time a corresponding increase from the Argentine Republic, was the occasion for an outburst of laughter on the part of the Opposition, who can see no good in a preferential policy.

Such sentiment is all right in its place, but we would like to suggest that the honorable gentlemen look into the facts of the case before asserting themselves in this unmistakable fashion. The shrinkage in the volume of wheat exported by Canada to Great Britain in 1904 was due entirely to local conditions and not to preferential treatment. Ontario's wheat crop last year was one of the smallest ever known; this, coupled with a similar shortage in the United States and only a fair crop in the Great West, resulted in the domestic price of wheat being boosted away above an export basis, both in Canada and the United States.

SUBMARINE TUNNEL TO P.E.I.

ONE of the subjects up for discussion during the week on Parliament Hill was the necessity of taking immediate steps to improve transportation facilities between Prince Edward Island and the mainland of New Brunswick. At the present time the only means of communication with the island province is a ferry, and this, during the Winter season, is often blocked for weeks at a stretch. For instance, there are to-day no less than forty cars of produce and merchandise lying in store at Pictou, with no boat to carry it to Prince Edward Island.

It is difficult to overestimate the damage such delay has caused, and will continue to cause, to trade in the island, and we are glad to see that, in consideration of its business interests, the Dominion Government has again taken up the question of building a tunnel under the Straits of Northumberland as a solution to the difficulty. The move, even if it accomplishes anything, which it is to be devoutly hoped will be the case, can scarcely be considered gratuitous on the part of Canadian politicians and statesmen, since it was part of a promise to Prince Edward Island at the time of Confederation, and is clearly within the provincial rights.

NATIONALIZING THE TELEPHONE.

CANADIAN business men incline to the opinion that Sir William Mulock's speech on Monday, Mar. 20, advocating public ownership of the Canadian telephone service, is one of the most important ever delivered in the Dominion Parliament. The reason is because the scheme proposed promises to revolutionize living conditions throughout Canada, especially in small communities and in country districts. The plans have not yet been worked out in detail, but in a general way, Sir William Mulock's idea is that the State should own and control the main system, or long-distance telephone line, and municipalities the local services and feeding lines, thus overcoming the difficulty on the part of the Government in establishing local services, collecting rates, making repairs, etc.; and at the same time dividing the cost of local telephone service among telephone users, who, in turn, will be taxed by the municipal authorities.

It goes without saying that the possibility of having general telephone communication will be warmly received by citizens in rural communities, where the need of quick communication between farm and farm and market centre, is growing as the country becomes more thickly settled. This, it is claimed, can be satisfactorily accomplished by a system of automatic telephones, whereby a dozen or so subscribers may be served without the intervention of an exchange.

Although we have not always been in accord with the Postmaster-General, his proposal of a public telephone service cannot help meeting with the hearty approval of every sensible Canadian business man. The difficulty of municipal ownership and control of the long-distance lines seems to be in a fair way towards solution, and there can be no doubt as to the indirect effect such a scheme will have when worked out in developing the resources of the country.

TEA FROM FRENCH TONQUIN.

MR. E. D. MARCEAU, the well-known Montreal tea merchant, some time in February received through the offices of the Bank of Hochelaga, samples of green and black teas grown in the district of Annam, in French Tonquin. Mr. Marceau was asked to pass his opinion upon these teas and to judge of their desirability for the Canadian trade. He made careful drawings and comparisons with teas now used here, and submitted a report to the Compagnie des Thes de l'Annam at Marseilles, France, where the head offices of the company are located.

Interviewed by The Grocer on the subject, Mr. Marceau said:

"I might say that these teas, especially the blacks, are unsuited to our market; they are mostly imitations of Java teas in the liquor, thick coarse teas. In appearance they are a good deal like the black Foochow Chinas, but entirely different in the cup. As regards the greens, there are a couple of lines which are something like the Twankay Chinas of some years ago, but a little greener in leaf, which could be used, but I have no doubt that on account of their price, especially this year, it would be impossible to handle them. The cost of production is also very high. The other samples of greens, outside of the few special lines just mentioned, are entirely unsuitable for our market, the liquor being dark and bitter. A strong reason why I think them undesirable is that we are doing away with all China black teas, replacing these with Ceylon and Indian blacks, while as regards the class of green samples shown, I doubt if they would pass our Customs."

IMPORTANT FLOUR-MILLING DEAL.

MR. DAVID RUSSELL and his associates have retired from the Lake of the Woods Milling Company.

An underwriting syndicate, composed of several financial men in the West and East, has taken over shares to the value of $1,800,000 from Mr. Russell and his friends, part preferred stock and part common.

It is authoritatively stated that Mr. Robt. Meighen, the president of the company, Mr. Robert Reford, a director, and Mr. James Crathern and others engineered the deal, while the western gentlemen were headed by Hon. Senator Geo. A. Cox.

Mr. David Russell and four other directors, it is said, have resigned from the company, four remaining, the latter being Mr. Robt. Meighen, president; Mr. Thomas Fyshe, vice-president; Hon. Robert Mackay and Mr. Robert Reford.

These gentlemen will, of course, continue to stay on the board, while five new directors will shortly be elected to fill the vacancies. Mr. James Crathern and Mr. F. H. Mathewson, of the Bank of Commerce, will be two of the five, and the others will be announced later.

PERSONAL MENTION.

Mr. John W. Cowan, of the Cowan Co., Toronto, was a visitor to Montreal last week.

Mr. L. C. Van Beaver, representing The Wm. Davies Co., Toronto, was in Montreal last week.

Mr. Thos. Owen, of the Bloomfield Packing Co., Bloomfield, Ont., was in Montreal during the week.

W. H. Millman & Sons, 27 Front street East, Toronto, have been appointed agents for Witch Hazel Toilet Soap, manufactured by Royal Crown Soap Co., of Winnipeg.

Mr. W. Sonne, representing Lamont, Corliss & Co., agents for Peters' Chocolates, is at present in British Columbia. He reports doing a fine trade, and that sales of Peters' Chocolates are working up rapidly in the Far West.

G. F. Sutton, Sons & Co., Osborne Works, Brandon Road, King's Cross N., London, England, have appointed Galloway & Parnell, of Fairfield Block, Vancouver, as their special agent for British Columbia, and they now hold a full range of samples in their showrooms.

Mr. Geo. H. Macfarlane, assistant general manager of E. W. Gillett Co., Toronto, left on Saturday for Winnipeg, Edmonton, Vancouver and Victoria. His business is of a special nature and will probably keep him away about six weeks

Mr. John Fullerton, of Rowat & Co., Glasgow, Scotland, was a caller upon the Montreal trade this week. Mr. Fullerton leaves for Toronto and the West this week in company with Mr. Wm. Forbes, of Snowdon, Forbes & Co., Montreal representatives.

Mr. G. R. Fielders, representing Lever Bros., Toronto, in Quebec, was in Montreal during the week. Mr. Fielders' territory extends as far east as the Gaspe coast, and as he has covered this territory for some years now, he has put "Sunlight" beams along the St. Lawrence as thick as they can be planted

Mr. R. J. Sharp has been appointed agent in Montreal for The Mooney Biscuit & Candy Co., Stratford, Ont. Since taking hold of this company's goods he reports business good and prospects bright. He certainly is enthusiastic on the merits of Perfection Cream Sodas. His office is at 456 St. Paul Street, Montreal.

VINEGAR MEN MEET.

A MEETING of the vinegar trade was held in the Windsor Hotel, Montreal, on Tuesday, March 21, 1905, at which representatives were present from all the bonded vinegar factories in Canada, with one exception.

This meeting was held for the purpose of taking action in regard to the continued sale of acetic acid as vinegar, in spite of the legal prohibition of its use in that way. The matter was discussed thoroughly in all its bearings, and it was decided to memoralize the Government in regard thereto, pointing out particularly the fact that besides being illegal its use was detrimental to the health of the consumer, that sulphuric acid was used in its manufacture, and there was a possibility of some remaining in the resulting product, and that its continued use was productive of grave disorders in the constitution. It was felt that this was an opportune time to take action, as the present Minister of Inland Revenue, the Hon. L. P. Brodeur, has shown a laudable desire to protect the people by giving them pure food, and preventing the use of adulterations and substitutes of all kinds.

The bonded vinegar manufacturers have been prosecuting an active campaign against the use of acetic acid as vinegar for some years, and have met with considerable sympathy from the Department in their efforts. They have succeeded fairly well in preventing its use in the Provinces of Ontario and Quebec, and it is now proposed to more especially extend this campaign against its use in the Maritime Provinces, for which purpose, among others, it has been decided to request the Department to re-publish a circular which was issued by their authority two years ago drawing attention to the heavy penalty incurred by dealers selling this spurious vinegar, and to have the same mailed to every dealer in the Maritime Provinces, particular attention being drawn to a so-called "concentrated vinegar" largely sold in that territory, which from its strength could not be genuine, as no vinegar can be manufactured from spirit—the only legal way—of the strength at which this is sold.

It has also been decided, on account of the great increase in the price of cooperage stock, that it will be no longer possible to give free packages in the Maritime Provinces, but that the barrels will be charged for, as is already done in the Provinces of Ontario and Quebec.

THE BEST TEA

TO BOOM BUSINESS!!



Needs no apology in introduction.

Highest Award St. Louis, 1904

The rich, full, luscious liquor of

"SALADA"

Teas has made them world-wide famous, and the sale of enormous proportions.

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Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

GRANULATOR. PULVERIZER.



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Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills For Prices, Terms and Discounts, address

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AGENTS:

Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
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BRANTFORD STARCH WORKS, Limited, BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Groceries.

Toronto, Mar. 23, 1905.

THE quietness noticeable throughout the trade last week is slowly giving place to an air of general activity. Improved sales in almost all lines are noted, and travelers from the country report prospects for future business excellent, notwithstanding the break up of the country roads. Canned goods are firm, an especially good demand being noted for gallon apples and baked beans. Sugar is quiet, with the beet situation tending stronger. Syrups and molasses are moving actively, as well as teas, in which a slight advance is noted for the week. In foreign dried fruits, the most interesting feature is the scarcity and high price of evaporated apricots and peaches. Beans are higher this week than last, although it is claimed that the top notch of prices has been reached, and it is notable that the consumption has been somewhat curtailed during the last few days, on account of the high prices ruling. The egg market continues to drop from day to day, and it is thought that before long this article will find its normal level. Maple products are beginning to arrive on the market, and first-class trade is reported.

CANNED GOODS.

Sales of canned goods continue on an unusually large scale for this season of the year, tomatoes being still in active request, also corn, on which a range of prices should be quoted 5c. wider than last week, in view of the fact that some corn is being sold as low as $1.10. The tomato-growers are still firm in their pretensions, and, as a result, we already hear of one or two new canning factories which have contracted for supplies of tomatoes at 30c. per bushel. It is reported that the Canners' Combine is now inclined to pay the price stipulated for by the Vegetable Growers' Association. Thus it looks as if we are not going to be entirely without tomatoes during the season of 1905-06. Asparagus tips are scarce, some houses being entirely out of them. Baked beans are selling well on account of the firm prices of provisions.

Standard gallon apples, 3's, are beginning to move freely as are all fruits, in view of the fact that householders' supplies of canned fruits are now within very small compass.

Haddies are up 10c. per dozen and 25c. per case. The first cost of new haddies is $4, which means that higher prices are bound to rule this season. Kippered herring are also up 10c.

Tomatoes, 3's	1 25	1 30
Corn, 2's	1 10	1 20
Peas, 2's	0 82½	1 30
Sliced beets, 2's		0 85
" " 3's		0 95
" " wbole		0 95
Pumpkin, 3's		0 75
" gal		2 50
Squasb		1 00
Asparagus tips, 2's		2 50
Golden waxed beans, 2's		0 80
Refugee or Valentine beans, 2's		6 85
Crystal waxed beans, 2's		0 92½
Spinach, 2's		1 40
" 3's		1 80
Baked beans, plain, 1's		0 45
" " 2's		0 72
" " 3's		0 90
Tomato sauce, 1's		0 50
" " 2's		0 78
" " 3's		1 00
Chili sauce srme as tomato sauce.		
Catsups, tins, 2's		0 78
" " gal		4 50
" jugs		7 70
Apples, standard, 3's	85	90
" preserved, 3's		1 47½
" standard, gal	1 95	2 00
Pears, Flemish Beauty, 2's		1 52½
" " " 3's		2 00
" Bartlett, 2's		1 87½
" " 3's		2 82½
" wbites, 2's		1 72½
" " 3's		2 67½
Peaches, pie, 3's		1 25
Cherries, red, pitted, 2's		2 20
" " not pitted, 2's		1 75
" Englisb black, pitted, 2's		2 20
" " " not pitted, 2's		1 75
" white wax, pitted, 2's		2 42
" " " not pitted, 2's		2 00
Lawtonberries, heavy syrup, 2's		1 57½
" preserved, 2's		1 75
" standard gal		4 97½
Plums, Damson, light syrup, 2's		1 00
" heavy syrup, 2's		1 30
" " 3's		1 85
" Lombards, light syrup, 2's		1 05
" heavy syrup, 2's		1 35
" " 3's		1 90
" green gage, light syrup, 2's		1 15
" heavy syrup, 2's		1 47½
" " 3's		2 00
" egg, heavy syrup, 2's		1 52½
" " 3's		2 10
Pineapple, sliced, standard, 2's		2 35
" extra " 2's		2 47½
" grated, " 2's		2 62½
Raspberries, red, heavy syrup, 2's		1 40
" preserved, 2's		1 60
" black, beavy syrup, 2's		1 35
" preserved, 2's		1 50
Rhubarb, preserved, 2's		1 15
" " 3's		1 90
" " gal		2 62½
Strawberries beavy, syrup, 2.s		1 60
" preserved, 2's		1 75
Lobster, talls		3 50
" 1-lb. flats		3 75
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Fraser River, "Horsesboe" and "Maple Leaf."		
1-lb. talls, 5 cases and over		1 77½
1-lb. talls, less tban 5 cases		1 80
1-lb. flats, 5 cases and over		1 90
1-lb. flats, less tban 5 cases		1 92
½-lb. flats, 5 cases and over		1 17
½-lb. flats, less than 5 cases		1 20
Salmon, "Clover Leaf."		
1-lb. talls, 1 to 4 cases		1 80
1-lb. flats, 1 to 4 cases		1 87½
1-lb. talls, 5 to 9 cases andover		1 77½
Chums	0 95	1 00½
Sardines, Sportsman ¼'s		0 14
" ½s		0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ½s	0 25	0 27
" P. & C., ¼'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04½
" " ½'s	0 09	0 11½
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies, per doz		1 10
Haddies, per case		4 25
Kippered herrings, domestic		1 10
" imported	1 40	1 45
Herrings in tomato sauce, domestic		1 00
" " imported	1 40	1 45
California ripe olives, tins, per doz		4 75
Corned beef, 1s, per doz		1 50
" 2s, "		2 70
" 6s, "	8 00	10 00
" 14s, "		18 00
Lunch tongues, per doz		3 00
Potted meats, ½s, "		0 50
" ¼s, "		1 00

SUGAR.

Sugars locally are quiet and prices of refined continue unchanged from last week. The beet market is firmer and indications are upwards. We quote the following prices :

Paris lumps, in 50-lb. boxes	6 38
" in 100-lb. "	6 28
St. Lawrence granulated	5 73
Redpath's granulated	5 73
Acadia granulated	5 68
Berlin granulated	5 63
Phoenix	5 58
Brigbt coffee	5 58
Bright yellow	5 48
No. 3 yellow	5 48
No. 2 "	5 33
No. 1 "	5 23
Granulated and yellow, 100-lb. bags, 5c. less tban bbls.	

SYRUPS AND MOLASSES.

First-class trade in syrups and molasses is reported for the week on account of the Lenten season. New Orleans molasses is moving well, as are corn syrups and all varieties which can he used as table syrups. New Orleans is slightly higher in price, the new test regulation having shut out low-grade stuff.

Syrups—		
Dark		
Medium	0 30	0 32
Brigbt	0 35	0 37
Corn syrup, bbl., per lb.		0 02½
" ½-bbls "		0 02¾
" kegs "		0 03
" 3 gal. pails, eacb		1 30
" 2 gal. " "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 27	0 30
" " ½ bbls	0 29	0 32
" open kettle	0 45	0 50
Barbadoes, extra fancy	0 45	0 50
Porto Rico	0 42	0 48
West Indian	0 32	0 35
Maple syrup—		
Imperial qts		0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

COFFEES.

No changes are reported in the coffee market and trade continues quiet locally. The speculative market is showing a better tone on the strength of an expected material improvement in the statistical position during the balance of the present crop year. The movement of Brazil coffee is falling to very moderate figures and the shortage in the receipts of the present crop continues at about 3,000 bags as compared with last season's crop, all of which has a tendency to revive confidence on the part of the trade in the estimate that the out turn of the present Rio and Santos crops will be between 9,750,000 and 10,000,000 bags. We quote the following prices :

	Per lb.	
Green Rios, No. 7	0 10	0 10½
" " No. 6		0 11
" " No. 5		0 11½
" " No. 4		0 12
" " No. 3		0 12½
" Mocba	0 21	0 23
" Java	0 22	0 35
" Santos	0 11	0 13
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
Green, Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracaibo	0 16	0 23

TEAS

Steady business in teas of all descriptions is recorded for the week under review. Following the advance of ½d. in the price of low grade and medium teas last week, another slight advance is noted in London, all of which has an indirect effect upon the local market.

Congou—half-cbests, Kaisow, Moning, caddies, Pakling	0 12	0 35
	0 19	0 40
Indian—Darjeelings, Pekoe souchongs	0 20	0 22
" Pekoes	0 25	0 30
" Orange Pekoes	0 35	0 45
Indian—Darjeelings	0 35	0 45
Assam Pekoes	0 18	0 22
Assam Pekoe Souchongs	0 16	0 18
Ceylon—Broken Orange Pekoes	0 22	0 24
Orange Pekoes	0 22	0 29
Pekoes	0 18	0 24
Pekoe Souchong	0 14	0 16

China Greens—Gunpowder, cases, extra first	0 35	0 42½
" half-chests, ordinary firsts	0 22	0 28½
Young Hyson, cases, sifted, extra firsts	0 37½	0 47
" cases, small leaf, firsts	0 30	0 37
" half-chests, ordinary firsts	0 22½	0 32½
" " seconds	0 22	0 24½
" " thirds	0 15	0 17
" " common		0 14
Pingsueys—Young Hyson, ½-chests, firsts	0 25	0 30
" " seconds	0 16	0 18
" half-boxes, firsts	0 25	0 30
Japan—½ chests, finests May pickings	0 34	0 38
Choice	0 31	0 36
Finest	0 27	0 29
Fine	0 24	0 27
Good medium	0 19	0 21
Medium	0 17	0 19
Good common	0 18	0 19
Common	0 13	0 14
Dust	0 06	0 08

SPICES.

Locally, seasonable trade is reported in spices, and the market is lacking in interesting features. Cable advices on pepper received during the past few days report primary markets as holding firm. We quote the following prices :

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 25	0 35
" white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 14	0 17
Cassia	0 21	0 25	Mace	0 80	0 90
Nutmeg	0 45	0 75			

RICE AND TAPIOCA.

The rice and tapioca market is without special feature. Trade is fair. We quote the following:

	Per lb.			Per lb.	
Rice, stand. B	0 03¼	0 03¾	Tapioca, staple	0 03¼	0 03½
Rangoon	0 03⅜	0 03¾			
Patna	0 05	0 05½	" double goat		0 04
Japan	0 06	0 07	Carolina rice		0 08
Sago	0 03½	0 04	Louisiana rice	0 05	0 07

Foreign Dried Fruits.

The feature of the dried fruit market this week is the high price and scarcity of evaporated apricots and peaches which are quoted at 15 to 17c. and 14 to 15c. respectively. Tapnet figs are also up ½c. and prunes 30 to 40's are scarce and ½c. higher in price. Prunes are moving well as usual at this season of the year. Latest reports from Denia say that stocks of raisins are limited and inquiries from Canada for quotations a shilling below prices at the first of the year have been refused. We quote the following prices :

PRUNES.

	Per lb.			Per lb.	
100-110s		0 04	60-70s	0 06	0 06½
90-100s		0 04½	50-60s	0 06½	0 06½
80-90s	0 04½	0 05	40-50s		0 08
70-80s	0 05½	0 05½	30-40s	0 00	0 09½

CANDIED PEELS.

	Per lb.			Per lb.	
Lemon	0 09	0 10	Citron	0 15	0 17
Orange	0 10	0 11			

FIGS

	Per lb.			Per lb.	
Tapnets	0 03½	0 04	Elemes	0 08	0 13
Naturals	0 06½	0 07½			

APRICOTS.

	Per lb.	
Californian evaporated	0 15	0 17

PEACHES

	Per lb.	
Californian evaporated	0 14	0 15

PEARS.

	Per lb.
California evaporated, per lb	0 15

CURRANTS.

	Per lb.			Per lb.	
Fine Filiatras	0 04½	up	Vostizzas	0 07	0 08
Patras	0 06	0 06½			

RAISINS.

	Per lb.	
New selects	0 05½	0 05¾
Fine off stalk	0 04½	0 05
Sultanas	0 06½	0 10
Californian seeded, 12-oz. Muscatals	0 06½	0 07
" 1-lb. boxes "	0 07	0 08½
" unseeded, 2-crown. "		0 07½
" 3-crown "	0 05½	0 07
" 4-crown "	0 07	0 08

DATES.

	Per lb.			Per lb.	
Hallowees	0 04⅜	0 04½	Fards new choicest	0 09	0 10½
Sairs	0 03½	0 04	" new choice		0 09½

FOREIGN NUTS.

There is nothing new to report in foreign nuts, business being of a hand to mouth character and prices as last revised.

(The following quotations on peanuts are for sack lots, green.)

Selected Spanish		0 08½
A 1's, banners and suns		0 08¾
Japanese Jumbo's		0 09
Virginia "		0 09½
For sack lots roasted add 1c. to above quotations. For small, 2c		
Almonds, Tarragona, per lb	0 12	0 12½
Walnuts, Grenoble, "		0 12½
" Bordeaux, "	0 09	0 10
Filberts, per lb		0 10
Pecans, per lb	0 13	0 15
Brazils "	0 16	0 16½
Cocoanuts, Jamaica, per sack		4 50
Italian Chestnuts, per lb		0 08

EVAPORATED APPLES.

Fair trade in this article is reported at prices ruling a week ago, namely, 6¾ to 7c. Quotations on dried apples rule as last week, viz. 3 to 4c.

BIRD SEED.

A seasonable trade and unchanged price are reported for the week. We quote the following prices :

Canary seed, per lb	0 06½
Hemp "	0 05
Cottam's	0 08
Brock's	0 07½

DRIED AND CURED FISH.

Now that the Lenten trade has been pretty well eared for by the wholesale grocer, little remains but sorting up business, of which a fair amount is recorded during the week under review. Boneless fish is quoted this week at 4 to 4½c., Codfish showing a range of prices wider by ½c. Salmon trout are slightly easier and lake herring are up in price. We quote the following prices :

Boneless fish, per lb		0 04½
Cod fish, 1-lb. bricks		0 06½
Pure cod, per lb		0 10
Quail-on-toast, per lb	0 05½	0 06
Flitched cod fish, in cases of 100 lbs., per lb	0 06	0 06
Labrador herring, per bbl	6 00	6 50½
" per ½ bbl	3 25	3 40½
Scaled herring		0 14½
Salmon trout, per keg		5 50
Lake herring, per keg		4 00

Country Produce.

EGGS.

Eggs are now coming comparatively regularly and the market has been declining from day to day throughout the week until the price of new-laid eggs is now 17 to 18c., pickled selling at 16c. and fresh Cold Storage being practically out of the market. During the last two or three days deliveries have fallen off considerably in comparison with last week when arrivals were very free. This week they are not much more than equal to the demand and the surplus is being shipped to eastern points every day to supply the trade in the Maritime Provinces where the country roads are still in an impassible condition owing to the recent heavy snow storms. We quote

Eggs, strictly new laid	0 21	0 22
Cold storage fresh		0 20
pickled		0 19

BEANS.

In certain quarters it is contended that the high-water level of the bean market has at last been reached. The price of hand-picked beans ranges from $1.90 to $2 this week, while primes No. 1 are quoted at $1.75 to $1.85 and primes No. 2 at $1.60 to $1.65. On account of the very high price the consumption of beans has been checked to some extent. We quote the following prices:

Beans, handpicked, per bush	1 90	2 00
" prime, No. 1	1 75	1 85
" prime, No. 2	1 55	1 60
" Lima, per lb	0 07	0 07½

HONEY.

Seasonable trade in honey is reported for the week at unchanged quotations. The firm position of provisions of all kinds seems to have brought about an increased consumption of this article.

Honey, extracted clover, per lb	0 07½	0 08
" sections, No 1, per doz	1 90	2 00
" " No. 2		1 65
" Buckwheat, per lb	0 05	0 06
" " sections per doz	0 75	1 00

SEEDS.

The seed trade continues active, an especially good demand being noted for red clover and alsike. Prices are firm and tend higher if anything. The range on red clover is 50c. wider than last week. Our quotations are as follows :

Alsike clover, per bush	5 00	8 00
Red clover	6 00	9 50
Mammoth clover, per bush	7 00	9 50
Timothy	1 50	2 50
Hungarian, per 100 lbs	2 60	2 70
Millet "		2 50
Orchard grass		14 00
Seed corn, Dent varieties, per bush	0 70	1 00
" Flint " "	1 25	1 30

MAPLE PRODUCTS.

New maple products are beginning to arrive on the market and will be much in evidence during the next few weeks. It is thought the new government regulations prohibiting the adulteration of maple products will considerably limit the output but that at the same time the legitimate maple sugar and maple syrup industry will be preserved. Our quotations are as follows :

Maple sugar, 1 lb cakes, per lb	0 09	0 10
" large cakes in tubs, per lb		0 08
" per imperial gal		0 90
" " wine gal		0 65
" " imperial quarts		0 25

Fish and Oysters.

A first-class week is reported by wholesale fish men with popular varieties in good supply at unchanged quotations. We quote the following prices :

Frozen halibut		0 10
British Columbia salmon		0 10
Whitefish, frozen, per lb	0 07½	0 08
Haddock " per lb		0 05
Cod, steak "		0 07
Trout, lake, per lb		0 07½
Pike, per lb	0 05	0 06
Finnan haddie, per lb	0 06	0 07
Oysters, Long Island natives, per imp. gal		1 70
" Baltimores, per wine gal		1 40
" "Select," " "		4 80
Ciscoes, per basket		1 25
Bloaters, per box of 50	1 25	1 40
Labrador herring, ½ bbl	2 75	3 00
" " large bbl	5 75	6 00
Shrimps, per gal	1 15	1 25
Sea herring		2 25
Smelts, No. 1		0 10
" No. 2		0 06
" extras		0 13
Frozen fresh water herring		0 04

Grain, Flour and Breakfast Foods.

GRAIN.

The Manitoba market is up this week, an advance of 2½c. being recorded in Northern No. 1 and No. 2, as well as an advance of 1½c. in Northern No. 3. Rye has declined from 5 to 6c. The drop in Manitoba wheat is to be attributed to the fact that the recent rise was considered unwarranted and directly this article sought a normal level. We quote the following prices :

All on track Toronto.		
Manitoba wheat, Northern No. 1 new		1 10½
" " " No. 2 "		1 07½
" " " No. 3 "		1 01½
Red, per bushel, new	1 07	1 07½
White " "	1 07	1 07½
Barley " "	0 48	0 52
Oats, " "	0 44	0 44½
Peas "	0 74	0 75
Buckwheat "	0 64	0 65
Rye, per bushel, "	0 78	0 79

ONE PROOF of the merit of an article is the number of its imitations.



WE WERE THE FIRST

to introduce to the trade in Ontario a fast selling line of PURE TABLE SYRUP put up in handsome tins—

OUR

"GOLD MEDAL" TABLE SYRUP

RIGHTLY HOLDS FIRST PLACE ON ACCOUNT OF ITS QUALITY.

In Purity, Flavor, Body and Appearance——
it is the standard of its legion of imitators.

PUT UP IN

2-lb. tins, cases	each	24 tins
5-lb. " "	"	12 "
10-lb. " "	"	6 "
20-lb. " "	"	3 "

THE "MONEY-BACK" KIND.

Every tin has our guarantee.

FREIGHT PAID
— ON —
5-CASE LOTS
UP TO NORTH BAY
SPECIAL PRICES
F.O.B. Winnipeg, Man.

THE EBY, BLAIN CO., LIMITED, Wholesale Grocers, TORONTO

FLOUR.

The past week has been a quiet one in the flour trade and the prospects for any improvement in the near future are not promising owing to the fact that local consumers and jobbers are well stocked up and the demand of late had been principally from country buyers for car lots. Even this trade has been checked to some extent during the last few days on account of the weakness that has developed in the Canadian Spring wheat market. It is claimed that stocks of Ontario Winter wheat in millers hands are small, and this coupled with scarcity of Winter wheat and the high prices being paid, has resulted in the contention that reduction in Spring grades will have little influence on values for Winter wheat flour.

Export trade continues on a moderate scale, principally via New York. Ontario wheat patents are up 10c. and straight roller from 5 to 10c. We quote the following:

Manitoba wheat patents, per bbl. in bags	5 40	5 70
Strong bakers " "	5 20	5 40
Ontario wheat patents " "	5 00	5 10
Straight roller " "	4 95	5 00

BREAKFAST FOODS.

No change in prices in breakfast foods is noted for the week and trade is inclined to show up better. The millers contend that the city trade including jobbers and large retailers is pretty well filled up with American products bought before the advance. At the same time the country trade is showing a tendency to buy, and the oatmeal market ought to be comparatively healthy from now on. It must be kept in mind, however, that we are near the end of the season. We quote the following prices:

Oatmeal, standard and granulated, carlots, on track, per bbl	4 90
Rolled wheat in boxes, 100 lbs	2 90
" " 50 lbs	1 50
Rolled oats, standard, carlots, per bbl., in bags	4 35
" " " " in wood	4 60
" " " " for broken lots	4 60
Rolled wheat, per 100-lb. bbl	3 00
Cornmeal	3 35
Split peas	5 00
Pot barley, in bags	4 00
" in wood	4 25

Hides, Tallow, Skins and Wool.

Domestic trade in hides and wool is very quiet as this is between the seasons. Prices on hides advanced in Chicago during the week, and although there is no quotable change in this market, domestic prices have firmed in sympathy and buyers are holding. We quote the following:

Hides, No. 1 green steers, per lb		0 09
" " 2 " "		0 08
" No. 1 green, per lb		0 08½
" " 2 " "		0 07½
Country hides, flats, per lb	0 0 6½	0 07½
Calf skins, No. 1, selected		0 11
" " No. 2		0 09
Deacons (dairies), each		0 50
Sheep skins	1 25	1 50
Rendered tallow, per lb	0 04	0 4½
Unwashed wool, new clip, per lb	0 13	0 14
Pulled wools, super, per lb	0 23	0 25
" " extra "	0 24	0 26

QUEBEC MARKETS.

Groceries.

Montreal March 23, 1905.

TRADE during the week has shown little change. No decided improvement is, as yet, noted. Country orders are none too large or numerous. Collections are reported as being fairly good, and the general situation of trade is rather on the good side. The tone of sugar is easier, as foreign markets, as well as New York, are weak. Locally, no change has been made in prices. The tea market is uninteresting. Latest advices, however, from Colombo indicate an advance of a farthing to ½d. on Ceylon greens. Japans have been in better demand during the week, while some enquiries have been made for China gunpowders. Molasses is reported higher at the Islands, and will cost 34c. laid down to-day for new Barbadoes. We call readers' attention to further particulars in molasses and syrup department. Coffees are firm in sympathy with strong foreign advices. In canned goods, no changes are notable, except that several cars of American tomatoes have been received here. The fish trade is very active, and the demand for some lines has exceeded the supply. In many lines, there is absolutely no stock. New smoked haddies are arriving and meeting with ready sale. The foreign fruit market shows no decided changes. The flour market, outside of the cutting that has been done at outside points, is unchanged. Buyers seem to be holding off awaiting for a drop. New maple syrup is reported on the market, but in small quantities and not sufficient to affect present prices. Provisions are much firmer. The scarcity of hogs has forced up prices from 75c. to $1 per 100 lbs. Eggs are coming down with a rush every day, prices dropping off from 1c. to 2c. under previous quotations. Some three hundred packages of Australian butter reached this market last week and were readily sold at 28c. to 29c.; quality good. Cheese is somewhat better in tone. Little trading has been done, however.

SUGAR.

Though the general tone of New York and foreign markets is weak and beet declined, there is no indication of a change in prices by local refiners. The uncertain feeling has checked trade somewhat during the week, and should a break occur in New York, which is a not unlively contingency. prices may come down any moment. Little buying is done by jobbers, and the general impression prevails that lower prices are inevitable.

Granulated, obls.	$5 65
" ½-bbls	5 80
" bags	5 60
Paris lump, boxes and bbls.	6 15
" " ½-boxes and ½-bbls.	6 25
Extra ground, bbls.	6 00
" " 50-lb. boxes	6 20
" " 25-lb. boxes	6 30
Powdered, bhls	5 80
" 50-lb. boxes	6 00
Phoenix	5 60
Bright coffee	5 50
" yellow	5 45
No. 3 yellow	5 40
No. 2 "	5 25
No. 1 " bbls.	5 15
No. 1 " bags	5 10
Raw Trinidad	4 50 4 50
Trinidad crystals	4 85 4 90

SYRUPS AND MOLASSES.

Business in molasses has been quiet. Cable advices from Barbadoes give 21c as Island price, including puncheons. No heavy arrivals of new crop are expected before the middle of April, and direct cargoes not until opening of navigation. Our latest advices from primary markets are so uncertain as to present any predictions being made on the moment. We are advised that the Barbadoes crop is a great deal smaller than it was last year; in fact, some advices say that the quantity of molasses produced this year will not exceed 25,000 to 30,000 puncheons.

It is possible that this short quantity may induce some importers to buy at high prices, but the experience of those who have studied the question closely for years is, that when molasses goes over a certain point, the consumption falls away promptly. There was more molasses carried over from 1903 to 1904 after a short crop and high prices in 1903, than has been carried over from 1904 to 1905, when 1904 was a large crop and prices on a reasonable basis.

As regards Porto Rico molasses, practically the same condition of affairs exists as in Barbadoes. Owing to the absence of any reliable information as to the crop, it is difficult to judge of possibilities in these grades, but it is not unlikely that the crop will also be a short one. No new crop Porto Rico is expected on the Canadian market before the end of April. Antigua molasses is firmer and quoted at 21½c. on the Islands.

Corn syrups are in the meantime receiving good attention at the hands of the trade, and the continuance of high prices in Barbadoes, and the likelihood of further advances, has drawn more attention to these corn products.

Barbadoes, in puncheons	0 33
" in barrels	0 35½
" in half-barrels	0 36½
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 45
Corn syrups, bbls.	0 02½
" ½-bbls.	0 02¾
" ¼-bbls.	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

TEA.

Trade has shown a somewhat better tone and more enquiries have been received by brokers. Bids appear to be none to readily accepted, however, by London and Colombo. Japans have received more attention, and a few good blocks of low and medium grades have been sold. Low-grade blacks continue scarce. Some enquiries have been made for China Gunpowders during the week. Ceylon and Indian greens are unchanged, and a fair amount of business coing. Activity, however, cannot be applied to any particular lines of teas.

Japans—Fine	0 26	0 28
Medium	0 20	0 24
Good common	..	0 18
Common	0 12½	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders	0 12	0 12
Congous—Kaisows		0 12
Pakling boxes	0 12	0 14

COFFEE.

Coffee holds firm in sympathy with strong foreign advices. Local stocks are light and buyers find bids not readily accepted, proving general conditian of market strong. Business about as usual.

Good Cocutas	0 10	0 10½
Choice "	0 11½	0 12½
Jamaica coffee	0 10½	0 11
Java	0 18	0 22
Mocha	0 16	0 19
Rio	0 08	0 09

SPICES.

Market very quiet, with easier feeling in some lines. New York and foreign markets inactive and apparently little trading done.

	Per lb.	
Peppers, black	0 18	0 22
" white	0 25	0 30
Ginger	0 15	0 24
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 30
Allspice	0 16	0 19
Nutmegs	0 30	0 50

CANNED GOODS.

A fairly good trade is reported by jobbers, tomatoes and corn being principal lines going out. Salmon, lobsters and canned fish also are selling well. Some more American pack tomatoes have been received, being laid down here at $1.17½ to $1.20 per doz., but Canadian pack are unchanged in prices, stocks being none too plentiful. Canned fruits are in better demand.

Salmon, pink	0 90	1 00
" spring		1 55
" Rivers Inlet red sockeye		1 65
" Fraser River red sockeye	1 50	1 75
Lobsters, talls		3 45
" 1-lb. flats	3 50	4 00
" ½-lb. flats		2 25
Canadian Sardines, ¼s	3 65	4 00
California asparagus	4 50	5 00
Asparagus tips	3 50	3 75

VEGETABLES.	Per doz.
Corn, 2-lb. tins	$1 20
" 2-lb. sucotash	1 25
Gallon corn	5 00
Tomatoes, 3-lb. tins	1 30
Gallon tins	3 60
Sugar beets	$0 85 0 95
2's Asparagus Tips	50
2's Beans, Golden Wax	80
2's " Refugee or Valentine	0 82½
2's " Crystal Wax	0 92½
2's Peas, No. 4 "Standards"	0 82½
2's " No. 3 "Early Junes"	0 85
2's " No. 2 "Sweet Wrinkled"	0 95
2's " No. 1 "Extra Fine Sifted"	1 30
2's Table Spinach	1 40

FRUITS.		
Pears—Flemish Beauty Bartletts and pie in 2, 2½ and 3's	$1 15	$2 20
Peaches—White yellow and pie, 1½'s, 2's, 2½'s		
3's	1 25	2 82½
Gallon pears	3 15	3 67½
" peaches	3 55	4 50
Pumpkins, 3-lb. tins		0 72½
" Gal.		2 50
3-lb. squash		1 00
2's Cherries, red, pitted		2 20
2's " " not pitted		1 75
2's " black, pitted		2 20
2's " black, not pitted		1 75
2's " white, pitted		2 40
2's " white, not pitted		2 00
2's Currants, red, heavy syrup		1 57½
2's " red, preserved		1 77½
Gals. " red, standard		4 75
Gals. " red, solid pack		7 00
2's " black, heavy syrup		1 75
2's " black, preserved		2 05
Gals. " black, standard		5 00
Gals. " black, solid pack		8 00
2's Gooseberries, heavy syrup		1 62½
2's " preserved		1 85
Gals. " standard		7 25
2's Lawtonberries, heavy syrup		1 57½
2's " preserved		1 85
Gals. " standard		4 97½
2's Pineapple, sliced		2 25
2's " grated		2 35
3's " whole		2 50
2's Plums, Damson, ligbt syrup		1 00
2's " " heavy syrup		1 30
2½'s " " "		1 57½
3's " " "		1 85
Gals. " " standard		2 95
2's " Lombard, ligbt syrup		1 05
2's " " heavy syrup		1 35
2½'s " " "		1 62½
3's " " "		1 90
Gals. " " standard		3 15
2's " Green Gage, light syrup		1 15
2's " " heavy syrup		1 47½
2½'s " " "		1 72½
3's " " "		2 00
Gals. " " standard		3 45
2's " Egg, heavy syrup		1 52½
2½'s " "		1 80
3's " "		2 10
2's Raspberries, red, heavy syrup		1 40
2's " preserved		1 60
Gals. " " standard		5
Gals. " " solid pack		8 00
2's " black, heavy syrup		1 35
2's " " preserved		1 50
Gals. " " standard		4 75
2's Rhubarb, preserved		1 15
3's " "		1 90
Gals. " standard		2 62½
2's Strawberries, heavy syrup, 1903 pack		1 47½
2's " " " 1904 pack		1 60
2's " preserved		1 75
Gals " standard		5 50
Gals. " solid pack		8 50

RICE.

Business, as usual at this time of the year, is quiet. No changes in prices. A slightly better demand has preventedmn slightly better demand. has prevailed during the past few weeks, due to opening of Lenten season.

B rice, in 10 bag lots	3 05
B rice, less than 10 bags	3 15
C rice, in 10 bag lots	2 95
C rice, in less than 10 bag lots	3 05

Fish.

The demand for fish continues active, but several lines are now out af the market and will not be obtainable any more this season, in fact, with the exception of a few lines of fish, the market is pretty well cleaned up. Tom cods are plentiful and prices lower; in fact, dealers are selling at any price offered now, as the mild weather and the lateness of the season is detrimental to carrying over stock. In salt fish, there is a brisk trade, as herring and green cod are finished. Owing to the scarcity of codfish, herrings and other salt fish, there is a better demand for lake trout, which are fairly plentiful and moving freely at reasonable prices. New smoked haddies are beginning to arrive on the market, and meeting with ready sale at higher prices than offered for present held frozen stock. Skinless cod are very scarce, supplies being almost exhausted, and new stock will not be available until about July or August.

Tom cods, per bbl	1 00	1 10
Standard bulk oysters, per gal		1 40
Selects		1 60
Shell oysters, bbl	1 50	2 00
Haddies	0 06	0 07
Bloaters in boxes, 100 fish		1 00
Yarmouth bloaters, 60 fish per box		1 10
Smoked herring, per box, new		0 11
Frozen haddock, per lb	0 03	0 03½
Pike, " round winter caught	0 05	0 05½
Halibut, per lb	0 08½	0 09
Gaspe salmon, fresh frozen		0 15
B. C. Salmon, frozen	0 08½	0 09
Frozen steak cod	0 05	0 05½
Small whitefish	0 06	0 06½
Dore or pickerel	0 07	0 07½
No. 1 Labrador herring in 20-lb pails		0 80
No. 1 Herring, Labrador, per bbl		5 50
" " half bbl		3 00
Gaspe salmon, fresh frozen		0 15
No. 1 Holland herring, per half bbl		6 50
No. 1 Scotch herring, " "		6 50
" " per keg		1 00
Holland herring, per keg	0 65	0 75
No. 1 Salt mackerel, pail of 20 lbs		2 00

1842 1905

Good Bargains

You did well last week with our bargains.

Last Chance

1,000 dozen Blueberries, 2s.....75c. doz.
2,000 dozen Little Chief Marrowfat and "Champion of England" Peas..80c. doz.

These Prices for Ontario and Maritime Provinces.

Spring Washing

1 CARLOAD

400 cases "EMPIRE" Soap, finest Brown Laundry 10 ozs., 100 bars ....$2.25 case.

Freight Prepaid in 5-Case Lots.

ALL OVER. TRY IT.

Spring Cleaning

United Alkali Works, Limited, - - Liverpool, England.

LARGEST CHEMICAL MANUFACTURERS.

Greenbank Lye.—(Powdered)—Red Heart,
1-lb. solid, ½-lb. and 12-ozs , 4 dozen per case.

Chloride of Lime.—
¼-lb., ½-lb., 1-lb. tins, hermetically sealed, 4 dozen per case.

SOLD ALL OVER CANADA BY ALL MERCHANTS.
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WHOLESALE GROCERS,
Teas, Coffees, Wines and Liquors Importers, - MONTREAL

TRADE CONDITIONS IN BRITISH COLUMBIA.

Vancouver, B.C., March 15, 1905.

OF special interest at the present moment is an extended visit being paid to the Pacific Coast by F. W. Peters, of Winnipeg, assistant freight traffic manager for the western lines of the C.P.R. He arrived on Friday last, and expects to remain for at least a fortnight. Many questions respecting freight rates and transportation generally will come up for settlement while he is here. While on a regular inspection of freight offices in the West, special importance attaches to the present visit because of the taking over of the E. and N. Railway, recently purchased from the Dunsmuirs. The change in ownership of the island railway has led to a great deal of speculation as to C.P.R. plans. One of the rumors—for no report yet current can be classed as much better than rumor in the absence of official announcement—has it that the long-talked-of C.P.R. railway to the northern end of Vancouver Island is to be realized now. This is said to be in connection with changes in the trans-Pacific trade, and Quatsino or some port in the extreme north of the island is expected to become a port for ocean-going craft with rail connection via the extended E. & N. line.

* * *

Other railway matters which are current in discussion at the present time have to do with the plans of the V. W. & Y. to extend north, and with the plans of D. C. Corbin to build the Spokane International line to the boundary, where it will connect with the C.P.R. system in the Kootenay. Mr. Corbin is an old-time railway builder in the West, having built the Spokane Falls & Northern, which was the first road into the Kootenay district. He sold out eight years ago to the Great Northern, and is well able to finance a scheme such as he has announced. It would seem that Mr. Corbin is going right ahead with the construction of the new road, which will result in giving the C.P.R. access to Spokane.

* * *

The V. W. & Y. people, who represent the Great Northern, are after a land grant from the Provincial Government to enable them to build north-east into the northern interior of the province, opening up valuable agricultural and mining land, including the Cariboo district. They promise to build the first 45 miles inside of three years, and continue the extensions to Lillooet in four years, a distance of 113 miles; Quesnel, 152 miles, in five years; Fort George, 80 miles further, in six years; and Fort McLeod, 100 miles further, in seven years.

* * *

The Grand Trunk Pacific, through Mr. Morse, has presented a sort of ultimatum as the basis upon which their company will begin construction of the much-advertised line from the Pacific Coast simultaneously with commencement in the east. They ask a land grant of considerable proportions, but offer to sell it at present Government prices, and under certain conditions would return 25 per cent. of the purchase price to the provincial treasury. So far the Government has not been heard from as to railway policy, and the offer of the Grand Trunk has not really been formally made. It has been a case of sparring preliminarily on both sides. Public opinion would seem to be in favor of doing something to get action on the long-announced railway.

* * *

A railway matter which is likely to cause more trouble to the Government than all the other railway schemes combined is that of a line from the coast to the Kootenay country, via the Similkameen district. This has been practically promised in past sessions, but the Government has not yet made a move. This year, it is likely that the Great Northern will do some railway building into the Similkameen from their present terminus at Midway, in the Boundary country, without waiting for provincial aid.

* * *

That things continue to go well with the cities of the coast may be gauged from the action of the C.P.R. Land Department recently in withdrawing from the market all their unsold real estate in the City of Vancouver. Officials state that this is done for the purpose of revising prices, as there have been so many changes, all upwards, in real estate values in many parts of the city within the past few years. The C.P.R. prices have not been raised for a number of years past, though often reported.

* * *

Building continues to be active and will be likely to show a record this year fully as great as last.

* * *

Hay is not as strong in the markets now, because of extremely fine weather, making the need of heavy feeding much less. Prices are quoted from $12 to $14 per ton.

* * *

Poultry—Hens, laying, sell on the weekly market at $6.50 to $7.50 per dozen; chickens, $4.50 to $5.00; ducks, $10 to $12 per dozen; geese, $1.25 each.

Eggs are now bringing very low figures. Warm weather has stimulated the laying powers of the poultry, and prices went down to correspond. Local fresh-laid which brought anywhere from 40c. up in the market less than two months ago can now be bought at 20c. per dozen in case lots, and plenty offering. The importation of eggs against such prices at this time of the year is impossible, for East there is not yet such a supply of fresh-laid as there is here, and even in California and Oregon, whence supplies sometimes come in the early Spring, the price is such that there would be no profit in buying them to import.

Butter—Local butter is plentiful, both of dairy and creamery makes. There are to be one or two new creameries this year, and one of these is to take the field which was formely covered by the condensed milk factory at Mission. This latter plant has been closed down by the Truro people, who own it, and who operated it last year. The milk they formerly collected from the ranchers along the Fraser River will largely be secured by the new creamery of Maple Ridge district, which is being built at Port Hammond, and which will be in operation the 1st of next month.

Prices for butter, local creamery, 28c. to 32c.; local dairy, 25c. to 30c. Very small stocks of eastern creamery are now in stock.

NOVA SCOTIA MARKETS.

Halifax, March 20, 1905.

THE wholesale grocery business has again settled down to normal conditions. During the last two weeks, as the railroads became open for traffic, large orders were shipped, which partially made up for the dulness of the two or three weeks during the blockade. Still, there has been a loss in trade which cannot be recovered. The worst feature is the fact that many more renewals were necessary than usual, and it may be some time before this can be remedied.

* * *

Travelers now on the road have been able to resume their regular routes, and report a fair business from all sections of the province. The outlook is good for a prosperous Spring and Summer trade.

* * *

There is no change in the molasses or sugar situation. Prices quoted here for molasses are: Choice Porto Rico, 38 to 40c.; extra choice, 40 to 42c.; Trinidad, 38 to 40c.; Barbadoes, 28 to 30c. (30-day prices). Porto Rico, since the Spanish-American war, is hard to get, and reports come from there recently that the Molasses Trust of the United States is endeavoring to buy up all the season's crop. In Barbadoes, the situation is firm, at about 21c. Lately 2,500 puncheons were purchased by Newfoundland firms, who had vessels waiting return cargoes.

* * *

Flour is still firm, but the late decline in wheat will probably tend to a decline in the manufactured article. Corn has lately advanced 3c., and cornmeal has a tendency upward, which will probably amount to 10c. a barrel. Rolled oats are firm, with the late advance of 35c. Feeds are all firm, on account of the shortage in hay. Hay now ranges from $14 to $15, and a great scarcity still prevails in many sections. In Prince Edward Island the shortage is extreme, although 40 cars for the Island have been stalled at Pictou for about seven weeks—there having been no boat connection during that time.

* * *

The steamer "St. John City," which sailed last week from London, took 14,000 barrels of apples, and the "Montrose" 4,185 barrels. There is still considerable fruit in the Annapolis Valley to be shipped R.C.

* * *

For provision and green fruit markets, see Provision and Green Fruit Department.

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,
St. John, N.B., March 22, 1905.

BUSINESS while rather better is still quiet. Through the country in particular roads are very bad; this on top of the long snow blockade is really a serious matter. Not only are sales light, but many drafts come back unpaid. Fish continues to be the high feature of the market; it has been a record season, particularly in dry codfish. Oatmeal is another line that is much above the average in price. Cream of tartar is reported hardly as firm, but local prices are unchanged. In spices, cloves are rather lower. Nutmegs, which have ruled so low, show signs of a change to higher figures. Hops are very firm; fair sales, and the trade are getting accustomed to the high prices. The weather continues cold for the season. There is still lots of snow.

Oil.

Burning oil is unchanged. Prices are very low. With the change in the season sales are becoming lighter. In paint oils there is a fair business. Local price of linseed oil has not changed, though import prices are higher and market firm. In turpentine, prices, which have ruled high, are lower. But market is quite strong. Lubricating oil unchanged In this line it is largely a matter of value. A fair business is reported. Cod oil is quiet and price continues unchanged.

Salt.

In Liverpool coarse salt, a fair stock is held. There is but a fair demand. Prices are firmly held. Steamer frieghts, which have such a marked effect on the cost of this line, are held very high this season. Little if any salt has arrived in the regular way by the regular Liverpool steamers. It is still early for much business in fine salt. Canadian is chiefly in demand.

Canned Goods.

It is somewhat difficult to give a trade report. Business is quiet and prices unchanged. While corn is a light stock there is still enough for the demand, and full prices are asked. Tomatoes are fair stock. Peas unchanged. Fruits are unchanged. Gallon apples, which have been very dull, show rather better business. Salmon is unchanged. Lobsters held at extreme figures, bringing about three twenty-five a dozen. Sale light. Oysters firmer. While there is a fair stock of domestic sardines, kippered herrings, haddies, clams and scallops are scarce.

Dried Fruit.

Business is quiet. There is some demand for loose muscatels, and the price is firmer. Seeded raisins are low. In prunes the low prices continue unchang-

THERE IS NO TIME LIKE THE PRESENT to buy a good thing when it's offered.

This is the time to buy

Clark's Sliced Smoked Beef

All the Wholesale Trade are offering it.

GROCERS, PLEASE TAKE NOTICE:—

WE HAVE THE BEST

COCOANUT IN CANADA

We have most up-to-date machinery, and are turning out the finest cocoanut on sale. "White Dove" brand is what you should ask for and insist upon getting Send a trial order—Convince yourself.

W. P. DOWNEY, 26 St. Peter St., MONTREAL

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS **COCOA**

Raspberry Pulp

NOW is your chance to secure a car of Raspberry Pulp in Gallon tins, 1904 pack. Pure Fruit (solid pack) at a surprisingly low figure.

WRITE us TO-DAY, or you may be too late.

BELLEVILLE CANNING COMPANY, - - - BELLEVILLE, ONT.



The best Mop ?

THERE IS ONLY ONE BEST MOP—

The Tarbox Self-Wringing Mop?

All others belong to the common dirty kind that lots of women wouldn't have about the house.

But the TARBOX MOP—SELF-WRINGING—will sell to every woman—that is, if the dealer suggests it.

And the dealer gets it from his Jobber.

Tarbox Bros., Toronto

ed; there is some demand for the larger sizes. Currants have a fair sale at even prices. Dates are low. While prices of peels here are unchanged English quotations are much higher. Evaporated apples are firm at the higher prices. Onions are higher with stocks light; quality but fair at this season. Egyptians should soon be here. Market is likely to open quite high.

Sugar.

The market, which has seemed somewhat unsettled, is reported to be again firmer. There has been a large lot of English sugar arriving lately.

Molasses.

New Barbadoes is held very firm at full prices. The price at the island has advanced and the market is firm. It is expected Porto Rico will open high. The market here is firm. Fair stocks are held.

Fish.

Fresh fish are scarce and high, variety small. In dry codfish the extreme price is still held, nice fish selling as high as five twenty-five. Pickled herring are scarce and full prices asked. Smoked are quite low, being the one weak spot. Finnan haddies are hardly as active; smelts have been very scarce this season.

Flour, Feed and Seed.

Flour firm but unchanged. Feed is high and rather hard to get. There is a fair demand. Oats are very high and oatmeal is held at full figures. Prices are well above those of a few weeks ago. Cornmeal is also high. Beans are held firm at the advance. In seed, stocks are beginning to arrive. American timothy and Canadian red clovers are quoted higher.

MANITOBA MARKETS.

Special Report from the Winnipeg Office of THE CANADIAN GROCER.

Quotations corrected by telegraph up to 12 a.m. Thursday, March 23rd, 1905.

SOME increased activity is reported by several wholesale houses this week and general conditions seem to be satisfactory. There is still complaint of slow collections, but in this respect there seems to be some slight improvement. Orders are coming in freely and indications point to a brisk Spring trade.

Price changes this week are few. Sugar is very firm at the same figure at which it has been maintained for some weeks. There is little prospect of cheap sugar this season, according to present indications. Rumors are current among commission men of a poor crop of California prunes in 1905. It is said that some insect pest has attacked the blossoms in the Santa Clara Valley. However this may be, it is scarcely likely that next season will see prunes as cheap as they have been for the last few months. The low price of prunes this season has hindered the sale of cooking figs and, in order to clear, local houses have reduced the price of figs. There has been a break in the price of green Rios, and this is reflected now in the local quotations, which show considerable reduction. The advance in evaporated apples, noted last week, has now become general. Local stocks are light. The egg market is rapidly declining, owing to the fact that fresh eggs are coming in large supplies. Beans are very firm at the price quoted last week; sales at this price are not large. N. K. Fairbanks Co. have announced that after April 1 their offer of one-half case free with every five-case order of Gold Dust will be withdrawn.

Sugar.

The sugar market shows no change at time of writing. Prices are very firm. We again quote:

Montreal granulated, in bbls	6 30
" " in sacks	6 25
" yellow, in bbls	5 80
" " in sacks	5 75
Wallaceburg, in bbls	6 20
" in sacks	6 15
Icing sugar in bbls	6 90
" " in boxes	7 10
" " in small quantities	7 53
Powdered sugar, in bbls	6 70
" " in boxes	6 90
" " in small quantities	7 15
Lump, hard, in bbls	7 00
" " in ½-bbls	7 10
" " in 100-lb cases	7 00

Canned Goods.

Nothing of special interest to note. Some further supplies of Canadian tomatoes were received last week; sales are light. Salmon is receiving some attention since the beginning of Lent. We quote:

Apples, 3's, 2 doz. cases, per case	2 15	2 20
Cherries, red pitted, 2's, 2 doz		4 40
Currants, red, 2 doz. cases, per case		3 35
" black, " "		3 75
Gooseberries, " "		3 50
Lawtonberries, 2's, " "		3 35
Pears (Bartletts), " "		3 50
Peaches, 2's, " "		3 75
" 3's, " "		3 75
Raspberries, red, " "		2 90
" black, " "		3 00
Strawberries, " "		3 50
Plums, Lombard, 2 doz. per case		2 35
" green gages, 2 doz. case, per case		2 50
Tomatoes, 3's, per 2 doz. cases	2 85	3 00
Corn, 2's " "		2 60
Peas, 2's " "		1 90
Beans, 2's " "	1 90	1 95
Salmon, finest sockeye, per case		7 00
" humpback, "		3 75
" cohoes, "		5 25
Boneless chicken, lb. tins, per doz		3 5
" turkey " "		3 25
" ducks " "		3 25

Spices.

Black pepper is reported very firm in primary markets. Locally, this market is featureless. We quote:

Pepper, black, per lb	0 18
" white, "	0 25
Cayenne, "	0 21
Cloves, ground "	0 25
Cassia, "	0 16
Allspice, "	0 14
Ginger, "	0 15
Cloves, whole	0 25

Rice, Tapioca, Etc.

Prices are steady. We quote:

Rangoon rice, per lb	0 03¾ 0 03¾
Patna " "	0 04¾
Tapioca, per lb	0 03¾
Sago, "	0 03¾

Syrups and Molasses.

There are no new features in the syrup market. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 40
" " 5-lb tins, per 1 "	2 70
" " 10-lb tins, per ½ "	2 50
" " 20-lb tins, per ¼ "	2 40
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03¾
Barbadoes molasses in ½-bbls. per lb	0 04
New Orleans molasses in ½-bbls, per lb	0 02½
" " in barrels	0 02¾
Porto Rico molasses in ½-bbls., per bbl	0 04½

Coffee.

There has been a break in the green Rio market, and this has been reflected in local quotations, which now are:

Green Rio, per lb	0 10¾
Roasted, per lb	0 14

Jam.

The price of Upton's jam is 50c. per pail in Winnipeg. The Brandon price is 52c.; the price in Calgary and Lethbridge 57c., and the Edmonton price, 60c.

Nuts.

Quoted as follows:

Almonds, per lb	0 12½
" (shelled), per lb	0 28
Filberts	0 11
Peanuts, extra choice	0 11½
Jumbos	0 14
Walnut, per lb	0 12
" (shelled) "	0 25
Pecans, per lb	0 15 0 16
Brazils, per lb	0 16

Foreign Dried Fruits.

Except for a reduction in cooking figs, there has been no actual change in quotations since last issue. This reduction has been made in order to clear stocks, the demand for figs having been less than usual, owing to the low price of prunes. Rumors are current that the 1905 crop of prunes in the Santa Clara Valley in California will be seriously affected by an insect pest now attacking the blossoms. At all events, it is scarcely to be expected that next year will see a repetition of this season's low price of prunes. We quote:

Valencia raisins, Trenor's, per case f.o.s	2 00
" selects	2 20
" layers	2 25
California raisins, muscatels, 3 crown, per lb	0 06½
" " " 4 "	0 07½
" " choice seeded in ¾-lb. packages per package	0 06¾
" " choice seeded in 1-lb packages per package	0 08 0 08½
" " fancy seeded, 1-lb. packages, per package	0 09½
Prunes, 90-100 per lb	0 04½
" 80-90 "	0 04¾
" 70-80 "	0 05½
" 60-70 "	0 05¾
" 50-60 "	0 06½
" 40-50 "	0 07½
" silver "	0 07¾
Currants, uncleaned, loose pack, per lb	0 05½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 06¾
" Vostizzas, uncleaned	0 06½
Dates, new per lb	0 05
Figs, cooking in bags, per lb	0 03¾ 0 04
Apricots, choice, in 25-lb. boxes, per lb	0 13½
" standard, " "	0 12½
Peaches, choice, " "	0 13½
" standard " "	0 13
Pears, (choice halves) " "	0 13½
Nectarines, choice " "	0 11



Any quantity of fish shipped. ADDRESS—Mail P. O. Box 791, WINNIPEG, Man.

It Seems Reasonable

to suppose that we can give you a better Coffee for less money than you can buy from an exclusive Coffee house, for the simple reason that we don't depend upon Coffee profit only for our living. No Coffee house could afford to sell Coffee on so close a margin as we sell our **"BOSTON LUXURY"** blend. While it costs you only 28 cents, it could command 32 cents, considering quality. We allow you to return it any time, and at our expense, if it don't suit your best trade. It's always sold that way but none comes back, so we know positively that "Boston Luxury" is a blend that will increase your Coffee trade and give heaps of satisfaction besides. In 12 and 25-pound tins (whole or ground). Get a tin on trial.

TORONTO **JOHN SLOAN & CO.** BELLEVILLE



SHIRRIFF'S

MOST grocers know this name as applied to Extracts. In the last year it has been applied to

ORANGE MARMALADE

As before, it stands for the acme of quality.

Made under two brands "Shredded" and "Imperial Scotch," 3 sizes in each—1-lb. and 2-lb. glass and 1-lb. tins. Send for price list.

Imperial Extract Co., Toronto



IT'S A GREAT SELLER

YOUNG and OLD alike are asking for

THE KING'S FOOD

THE IDEAL BREAKFAST DISH

It makes ENERGY and MUSCLE.

A handsome glass dish free in every package.
2 dozen packages in a case.

THE ROBERT GREIG CO., Limited
White Swan Mills, - - TORONTO

M.

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886

DIAMOND BRAND MAPLE SYRUP

has that exquisite flavor of the new sap syrup direct from the bush.

All Jobbers handle it

Sugars Ltd., = Montreal

THE FARMERS

didn't grow enough Beets —and so "the sinews of war" failed.

We have made all the granulated sugar possible this past season—and sold it all.

The Ontario Sugar Co., Limited

BERLIN, ONT.

MAPLE SYRUP



Originator of the celebrated Small's Brand Maple Syrups and Confections, product of the Canada Maple Exchange, Montreal.

Small's Brand monogram mounted on maple leaf, was registered in 1881, the oldest registered maple syrup trade mark in the British Empire. 2nd—Small's Brand has been awarded, with but one exception, all Gold and Silver Medals ever offered in Canada, and many from abroad.

W. H. Scroggie, Limited, Montreal, (Departmental), in 1903, purchased 1,109 packages; in 1904, 4,434 packages. Are you sharing a like satisfaction and profits?

FOR SALE BY ALL JOBBERS

Plums, choice (dark pitted) per lb			0 10½
Candied Peel—Lemon peel, per lb			0 09
" Orange "			0 09½
" Citron "			0 14

Evaporated Apples.

The advance noted in last issue has been generally maintained. Stocks are light. We quote:

Evaporated apples (new), 50-lb. cases		0 07½
" " 25-lb. cases		0 08

Beans.

Beans are held firmly at the price quoted last week, viz., $2 per bushel for hand picked. At this price, sales are not very large.

Fish and Oysters.

Lenten trade is brisk. Prices are steady. We quote:

Lake Winnipeg whitefish	per lb.		0 06
Slave Lake whitefish	"	0 07	0 07½
Yellow pike (pickerel)	"		0 05
Lake Superior trout	"		0 08½
Lake Superior loose frozen herring	"	0 03	0 03½
Tubbees	"		0 04
Gold eyes	"		0 03
Blue fish	"		0 18
Mackerel	"		0 15
Red snapper	"		0 15
B.C. salmon (case lots 9c.)	"		0 09½
Halibut	"		0 08½
Jack fish	"		0 03½
Tomicods	"		0 05
Hake	"		0 07
Perch	"		0 04½
Eels	"		0 08
Cod, steak size	"		0 08
Cod, market size	"		0 07
Flounders	"		0 05
Haddock	"		0 08
Atlantic smelts, extra, 20-lb. boxes	"		0 12
" " No. 1, " "	"		0 08½
" " No. 2, " "	"		0 07½
"Halifax" brand salt cod, fish cakes 24-1's	"		0 11
"Acadia" " " " 20-1's	"		0 09
"Bluenose" " " " 20-1's	"		0 07
"Acadia" " " 2-lb. boxes	"		0 09
" " " 4-lb. "	"		0 09
" " shredded, 24 cartons, per bx.			2 00
" " " bulk, in 15-lb. boxs.			0 08
Large Labrador and Nfld. salt herrings per 100 lb.			5 00
" " " " per 20-lb. pail.			1 20
Salt mackerel, in 20 or 30-lb. pails			0 12½
Finnanhaddie, in 15 or 30-lb. boxes			0 08
Smoked halibut strips			0 11
Kippered gold eyes, per doz			0 50
Yarmouth bloaters, 60 in box, per box			1 75
Lobsters, fresh boiled, per lb			0 25
Shrimps, large size, per quart			0 60
Caviar, extra, small jars, per jar			0 40
Frog legs, 6 doz. in box, per doz			0 40
Oysters, standard, per gallon			2 00
" select, "		2 15	2 25

Flour.

Prices are still unchanged. We quote:

No. 1, patent	2 95
" 2, "	2 75
" 3, "	2 00
" 4, "	1 50

Buckwheat Flour.

Buckwheat flour is now quoted at $1.70 per half sack.

Breakfast Cereals.

Oatmeal is easier. Cornmeal is easy in tendency but prices as quoted last week are unchanged. We quote:

Rolled Oats, 80-lb. sacks, per cwt	1 95
40-lb. " "	2 00
20-lb. " "	2 05
8-lb. " "	2 40
Cornmeal, in sacks, per cwt	1 50
" in ½ sacks, "	1 50

Eggs.

Eggs are declining rapidly in price, owing to the big increase in supplies from the country. At time of writing, the retail trade are being supplied with fresh eggs by the wholesalers at about 17 to 18c. per doz., but it is hard to quote with exactitude on a falling market. There is very little pickled stock selling, but, nominally, it is worth about 12 or 13c. We quote:

Eggs, fresh	0 17	0 18
" finest glycerine pickled	0 12	0 13

Packed in 25c. cases) which are not returnable.

For Manitoba green fruits and vegetables, see Fruit Department.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words each insertion,	1 year		$30 00
" " "	6 months		17 00
" " "	3 months		10 00
50 " "	1 year		17 00
" " "	6 months		10 00
25 " "	1 year		10 00

SITUATION WANTED.

THOROUGHLY competent Grocer, with knowledge of general trade, is open for suitable engagement in any part of Canada. Age thirty-two; seventeen years' English and Canadian experience. Highest references. Box 226, Canadian Grocer, Toronto. (12)

BROKER WANTED.

BROKER wanted in Montreal, Halifax St. John and Winnipeg to represent one of the leading firms of Currant shippers in Patras. Applications will be entertained from brokers who have a well-established connection with the wholesale trade only, and must be accompanied by references. Apply to Box 227, Canadian Grocer, Toronto.

FOR SALE.

FOR SALE—National cash register, newest model, six drawers, nine clerks; new; too large for me; favorable proposition; also currant cleaner in first-class shape. Box 229, Canadian Grocer, Toronto. (12)

GROCERY and shoe business; stock $3,000; turnover $15,000 last year; no old stock. Box 230 Canadian Grocer, Toronto. (16)

BUSINESS CHANCES.

THE LOCATORS — W. B. Herbert, General Manager. Largest business brokers in Canada, 62 and 63 Merchants Bank Building, Winnipeg. Telephone 1888.

GROCERIES—Winnipeg, small store, suit beginner; three hundred. Locators.

GROCERIES — Winnipeg, six hundred and fifty; half cash. Locators.

GROCERY and confectionery, Winnipeg; six hundred cash, six hundred easy. Locators.

GROCERIES — On one of Winnipeg's best streets; stock and fixtures three thousand; half cash will buy; annual turnover thirty thousand. Locators.

GROCERIES—Winnipeg, seven hundred cash. Locators.

GROCERIES, toys and crockery, in live Manitoba town, established twenty years; turnover twelve thousand; can be doubled; no competition; price three thousand, half cash. Locators.

GROCERIES and hardware; established 1886, in one of Manitoba towns; ten thousand cash, fifteen thousand balance arranged; business warrants price. Locators.

WRITE for our Catalogue of Business Opportunities in the Great West. It should interest you.

Blue Ribbon Ceylon Tea

We remember well when some dozen years ago people—grocers we mean—looked askance at Blue Ribbon Tea.
Good men took it up.
Good men turned it down.
It had not shown its powers of endurance.

To-day Blue Ribbon is the foremost package tea in the Dominion.
None better known.
None better liked.
It has carried its honors modestly.
No wonder that the good men in the trade have shaken hands with it and welcomed it to their stores.

The Best Results
are only obtained by handling
profitable goods.

Staples in Crockery

are all right. We have them;
but, for your best trade,

Our Exclusive Patterns

in high-class

Dinner
and
Toiletware

are money makers for you—
We guarantee results—

Write for particulars

THE JOHN L. CASSIDY CO. LIMITED
MONTREAL.

HANDY CASKS OF PLAIN WHITE WARE

B. H. M.

AT SPECIAL PRICES

No. 1000 Assortment contains :—
1 doz Dishes, ⅓-10 in., ⅓-12 in., ⅓-14 in.
2 " Scollops, ⅔-7 in., ⅔-8 in., ⅔-9 in.
10 " Handled Baltimore Teas.

No. 1005 Assortment contains :—
6 pairs Ewers and Basins.
1 doz. Chambers, ⅓ covered, ⅔ uncovered.
6 " Handled Baltimore Teas.

No. 1795 Assortment
5 doz. Plates, 5 in.
5 " " 6 in.
10 " " 7 in.
3 " " 8 in.
10 " Handled Baltimore Teas.

Write for Prices—Goods are Ready.

BARNARD & HOLLAND CO.
MONTREAL

First arrival of Tanamo Bananas; they are fine stock. Do not forget we are headquarters for Pineapples.

McWILLIAM
Mc. AND E.
EVERIST

TORONTO, - - ONTARIO

Rose Brand Navel Oranges
Triangle " " "
Magic Isle " "
King Edward Brand Lemons
Masked Girl " "
Black Watch " "

New Potatoes, Sweet Potatoes, Tomatoes, Cabbage, Asparagus, Cucumbers, Etc..

The
DAWSON Commission Co., Limited
FRUIT, PRODUCE AND COMMISSION MERCHANTS.
Cor. Market and Colborne Streets. TORONTO

DRIED APPLES
We pay highest market prices for bright dry quarters and make prompt remittance.
The W. A. GIBB CO.
Packers and Exporters
5 and 7 Market St., HAMILTON

Marmalade Oranges
Our first shipment of Marmalade Oranges will arrive this week.
Sizes—160s, 200s and 240s.
Get your order in early.
Send for Samples of our Navels.
HUSBAND Bros. & Co.
Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO.

GREEN FRUITS AND VEGETABLES

LUMSDEN BROS. of Hamilton have concluded arrangements for starting a canning factory at Brantford with a capacity for 100,000 cases of peas, corn and tomatoes. A new factory will be erected and the latest machinery installed. Contracts with growers for this season have almost been completed for full requirements. There is no factory nearer Brantford than Waterford. Lumsden Bros. will also continue to operate their Hamilton factory as heretofore.

* * *

The Canadian banana business is on the boom this week. Arrivals are heavy too heavy for the early season in fact, but the trade is taking hold encouraged by the low prices offering.

Ontario Markets.

GREEN FRUITS.

Toronto, March 23, 1905.

THE green fruit trade has been active during the week, largely on account of the milder weather. Oranges have sold briskly. The season for marmalades will soon be over, and California navels will be firmer next week, on account of the icing season beginning then. Bananas are moving more freely, and we are getting into the season for pines. Case cranberries are being offered this week at $2.50.

Word has been received from Europe that the first direct lemon steamer for the season, the "Jaeona," sailed from Messina for Montreal March 22. A second boat, the "Esealona," is billed to sail from Leghorn about April 5, although considerable doubt is expressed in certain circles as to whether there will be a second boat or not. The "Jaeona" is likely to be carrying a small cargo, the reason being the demand for lemons ex-Montreal. Previously, there have been buyers from the United States, but on account of the duty imposed on stuff entering the United States at the present time, and the increasing favor that is being shown California lemons, the demand for Montreal shipments has been practically limited to the Canadian trade.

The last car of celery to come to this market this season has arrived, and prices are low when compared with those ruling in other parts of the country. Our quotations are as follows:

Florida grape fruit, per box	5 00	5 50
Bahama grape fruit	4 50	5 00
Florida tangerines (half straps)	2 25	2 50
Florida pineapple, per case	4 00	4 50
Havana pines per case		3 50
Marmalade Oranges, per box		2 50
California navel oranges, per box	2 75	3 25
New messina lemons, 300's, per box	2 25	2 75
" " 360's, per box	2 50	2 75
Bananas, large bunches, crated	1 50	1 75
Bananas, 8's, per bunch, crated	1 00	1 25
Apples, Winter varieties	1 25	3 50
Sweet potatoes, bush. crates	2 00	2 25
Cranberries, Jerseys	8 50	9 00
" per case		2 50
Florida strawberries, per box		0 75
Figs in layers, per lb	0 09	0 11

VEGETABLES.

Trade in domestic vegetables continues quiet to fair, as usual at this season. Imported green stuff is beginning to arrive more freely, and sales are reported to be improving from week to week. Spinach is on the market for the first time this season, being quoted at $1.50 per bush. hamper. Florida tomatoes are out at present on account of frost, and the trade is being supplied with Cuban stock. Florida tomatoes, second crop, will appear on the market a little later. Egyptian onions will arrive about April 15. Potatoes in car lots are quoted 5c. lower than last week. Our quotations are as follows:

Greenhouse lettuce, per dozen bunches		0 30
Greenhouse radishes, per doz. bunches	0 40	0 50
Dry Mint, per doz bunches		0 20
Parsley, "		0 20
Sage, per doz		0 20
Savoury, per doz		0 15
Carrots, per bag		0 60
Beets, per bu		0 60
Beets, per bag		0 75
Dry Onions, per bag	2 00	2 25
Dry Onions, per basket		0 50
Spanish onions, per case	4 00	4 25
Green house water cress, per doz		0 25
Potatoes, carlots on track Toronto, per bag	0 70	0 80
Potatoes, per bag	0 90	1 00
Parsnips, per bu		0 75
Parsnips, per bag		0 85
Cabbage, per head	0 05	0 10
" per doz	0 50	1 00
Turnips, per bag	0 30	0 35
California celery, per case	5 50	6 00
Hothouse cucumbers, per doz	2 00	2 75
Oyster plant, per bu		1 25
Greenhouse rhubarb, per doz	1 00	1 25
" onions, "		0 15
Florida tomatoes, per case	4 25	5 00
Green peppers, 6 basket crates		5 50
New beets, per doz. bunches		0 75
New potatoes, per crate		2 75
Spinach, per bush. hamper		1 50

Quebec Markets.

Montreal, March 23, 1905.

GREEN FRUITS.

Trade during the week has been somewhat improved, the mild weather being a strong factor. Celery keeps in strong demand, selling from $6 to $6.50, the former being the jobbing price. Cauliflower is a little slower, price from $3.25 to $3.75 per case. Onions continue very scarce with the demand good, price 3c per lb. Egyptian onions are expected to arrive about April 15, but will be much higher than last year, as the onion crop throughout England and Europe is short. California navels are selling well for first-class quality $2.90 to $3.15 being generally quoted. Jamaica oranges are arriving in good condition and bringing $2.25 to $2.50. Bananas are a drug on the market, selling in a jobbing way at 60c. to $1 per bunch. This is caused by the competition of the new fruit association lately formed in Baltimore, and the Fruit Despatch flooding the market against its new competitor.

Florida tomatoes and pineapples arriving here are showing signs of frost. Blood oranges are selling at $1.90 to

$2.15 for half cases. Lemons are in good demand at $2 to $2.25. The Sorrento orange crop is about 50 per cent. less than last year and higher prices are expected this Spring on first direct steamer shipments. It is not anticipated that Messina lemons will be high this season on account of the heavy crop in California, which it is claimed will be 50 per cent. more than has ever been harvested, and also the fact that there will be enough fresh cut lemons to supply the United States market with the home product. We quote the following prices:

Bananas	1 00	1 75
Cocoanuts, per bag of 100	....	3 50
Pineapples, 24 to case	....	4 50
" 30 to case	....	3 50
Cranberries, finest dark	....	11 00
" dark	....	9 50
" 25 quart boxes	....	2 75
Jamaica oranges, per box	....	2 50
" grape fruit, per box	4 50	5 25
Florida oranges, per box	....	4 50
Florida grape fruit, per box	....	6 00
California navel oranges, per box	2 75	3 00
New Messina lemons 300's	....	2 50
" " 360's	....	2 25
Apples Winter varieties	2 50	4 50
Sweet potatoes, per bbl.	....	6 00
Almeria grapes, per bbl	8 00	9 00
Celery, California golden heart, per case	....	6 50
Tomatoes, Floridas, crate	....	4 50
Lettuce, Boston	0 75	0 85

VEGETABLES.

No changes in condition of market to note. Business on the quiet side and with the exception of the scarcity of onions and the easier feeling in potatoes little interest is noticed. We quote the following prices:

Potatoes, carlots	....	0 50
Less than carlots	0 70	0 75
Bunch lettuce, per doz. bunches	....	0 75
Radishes, per doz. bunches	....	0 25
Mushrooms, per lb	....	1 00
Mint, per doz. bunches	....	0 20
Parsley, " "	....	0 20
Sage, per doz	....	1 00
Savory, per doz	....	1 00
Beets, new, per doz	....	0 25
Egg plant, per basket	..	0 75
Green onions, per doz	....	0 15
Spanish onions, large cases, per case	....	4 00
Red onions, per bbl	3 75	4 00
Yellow onions, in 80-lb. bags; per bag	....	2 00
Green house water cress, per doz	....	0 50
Green cucumbers, per bush, hamper	....	1 25
" per half bushel hamper	0 60	0 75
" per bbl	....	3 50
" per doz	0 40	0 50
Green cabbage, per doz	....	0 60
" beans, per bush	1 00	1 20
Waxed beans, per bush	....	1 05
Cauliflowers, home grown, per doz	....	1 50
Green peppers, per basket	....	0 40
Canadian celery, per doz	....	0 75

New Brunswick Markets.

St. John, March 22, 1905.

GREEN FRUITS

There is improved business. Valencia oranges are rather higher with quality but fair. Californias are also firmer. Jamaicas are unchanged and Floridas about out of the market. Lemons are low. Apples have a fair sale for best stock. Poor stock is a drug. Prices are lower than in the west. Bananas begin to move more freely; while there will be no change in price until they begin to arrive in bulk it is thought quotations will rule quite low. Cape Cod cranberries are not high considering the season.

Manitoba Markets.

GREEN FRUITS

Winnipeg, Mar. 23, 1905.

With rather uncertain weather conditions, the green fruit trade has been at some disadvantage in the matter of shipments, but business has, nevertheless, been fairly brisk. Prices are steady, and we again quote:

Oranges, fancy Washington nave.s, 96's, 112's, 126's, per case	....	2 75
Oranges, fancy Washington navels 150's to 250's	....	3 00
Bitter oranges (for marmalade), 160's 200's, 240's	....	4 00
Lemons, fancy California, 300's to 360's, per case (10c. off 5 case lots of oranges and lemons).	....	4 25
Bananas, fancy Limons, per bunch	2 50	3 00
Apples, fancy XXX Spies, per bbl.	....	5 00
" fancy XX Spies, "	....	4 50

VEGETABLES.

Some changes will be noted. Potatoes are cheaper and beets have advanced.

Native onions, per lb	....	0 04
Spanish onions, per case	....	1 75
Carrots, per bush	....	0 40
Beets, "	....	0 80
Turnips "	....	0 40
Potatoes "	....	0 65
Celery per case (6 to 8 doz)	....	6 00
" " (doz.)	0 90	1 00
Florida tomatoes (6 basket crates), per basket	....	1 25
Lettuce (small), per doz	....	0 40
" (large) "	....	0 80
Radishes (small) "	....	0 40
" (large) "	....	0 80
Parsley "	....	0 40
Mint "	....	0 45

Nova Scotia Markets.

VEGETABLES

Halifax, March 20, 1905.

Potatoes are worth $1.25 for Prince Edward Island stock in three-bushel bags, and New Brunswick and Nova Scotia stock at $1.50. Turnips are $1 for 150-pound bags. Parsnips and carrots are now being imported from Boston and are $3 per barrel. Parsnips will be more plentiful here a little later when the snow leaves the ground, as many leave their crop in the ground all Winter.

British Columbia Markets.

GREEN FRUITS.

Vancouver, March 15, 1905.

BY the Australian steamer, Aorangi, arriving this week, a very good range of fresh fruits from the Antipodes was received. There were in-

PINEAPPLES

Look to us for Pineapples this year. ***Shipments are just beginning in earnest.***
We will handle only the best marks, amongst which will be the famous

"GODINEZ BRAND"

which for uniform grading, large pack, and excellent fruit, can't be equalled.

IN CRATES ONLY, 18s, 24s and 30s

WHITE & CO. WHOLESALE FRUIT IMPORTERS, **TORONTO**

P. S. Ship your Produce, Butter, Eggs, etc., to us. We can give you Satisfaction.

W. B. STRINGER **STEAMERS** J. J. MCCABE
"LEAVE" AND "ARRIVE"
with "ST. NICHOLAS" Lemons for Canada.

Note our circular giving dates. Steamers "leave" Messina and "arrive" New York and Boston Enquire for prices—mention steamer you want. Place order early and secure space. WRITE US TO-DAY.

Fruit Brokers. **W. B. STRINGER & CO.** 61 Front E., Toronto.

EXTRA FANCY

Ripe Bananas, cheap.
"Golden Orange" brand Navels
Best Navel Oranges packed.
This brand is packed EXCLUSIVELY FOR US IN CANADA
Send us your orders and get the BEST.
HUGH WALKER & SON, GUELPH, ONT.

SALT SALT

TABLE, DAIRY AND CHEESE SALTS
FINE AND COARSE SALTS IN SACKS AND BARRELS
LAND SALT

C. R. COOPER
Toronto Salt Works
TORONTO, ONT.
AGENTS FOR THE DOMINION SALT AGENCY



WE ARE HAMMERING AWAY

at the QUALITY of

"Prince of Wales" Mocha and Java Coffee

Our competitors are busy hammering us, only in a different way—both are good signs.

"PRINCE OF WALES" is gaining ground every day—People know when they get the COFFEE they like—really delicious Coffee—It helps the Merchant, too—If you are not handling "PRINCE OF WALES" drop us a line and let us explain our method of "Helping the Dealer"—advertises you and helps introduce the Coffee. No premiums; Actual Merit does it. A post card brings the information. Write it now.

S. H. & A. S. EWING,

ESTABLISHED 1845.

Montreal Coffee & Spice Steam Mills, - 53 & 55 Cote St., Montreal
Cor. Lagauchetiere St.

In a class

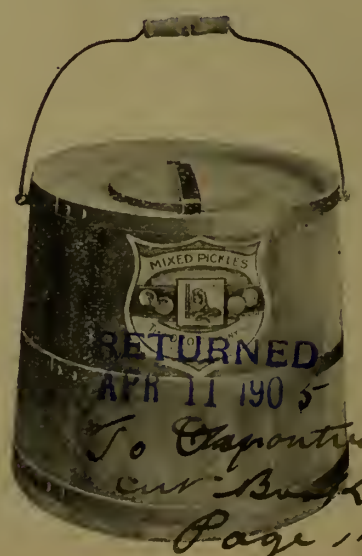
by themselves

There are a good many reasons why our pickles should be better than others. For instance, the cultivation and picking of the vegetables is done under the supervision of an expert in our employ; this way we get vegetables away above the average, and they come to the salt house in perfect condition not later than five hours after having been taken from the vine. This is an important thing, as it makes them firm and crisp, not tough and leathery. Brined in **dairy salt** and **filtered water**, everything is done that will guarantee perfection and cleanliness. They are cut small so as to thoroughly absorb the spices and vinegar. Put up in the best pails we can obtain, absolutely air-tight, they will keep firm and fresh much longer than any other pickle on the market. 1 gall. pails 75c., 2 gall. $1.40, 3 gall. $1.95, 5 gall. $3.00, 10 gall. $5.50. Barrels and half barrels 45c. gall.

These prices are subject to a discount depending on the quantity ordered.

THE OZO CO., LIMITED
MONTREAL

N.B.—We have an illustrated Price Current of our products, that is certainly worth the post card that will bring it.



cluded in the consignments, Black Hamburg and Muscatel grapes, peaches, plums, pears, passion fruit, tomatoes, etc. This is the first time that such a range of fresh fruits has been received at this time of the year from Australia, and the shipment is looked on largely as experimental. Of course, Tasmanian apples have often arrived, and have sold very well.

Local fresh fruits are, of course, now limited to apples, and not a very good line is stocked. The best grades, especially those grown in the Okanagan, have all moved out, and cheaper lines are now quoted at 75c. to $1.25 per box. A few fancy apples are imported from Oregon and Washington, and bring $2 to $2.50. Oranges come in very plentifully, and at very low quotations, owing to the heavy crop in California. Some of the shipments have been arriving in poor shape.

VEGETABLES.

Local potatoes continue to hold fast round about $25 per ton, while imported are worth $30 and over, in some cases. The supply is becoming a little more liberal since fine weather has permitted the moving of what stocks were held up country.

Onions, local, are quoted at $2 to $2.75 per sack of 100 lb. Some local cabbage offers at about 1½c. per lb., while beets and parsnips bring 75c. per sack, and carrots and turnips, 50c.

APPLE SHIPMENTS.

Total shipments to European ports for week ending March 18, 1905:

From—	To Liverpool.	London.	Glasgow.	Various.	Total.
Boston	7,707	1,196	....	....	8,903
New York	6,976	4,178	1,844	2,342	15,340
Portland, Me.	14,449	622	....	....	15,071
Halifax	3,617	....	....	....	3,617
St. John, N.B.	....	....	....	....	....
Total for week	32,749	26,697	1,844	2,342	63,632
Same time 1904	20,133	21,320	4,940	5,525	51,918
Same time 1903.	25,839	14,371	4,627	5,949	50,296

Total shipments since season opened.....2,231,012
" " same time 1903-4.....3,356,016
" " " 1902-3.....2,386,200

Shortage in Tasmanian Apples.

According to recent cable advices, space has been contracted on the steamers between the United Kingdom and Australasia for 400,000 boxes only of Tasmanian apples this year, these figures including shipments from Australia itself. Last year shipments of Tasmanian and Australian apples to the United Kingdom amounted to 706,000 boxes.

INTERVIEW WITH JAPAN TEA MERCHANT.

MR. C. B. BERNARD, of Yokohama, Japan, was a visitor to Montreal during the past few days. The Grocer representative had the pleasure of an interview with Mr. Bernard, who stated that this was his first visit to Canada in fifteen years. In regard to the prospects of Japan teas for the coming season, Mr. Bernard said:

"I think, owing to the very unprofitable season we have just passed through for Japan teas, we shall be on a lower basis for the class of tea generally used in Canada, that is, the medium grades. The very choice teas, which generally all go to the United States, are likely to be effected by the war, for the reason that it requires a great deal of skilled labor to roll the fine leaf, and as this is mostly done by men, of whom a large number have been taken away for war purposes, it will throw the rolling of these teas into the hands of inexperienced people. With regard to teas generally, the war has not had so much effect, as the picking and handling of tea is done by women. What I find here in Canada, and which I think is regrettable, is the small interest taken in really fine teas. People in Canada do not drink good teas. All the choice teas that are produced in Japan go to the United States, and therefore the bulk of the inferior grades are thrown on the Canadian market, the consequence being, instead of teas being bought here for quality, which should be the first desideratum, it seems to be mostly a matter of price, and instead of fine-drawing tea being the first consideration, as in the United States, the principal idea in Canada seems to be 'how cheap a tea can be bought.' It is much more economical to buy a good tea than a common one, as you can make a great many more cups out of fine tea than out of the other, and it seems to me strange that this has not yet been discovered by the consumer. I think it would be a good idea if travelers would pay more attention to and study the tea question more closely, with a view to cultivating a demand for their customers for the better grades of tea. I have been thirty years in Japan; I have known this business in Canada from the very commencement, and I remember the teas of the old days, when we used to sell large blocks at very high prices, very choice teas; but all that, owing to the desire for cheapness, has died away.

"The tea growers do not like cultivating cheap teas, as there is no profit in it for them. These remarks are made in a general sense, as applying to all teas, no matter what district or country they come from."

"The total crop this year," said Mr. Bernard, "has shown a falling off of about 2,000,000 lbs., and the quality of last season's teas has been distinctly inferior to previous seasons. This falling off in the quality, not only of Japan, but also Ceylon and India teas, is attributable to the over-anxiety of planters and tea merchants to force the sale of teas. Shipments from Japan to Canada have increased during the past season about 300,000 lbs. up to January 31 The Japan tea market has been gradually coming down in price,



Mr. Chas. M. Kittson,
New Canadian Commercial Agent to South Africa.

more nearly to the former basis, and this has created a better demand and sale for them. The introduction of package teas is hurting the business to a great extent, as Japan teas are not put up in packages.

"There has recently been a revival in the tea trade in the United States, and especially in Chicago a large business has been done. I was told in New York by one of the largest importers there that although it was unsatisfactory to shippers and importers to accept these low-priced teas, there was no doubt it would result in this benefit, that it would largely increase the demand for Japan tea at present low prices. The majority of people are poor, and reduction in the price of only a few cents is regularly taken advantage of.

"Regarding the war with Russia," Mr. Bernard stated that, "although the tax on the people is severe, there is no complaint, as they seem to have taken this war seriously and patriotically, and they are absolutely confident of their success. This confidence was a feature noticeable at the very commencement of hostilities. The idea of failure was never entertained for one moment. I was particularly struck with the perfect arrangements of the Japanese authorities and military men, and as an instance may just mention the wonderful system they have for taking care of the wounded. I used to see trains of wounded returning from the seat of war; they all looked well taken care of, and everything was conducted in the most orderly and systematic manner. No, in the minds of the Japanese there is no such word as failure!"

The Grocer is pleased to number Mr. Bernard among its oldest subscribers. He has found it much in evidence among the merchants of Yokohama and other Japanese cities, who are always on the lookout for foreign trade news. "Personally," remarked Mr. Bernard, "I read every number of The Grocer with keen interest, and am able to get pointers in almost every issue."

Mr. Bernard is visiting Toronto, Chicago and San Francisco, and will sail shortly from the latter port on the new Pacific mail steamer, "The Manchuria." While in Montreal Mr. Bernard was introduced to the trade by Mr. R. W. Forester, Canadian representative for C. B. Bernard & Co., Yokohama, for over 15 years.

MR. KITTSON'S APPOINTMENT.

MR. C. M. KITTSON, the newly appointed Canadian Trade Commissioner for South Africa, was born in Montreal thirty years ago, and is the only son of G. R. W. Kittson, the oldest practising notary in Montreal.

Mr. Kittson commenced his business career some fifteen years ago with the firm of Gault Bros. & Co., but for the last seven years has been connected with the Lake of the Woods Milling Co. as their local manager in Toronto, and for the last three years as their representative in South Africa, where his energy and determination have resulted in gratifying success for his employers and Canada generally. The Government is to be congratulated upon having obtained the services of a gentleman so well fitted to fill the position with satisfactory results to Canadian manufacturers

generally. Mr. Kittson, who is one of the best known figures in commercial life between Cape Town and the Zambesi, sails from St. John, N. B., per S.S. Lake Champlain, on April 8.

His headquarters will be in Durban, Natal. Mr. Kittson is a Canadian who has unlimited faith in the future of his country, believing that ultimately Canada will be the paramount power of the New World in arts, commerce and industry, and an object lesson to the rest of the world.

FIRMS INCORPORATED, ETC.

THE Carbonating Apparatus Co. has been granted a license to manufacture and deal in soda water fountains, carbonic acid gas, soda water, etc., in the Province of Ontario, to the extent of $40,000. Solicitor, N. F. Davidson, Toronto.

Myott, Son & Co. (Toronto) Limited, have been incorporated with share capital of $10,000 to manufacture and deal in china, crockery, glassware, etc., and to take over the business of Myott, Son & Co. Provisional directors, H. C. Bedlington, J. G. Strong and W. R. Williams, all of Toronto.

The Battle Creek Health Food Co., Limited, Toronto, with share capital of $30,000, have been granted a charter to manufacture and deal in cereal foods and coffees, grocers' supplies, etc. Provisional directors, H. Powell, G. J. Van Nostrand and A. J. Van Nostrand, all of Toronto.

The Interprovincial Vinegar Co., Montreal, with capital stock of $10,000, have been incorporated to manufacture and deal in vinegar, pickles, condiments, etc. Provisional directors, W. De Leigh Wilson, Toronto; A. Robitaille, Quebec; J. Carsley, Montreal; E. Robitaille, St. Johns; F. Hogue, Montreal.

The Canada Glue Co., Toronto, with capital stock of $100,000, has been incorporated to manufacture and deal in glue, gelatine, casein, etc. Provisional directors, P. Kreismann, O. C. Butz, F. Rudolph, A. Wintermute, C. C. Johnston, all of Chicago.

The Canadian Fairbanks Co., Limited, Montreal, with capital stock of $500,000, have been incorporated to acquire and carry on the business presently conducted in Canada and Newfoundland by The Fairbanks Co., and to manufacture and deal in weighing instruments, tools, etc. Managers, H. J. Fuller and C. M. Rudel, both of Westmount, Que.; secretary, T. A. Pownall, Montreal; C. A. Duclos, Westmount, and E. J. Sarle, Montreal.

The E. Cavanagh Co., Limited, Montreal, with share capital of $100,000, have been incorporated to take over the general hardware business previously carried on in Montreal by E. Cavanagh and to engage in a general mercantile business. Provisional directors, V. A. Pilon, J. A. Pilon, W. J. Henderson, A. W. G. Macalister and A. C. Calder, all of Montreal.

INTERESTING LEGAL DECISION.

An interesting legal decision was given in Fredericton a few days ago in the case of Baird & Peters vs. the Fredericton Agricultural Society. J. J. McGaffigan and the Blue Ribbon Tea Co.

The suit arose out of a tea competition instituted by the Fredericton Agricultural Society in Sept., 1903, the only prize in which was to be a gold medal. The society, owing to objections made by one of the competitors, declined to deliver the medal to Baird & Peters, to whom it had been unanimously awarded, and the latter, after having exhausted every effort to obtain it, were obliged to resort to the equity court. According to the judge's ruling Baird & Peters were entitled to the award as well as damages.

The Canada Malting Co. have purchased a site in Winnipeg and will establish a new industry there.

Ideal Household Ammonia

A Strong, Quick Cleanser. Thoroughly Disinfectant.

The cheapest ammonia is generally the most expensive because it usually contains a large portion of injurious substances that eat the face off everything washed with it.

Spring house-cleaning will start in a rush one of these days and you will have to recommend some ammonia.

Don't take any chances on a cheap, inferior brand, when you can so entirely depend on Ideal Household Ammonia.

Gorman, Eckert & Co., Limited, London, Ont.
Winnipeg, Man.,
108 Princess Street.

WILL PAY FOR YOUR ENERGY

It is a well-known fact that no tea ever placed on the Canadian market possesses as much intrinsic value as

Red Rose Tea

There are many ways to prove it

Try the tea yourself!
Ask other people who drink it!
Ask any disinterested tea man!

Put the energy into selling Red Rose Tea that you put into other brands, and you will sell more tea and make more money.

If you are not selling it, I think these facts will be proved by a single case. Is it not worth ordering one?

T. H. ESTABROOKS

Branches:
TORONTO, WINNIPEG.

ST. JOHN, N.B.

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

The Consumption of

CHOCOLATES

in Canada
is increasing at a
wonderful rate.

MOTT'S

"Diamond"
and
"Elite"

brands are responsible to a large extent for this—Their merit has won them favor everywhere—Are you selling them?

For Sale by all Jobbers

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO. JOS. E. HUXLEY, WINNIPEG.

Twolips

a delicious Chewing Candy. This is the finest

MOLASSES KISS

on the Canadian market, and is made from the very best open kettle New Orleans Molasses. It receives the attention in the making that characterizes all of Stewart's goods.

POPULAR PRICE

Sells to the trade at 10 cents in 100-lb. lots or over. Send for a sample. Better, send for a case.

A. J. STEWART, Limited
STEWART'S FINE CHOCOLATES
TORONTO

THE YEAST ON THE SQUARE

THE ONLY YEAST WITH CREAM IN IT

We find a large number of Grocers state that travellers from whom they buy groceries often say that they do not keep

JERSEY CREAM YEAST CAKES

While we prefer to sell these goods through the wholesale trade, if you get this answer, in the future, write us. We will see that you get the goods. Remember if you push **"Jersey Cream" Yeast Cakes** you get a bonus of one box absolutely free when you have ten certificates. One certificate in each box.

Hamilton Yeast Co.

THE ONLY YEAST WITH CREAM IN IT

THE YEAST ON THE SQUARE

Valencia Raisins

F.O.S. Selected 4 Cr. Layers

Fine Filiatra Currants
Tarragona Almonds
Sicily Filberts
Barcelona Filberts
Grenoble Walnuts

Wholesalers sorting stocks for Spring Trade, communicate with

D. RATTRAY & SONS

Import and Export Commission Merchants

QUEBEC **Montreal** **OTTAWA**



EVERYBODY Chews Gum
EVERYBODY should Chew Gum

and Physicians recommend it.

The Little Bode Slot Machine Sells it.

It is **small, beautiful** and **accurate** and does not take up valuable room. It works easily and quickly, and being **all** iron, won't break. Figure out the size—it is only 13 ins. high, 3 ins. wide, 3½ ins. deep. It works while you sleep.

Grocers, Read this :—

10 Boxes or **1000** pieces of **Gum** for only **$8.00**

and the machine **FREE.**

Placed in front of your store **it pays your rent.** Every dealer of every description should have one.

Ask Your Jobber or write

LITTLE BODE SLOT MACHINE CO.,

28-30 St. George St., MONTREAL

The Attractiveness of the Package

is one reason why the grocer is able to sell

Perfection Cream Sodas

with such ease.

Package alone would be a poor inducement. Fine feathers don't make fine birds.

But superior goods deserve a worthy package.

PERFECTION CREAM SODAS are matchless for merit.

All Grocers should sell them.

3-lb. Cards or Tins.

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

A RECORD RIDE.

The story is told of two of the traveling fraternity, J. Hayden of John Sloan & Co., Toronto, and J. Charles of H. P. Eckardt & Co., Toronto, that in their zeal for business they actually essayed to drive all the way from Dundalk to Toronto during the recent snow blockade.

In company with A. G. MacKay, M. P. P., of Owen Sound, they struggled manfully for two days, but gave it up as a hopeless job at Orangeville, after having covered 26 miles. They claim that it is only owing to the herculean strength of Mr. MacKay, who carried the horse over numerous mountainous drifts, that they are alive to tell the tale.

OFF FOR ENGLAND.

Mr. Cecil Gordon, of the commission and brokerage firm of J. Alex. Gordon & Co., Montreal, left last week on a trip to England. The time he will spend abroad—about two months—will be taken up principally as a holiday, though the firm's foreign interests will, no doubt, receive attention in passing.

No disappointment,
No caustic criticism,
No "that's the last of that,"
if you sell

McGREGOR MARMALADE

Convenient sizes.
1st class quality.
Your wholesaler or direct. . . .

McGREGOR = HARRIS CO.
Limited
33 Pearl St., - TORONTO.

E D S

BRAND
ARE
QUALITY FRUITS

We grow our own fruits, the keynote of their quality.

Unlike others we are not forced to buy an inferior grade, when the best is too costly to leave a margin of profit.

E. D. S.

Jams, Jellies
AND
Sealed Fruits
(IN GLASS)

E. D. SMITH'S
ORCHARDS AT
WINONA, - - ONT.

COWAN'S COCOA Maple Leaf Label Our Trade Mark

COWAN'S CHOCOLATE, CAKE ICINGS, CREAM BARS,
and COWAN'S famous MILK CHOCOLATE
are absolutely pure goods.

THE COWAN CO., LIMITED, TORONTO

Spring Drink

VAN HOUTEN'S COCOA

Spring Food

The Grocer who recommends Van Houten's Cocoa confers a favor on his customer that the latter will appreciate.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

PIONEER PURE FOOD FACTS

A Quarter Century Record

The prominent feature in connection with the early history of the spice trade in Canada is that the Todhunter Co. were the first to introduce and consistently advocate the use of HIGH-GRADE

PURE COFFEE, PURE SPICES, COCOAS and CHOCOLATES

No Coupons. Nothing but satisfaction given with our specialties.

TODHUNTER, MITCHELL & CO.

TORONTO

old reputation

Attention!

old reputation

The BEST

of

Swiss Milk Chocolates

KLAUS'S

CHOCOLATES

are now introduced in the Canadian Market.

(Klaus's Chocolates were awarded the **Gold Medal** at the Glasgow Exhibition.)

Wholesale Depot for Canada:

Canadian Swiss Trading Co.

17 ST. JOHN ST.,

MONTREAL.



I APPEAL to the readers of THE CANADIAN GROCER, who I know are the best buyers of High-Grade Goods in the country. I want to say that my Old English Candy,

MACKINTOSH'S TOFFEE

is the most delicious and best Candy made, pure as the crystal springs.

This Old English Candy has made me famous the world over. I am called **THE TOFFEE KING OF ENGLAND** because I am by far the largest manufacturer of Toffee over there. Handle this line and you have a trade winner. Write for prices, etc., at once.

JOHN MACKINTOSH, Ltd., - HALIFAX, ENG.

"Royal Household" FLOUR

I Would Pay Freight 50 Miles rather than Go Without It.

WINCHESTER SPRINGS, Feb. 27, 1905

"I read about Royal Household which is purified by electricity. I also read about the woman paying freight 25 miles before she would be without it. Royal Household was not sold in our town. I was asking about it and my grocer told me to wait a day or two and he would get some, and I am glad I did so. My wife is a good baker and made good bread out of other flours, but what she has now made out of Royal Household is so far ahead that I would be willing to pay freight 50 miles instead of 25, rather than go without it. There is no flour just as good as Royal Household."

(Sgd.) JOHN HENDERSON.

The grocer who pushes "Royal Household" Flour will establish a trade that will give him a perpetual income for the rest of his life. Not one woman in a hundred will ask for any other flour after she has once used "Royal Household."

THE OGILVIE FLOUR MILLS CO.

LIMITED

MONTREAL

FREIGHTS AND CHARTERS

THE reduction of rates on all freights will take place about April 15th. With an eye to this, many large buyers and sellers are gauging their orders to meet that date.

Dates are now being fixed for the opening of navigation with Montreal, and sailings for that port will be announced shortly.

The season at Halifax and St. John, as far as Winter trade is concerned, will continue to dwindle until the end. Portland reports show that business has been better than it was expected to be early in the season.

The chief topic in shipping circles regarding Montreal is embodied in the coming out of the new Allan Line turbines. R.M.S. "Victorian" will be on land about the middle of May; she is chartered for June 9th to carry the party from the Canadian Manufacturers' Association going abroad.

To match the efforts of the Allan Line, or for purely commercial reasons, the Dominion Line has chartered the well-known White Star steamer "Germanic," for the St. Lawrence trade. Her name will be changed to "The Ottawa," and it is generally supposed she will be a great acquisition.

In Montreal great interest is being taken in the erection of the new steel sheds, and already the harbor looks like any of the large seaports of the old world. Some knowing ones are prophesying floods this year, but this is the annual occupation of the men who get employment from the results of floods.

It will be remembered last year that the upper harbor was disrupted by floods at Verdun, and there were severe losses to property. New arrangements have been made to prevent the possibility of a recurrence, and no fears are entertained on that score.

It will be at least three weeks before any actual shipping outside the movements of tugs and small craft can be undertaken.

W. L. Bailey, of Colborne, Ont., has amalgamated his soap business with the Sovereign Mfg. Co., of Toronto.

BERTH QUOTATIONS--St. John, Halifax and Portland

Description.	Liverpool.	London.	Antwerp	Bristol.	Glasgow.	Manchester.	Belfast.	Dublin	Capetown and Port Elizabeth.	Leith.	Aberdeen.	Cardiff.	Hamburg.
Oil Cake	* 7/6	* 7/6	* 8/9	* 8/9	* 7/6	* 7/6	*10/6	*11/6	*12/6	.....	.....	.....	.....
Sack flour	* 7/6	* 7/6	*10/	* 8/9	* 7/6	* 7/6	*11/	*12/	*12/6	.....	.....	.....	.....
Canned meats, fish	*12/6	*12/6	*15/	*15/	*15/	*10/	*15/	*15/	*15/	.....	.....	.....	.....
Provisions	*10/	*12/6	*15/	*15/	*15/	*10/	*17/6	*17/6	5/	.....	.....	.....	.....
Tierces lard	*10/	*12/6	*15/	*15/	*15/	*10/	*17/6	*17/6	*15/	.....	.....	.....	.....
Pail lard	*15/	*17/6	*20/	*20/	*20/	*15/	*20/	*20/	*20/	.....	.....	.....	.....
Butter	*22/6	*25/	*25/	*25/	*30/	*22/6	.....	.....	*80/c.s.	.....	.....	.....	.....
Cheese	*17/6	*20/	*20/	*20/	*25/	*17/6	.....	.....	*80/c.s.	.. ..	.....	.....	.....
Eggs in c's (meas't)	*12/6	*15/	*15/	*15	*15/	*12/6	.....	.....	*40/c.s.mt.	.. ..	.....	.....	.....
Clover seed	*10/	*10/	*15/	.....	*15/	*10/	*15/	*15/	*15/		.....	.....	.....
Cotton	‡15c	.....	.....	.....	.....	‡15c	.....	.....	.....	.....	.....	.....	.....
Apples, per bbl	Fine 2/	2/	‡ 3/	Fine 2/6	Fine 2/6	Fin 2/	3/	3/	10/c.s.	.....	.....	.....	.....
Meas't goods	†20/ 7/6	Tariff	.....	†12/6 20/	†12/6 20/	†10/ 20/	†12/6	†12/6	†15/	.....	.....	.....	.....
Leather sole	*20/	*25/	*30/	*25/	*30/	*20/	*22/6	*22/6	*25/	.....	.....	.....	.....
Leather finish	*15/	*20/	*25/	*20/	*20/	*15/	*17/6	*17/6	*20/	.....	.....	.....	.....
Lumber, hard	*10/	‡10½c	*15/	*12/6	*14c	*10/	*15/	*15/	*15/mt.	.....	.....	.....	.....
Lumber, soft	*12/6	‡12c	*17/6	*15/	‡16c	*12/6	.....	.....	*17/6mt.	.....	.....	.....	.....

* Per ton 2,240 lbs. † Per ton of 40 cubic feet. ‡ Cents per 100 lbs. without primage.

The above is for general information only. These rates liable to change without notice and are therefore **Subject to Confirmation.**

When ocean charges are collectable at port of destination, rates exchange on basis of $4.80 to £1 sterling. When ocean charges are prepaid, rates exchanged on basis of $4.86 to £1 sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option prompt advice will be facilitated by informing us of the relative weight and measurement of the mdse. when applying for rate. It is also necessary to know shipping point and on whose account engagement is to be made. All contracts subject to confirmation.

NEWS OF THE TRADE.

The Niagara Falls Grocery Co., a new concern, of which A. C. Thorburn and A. M. Woolnough are the main members, has been organized and has taken over the businesses of F. E. Dallon and John H. Garner, grocers, Niagara Falls South. H. M. Norton will manage the new company.

Mrs. Gleason, grocer, Niagara Falls Centre, is removing to the store at Niagara Falls now occupied by Fielding & Co. The latter will move into a new block in course of erection. The store now occupied by Mrs. Gleason will be taken by Bradley & Son of St. Cathar-

NEW APPOINTMENT.

Mr. J. W. Welsh, formerly of the Laurentide Pulp Co., Grand Mere, Que., has been appointed manager of the Valleyfield Industrial Co-operative Society. Mr. Welsh has had a life-long experience in the grocery business, and has been connected with several prominent firms, including the English Provision Co. He will doubtless prove a worthy successor to Mr. W. J. Elliott, who has secured a position on the road with the E. W. Gillett Co., of Toronto.

ANSWERED

The answers to last week's questions as to why

Orange Meat

is better than all other breakfast foods are as follows:

First: The very best cereal stock is used.

No dusty, inferior, damaged grain is allowed to enter Orange Meat.

Second: It is milled modernly.

Every process of its preparation is the newest, most approved, cleanest.
It is not injured in its preparation.

Third: It is packed with utmost care.

Every package consists of a damp-proof, air-proof, vermin-proof bag enclosed in the handsomest carton yet shown, preserving every good and subtle quality of Orange Meat until it is consumed.

Fourth: It is the best seller.

Because best liked.
Best liked, because best.

Are these good Answers?

The Frontenac Cereal Co.
Limited.
KINGSTON, Ont.

Flour and Cereal Foods

The Oatmeal Situation.

ALTHOUGH the oatmeal market in Canada shows some signs of improvement, millers do not hope for materially increased business or profitable prices for the present season at least. In the larger cities of Canada the retail trade is pretty well filled up with supplies of the manufactured product bought largely from the United States before the recent advance. It will be some time before these stocks are used up, and then a comparative rejuvenation of Canadian business may be expected. The situation is slightly better in the country where the trade buy in less than car-load lots and an increased demand may be expected from this quarter now that the danger of American competition is removed for the time being. It is interesting to compare the price of rolled oats at the present time, $4.35, with the price ruling a year ago, $4.50, especially considering the price of oats in the two years, viz., 44c. and 36c.

The inequality of the duty, which is responsible for the recent crisis, which meant practically the closing down of many of the largest oatmeal industries in Canada, has been referred to before in the reading columns of The Canadian Grocer. A complete re-adjustment is necessary in order that the Canadian trade may be protected against a recurrence of the recent disastrous conditions. Overtures have been made repeatedly to the Government authorities at Ottawa, who promise that the whole difficulty will be re-adjusted. What Canadian millers are agitating for is a specific duty on imported oatmeal, instead of the ad valorem duty of 20 per cent., which has been in force for 10 years.

Britain's Wheat Supply.

THE trade and navigation returns of Great Britain for 1904 throw a highly interesting light on the position of Canada in the world's wheat trade. Last year Great Britain imported from Canada 6,195,800 cwts. of wheat, while the previous year it took 10,802,127 cwts. The shipments from the United States also show a great decrease, being 7,090,700 cwts. in 1904, as compared with 24,197,895 cwts. in 1903, and 43,000,000 in 1902. The stortage in shipments from the United States and Canada, however, is more than made good by other countries. Great Britain imported 97,813,600 cwts. of wheat in 1904, as against 88,131,030 in 1903, and 81,002,227 in 1902.

In 1902, the United States sent to the United Kingdom five times as much wheat as was sent from any other country, but last year it was only fifth on the list. The British East Indies came first in the list, sending 25,485,000 cwts.; Russia second, sending 23,529,500 cwts.; Argentine Republic third, sending 21,440,400; Australia fourth, with 10,272,600; and the United States next, with one-fourth less than Australia, and Canada a close competitor.

The imports of wheat meal and flour into the Kingdom were 14,722,893 cwts, as compared with 20,601,448 in 1903, a decline due principally to the erection of a number of large milling establishments. Of this total, 8,252,602 cwts. came from the United States, as against 16,223,639 during the previous year, and 2,045,767 from Canada, as against 2,637,617 in 1903.

The Board of Trade returns show that the percentage of wheat imports coming from within the Empire has considerably increased, owing principally to the increasing shipments from British India and Australia. The wheat imports from India in 1904 were just three times as great as they were in 1902, while in the case of Australia they doubled during the same time. In 1904, some 43,000,000 cwts., or about forty-four per cent. of the total came from within the Empire, as against 30,000,000 cwts., or thirty-five per cent. in 1903.

Oats for Japan.

No less than 2,000,000 bushels of oats and barley have been sold in Minneapolis within the past few weeks for shipment to Oriental ports. While ostensibly the bulk of it is going to the Philippines, everyone knows the Philippines have no need for any such quantity of feedstuffs, and that its ultimate destination is Japan.

Cereal Notes.

The American Cereal Co., Peterboro, are now running their mills at full time on account of the destruction of their plant at Cedar Rapids, Iowa, by fire.

Robt. Greig & Co., Toronto, report an active demand for their new package cereal King's food, orders from points as far apart as Halifax and Calgary being filled last week.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

SIDE BY SIDE



Borden's

"Eagle" Brand Condensed Milk
and
"Peerless" Brand Evaporated Cream
have won the confidence of the public and the trade as the two BEST milk products on sale. Don't be without them.

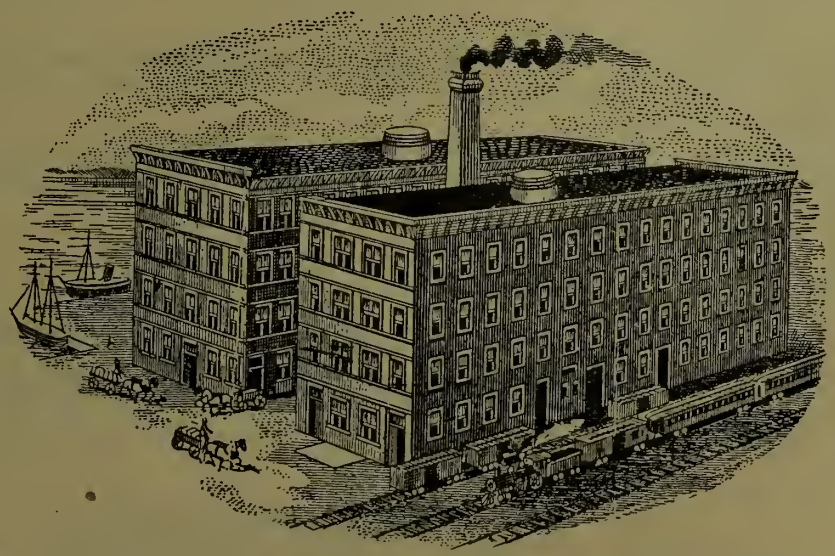
Ask your Jobber, or write to

WILLIAM H. DUNN, - MONTREAL

JOS. IRVING, 92 Wellesley St., TORONTO.
ERB & RANKIN, Halifax, N.S.
SCOTT, BATHGATE & CO., Winnipeg, Man.
W. S. CLAWSON & CO. St. John, N.B.
SHALLCROSS, MACAULAY & CO., Victoria and Vancouver, B.C.

We beg to call the attention of the trade to the fact that we have the most modern machinery for manufacturing the following goods:

Rolled Oats
Gran. Wheat
Gold Dust
Family Oatmeal
Ground Wheat
Sd. and Gr. Oatmeal



Pot and Pearl Barley
Ground Oats
Flaked Wheat
Split Peas
Pea Meal
Ground Corn
All kinds of Feed

Consequently the goods are the best in the market.

PHONE, WIRE OR WRITE US FOR QUOTATIONS. PROMPT DELIVERY IN MIXED CAR LOTS OR OTHERWISE. LETTER ORDERS A SPECIALTY.

WM. McCANN MILLING CO., OFFICE and MILLS FOOT JARVIS STREET Toronto

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Tobacco Growers' Protest.

A MEETING of the Essex County tobacco growers was held at Kingsville last week. The object was to discuss plans for the betterment of conditions in the Canadian-grown tobacco industry. A number of speakers urged that the duty and excise be combined and one tax levied on the leaf when it comes into the country. The details of this scheme were not fully worked out, however, and it was decided to ask the Government to send two experts to address a public meeting and explain the duties more fully. The Government will also be urged to establish an experimental station in Essex County, to develop the science of tobacco growing and put the industry on a strong basis. This was the view of J. A. Auld, M.P.P. He took the stand that the real salvation of the Canadian leaf was in improving the processes of growth, drying, curing, etc., so as to make it equal to, or better than, United States tobacco.

The cigar manufacturers of London have entered a vigorous protest against any increase in the duty on foreign leaf. Their contention is that Canadian tobacco is only used in plug tobaccos entirely, and hence there is no real conflict between the foreign-grown and native weed. The importance of the industry from an economical standpoint is so great that the Government will undoubtedly give the fullest attention to the representations which are being made.

The Match Problem.

"WISH there was one place here to buy matches instead of 7,000,000 to buy orangeade," said the indignant man carrying an unlighted cigar around between his fingers. The paragraph quoted from a St. Louis newspaper, formed the text for a characteric discourse from the habitual but forgetful smoker.

"One of the worst troubles," he said, "that besets the ordinary smoker in any of our large cities, is to be found in this match problem. A man with a cigar and without a match, is indeed in a condition of helplessness. Several alternatives present themselves to him, but all of them are unpleasant. He can go into a store and use the lighter, but this serves for but one light, and he may want another later, in which case the process must be repeated; furthermore, there are many men who do not care to avail themselves of the facilities offered by cigar shops, which they reason are meant for customers. Or he may go into a store and ask for a match. Several will, in all probability be willingly given, but such a method is even more repugnant to delicate sensibilities, with reason indeed, for it certainly is taking a most unwarranted advantage of the storekeeper's courtesy.

"Again he may go into a store and buy a cigar, in which case he will not feel the same delicacy about asking for a match or two. But he may have no use for another cigar, and it may reasonably revolt the mind of the economic business man to pay ten cents or so for a mere light. Finally, he may go into a store and buy a box of matches, just like any other merchandise. This would seem to be the obvious course, yet it is often the last adopted. Here is an opening for the grocer. In other countries matches are regularly sold over the counter just the same as cigars or tobacco, usually in small boxes convenient for the pocket. Of course the explanation is to be found in the lordly attitude of the Canadian and American storekeepers with regard to transactions of a cent or two; but now that the round sum idea is so often abandoned in fixing the retail prices of popular cigars, there seems to be no good reason why the penny procured by the sale of a box of matches should be scorned, especially when the convenience of the smoking public is so vitally involved.

Used Tobacco for 94 Years.

One hundred years old, sixty-seven years a resident of Iowa, and ninety-four years a user of tobacco, is the record of Mrs. Moses Fountain, of Corydon, Iowa.

Mrs. Fountain has used tobacco ever since she was six years old. She has the best of health for one of advanced years; fair eyesight, good hearing, a wonderful memory and a conviction that tobacco is one of the great aids to longevity.

"I've had folks tell me I might have been one hundred and twenty-five years old now if I hadn't ever used it," she says, "but somehow I doubt if they know."

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

PAYNE'S WAY

of making Customers is a safe way—for the Customer. Think of being able to get your money back if you can't sell the goods!

We send you 1000 Cigars, assorted any way you like, on usual terms, express paid. After 3 months, if you have any unsold stock and wish your money back, send back the goods and get Invoice price for them.

Pebble for a 5-center, and Pharaoh for a 10-center are the two lines we particularly urge.

J BRUCE PAYNE, LIMITED, Maker

GRANBY, QUEBEC

Letters to Tom, the Grocer.—No. I.

HAMILTON, March 24, 1905

Dear Tom:

Keep paid up. Some men wouldn't pay their accounts at all if their creditors were careless and didn't ask for payment. It hurts your manhood when you don't pay your debts, and your manhood is your best business asset.

By the way, keep **T. & B.** Smoking Tobacco (the 10-cent size). Will forward. It does you good and stamps you as a good grocer.

Yours truly,

GEO. E. TUCKETT & SON CO., LIMITED.

Per J.

Notes of the Trade.

The National Cigar Co., of Toronto, have moved to Brantford.

N. B. Burks, tobacco dealer, Hespeler, has sold to M. Krug.

John Canton, cigar dealer, Carman, has sold to Mr. Lougheed.

J. King, cigar dealer, Portage la Prairie, has sold to B. McCutcheon.

The Consumers' Tobacco Co. have commenced the work of stemming in their Leamington factory.

A meeting of the creditors of J. Rooney, fruiter and tobacconist, Montreal, was held on Mar. 20.

The stock of the estate of G. T. Pendergast, tobacconist, Toronto, has been sold to J. C. Palmer.

The Ontario Cigar and Tobacco Co., of Waterloo, has moved to commodious new quarters in Division street.

The McAlpin Consumers' Tobacco Co.'s raw leaf warehouses in Leamington were partially destroyed by fire last week.

The Tuckett & Sons Mfg. Co., Hamilton, have issued invitations to the members of B Company, 13th Regiment, for a supper to be given at the Osborne House. A good time is assured. A fine programme will be carried out. The prizes won during the season will also be presented.

SWEET CAPORAL



CIGARETTES
STANDARD OF THE WORLD
Sold by all Leading Wholesale Houses.

Royal Egyptian Cigarettes

Rich in Flavor
Copious in Value
Great Sellers

All First-class Grocers should have them

J. M. Fortier, Limited, Manufacturer, Montreal

Experiment.
Try new things, new ways.
Conservatism is costly. It doesn't belong to the progressive grocer.
Have you given

McALPIN'S TOBACCOS

a chance to demonstrate their selling qualities?
Remember that when you sell McAlpin's Tobaccos you make an extra profit, and at the same time give a thoroughly good article. "It's in the flavor."

WM. BRAID & COMPANY



TEA AND COFFEE IMPORTERS

The Big Tea and Coffee House of the Great West

We are the largest importers of Teas, Coffees and Spices in the Canadian North-West. We deal in them exclusively, therefore are in a position to take care of your smallest orders or handle your largest ones—Satisfaction guaranteed.

VANCOUVER, B. C.

Write us for samples and quotations.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

March 23, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—

Bee" brand, 48 5c. pkgs., per case	$1 75
" " 27 10c. pkgs, "	2 00
" " 10 25c. pkgs, "	1 75

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
doz	10c.	$0 85
doz	6-oz.	1 75
1 doz	12-oz.	3 50
doz	12-oz.	3 40
doz	2½lb.	10 50
doz	5lb.	19 75

JERSEY CREAM BAKING POWDER.

¼ Size, 5 doz. in case	$0 40
½ " 4 " "	0 75
1 " 3 " "	1 25
1 " 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$ 45
OceanBaking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

MAGIC BAKING POWDER.



Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz $2 25

HOME BAKING POWDER, CO., MONTREAL.

Sizes.	Per doz.
2 doz. case ½ lb	$2 40
1 " 1 lb	4 75

1 to 5 cases, 5 per cent.
5 to 10 cases, 10 per cent.



EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

"BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	$3 50
" " 36 10 "	4 00
" " 24 16 "	4 50
"Beaver" brand, 24-16 pkgs	4 80

Blue.

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammotb, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb:	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10



J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each ..... per lb. 16½c
"Sappbire"—14-lb. boxes, ¼-lb. pkgs. per lb 12½
"Union"—14-lb. boxes, assorted, 1 & ¼-lb. pkgs. per lb. 10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ¼ gross, 2 oz., or ½ gross, 4 oz.



JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

Bee" brand, 5 oz., cases, 60 pkgs	2 25
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 45
" 5-doz. 10c. "	0 90

Boeckh's Brooms.

Bamboo Handles,	A, 4 strings	$4 50
" "	B, 4 "	4 20
" "	C, 4 strings	3 95
" "	D, 4 "	3 70
" "	F, 4 "	3 40
" "	G, 3 "	3 10
" "	I, 3 "	2 70

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	0 18½

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins ..... per doz.	$6 75
" ½-lb. tins ..... "	3 50
" ¼-lb. tins ..... "	2 00
" fancy tins ..... "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ¼-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ¼-lb. tins, doz.	2 52

WOULD YOU LIKE

By this, we don't mean to become wealthy in a month—but—to build up your business by selling **JAMS** that show you a good profit and which, at the same time, give your trade an article that is as good as the best.—

—A Jam that they will always come back to you for.

You can do this by selling a good, reliable, A1 Jam.
—Such are—

BATGER'S

Made in England

TO MAKE MONEY?

ROSE & LAFLAMME,
MONTREAL.

Are you open for a profitable deal?
If so, we would like you to buy

PATERSON'S
Worcestershire
SAUCE

You can make money with it. It gives you more profit for less labor than any other similar article.

ROSE & LAFLAMME,
Agents, Montreal.

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 30
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, 1lbs	$1.75
Orange, white and almond, ½-lbs	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, 1lbs	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ¼-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb tins, 4½ doz. to case	per doz.,	$ .90
½ " " 4 " "	"	2.40
½ " " 2 " "	"	4.75
1 " " 1 " "	"	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.



	Per lb.
Mott's Broma	$0 30
Mott's Prepared Cocoa, ⅛s and ¼-boxes	0 28
Mott's Breakfast Cocoa, ½s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26
Breakfast cocoas, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoas—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44

Sweet chocolate powder—
6-lb. boxes, 12 boxes in case, ½-lb. tins. 32c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 34c.

Premium chocolate—
6-lb bxs., 12 bxs. in case, ½-lb. pkgs. 33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 35c.

Medallion sweet chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs. 44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 44c.

Milk chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs. 35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 35c.

Vanilla sweet chocolate—
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs. 32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 32c.

Tid-Bit chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 30c.
in case, ½-lb. pkgs. 30c.

Diamond sweet chocolate—
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs. 23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs 23c.

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65





Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20





TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream, per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70
"Beaver" coffee, 24-1 lb. pkgs	4 80
"Sun" brand, 25 and 50 lb. tins—	
Gem, roasted or ground	0 30
Extra, "	0 26
Fine " "	0 22
Fancy " "	0 18
"Beaver" (ground only compound)	0 15

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1F

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 6
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	1[illegible] 00
Small size	"	1½ 00
Roquefort—Large size	"	2 40
Small size	"	1 40

RECKITT'S BLUE and ZEBRA PASTE {Always gives your Customers Satisfaction.

"Crown" brand Table Syrup

stands at the head of all Canadian syrups as it has no equal for **purity, flavor, body and healthfulness**

The desire among consumers is turning towards a Maple-flavored Syrup having the healthful qualities of "Crown" Brand Corn Syrup. We can supply those who desire a maple-flavored article similar to "Crown" brand—write for prices.

No more seasonable line can be placed on sale now.

For sale by all jobbers.

Ask for "Crown" brand.

MANUFACTURED BY

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

63 Front St. East, TORONTO, ONT.

Works: CARDINAL, ONT.

164 St. James St., MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
doz. packages (12 to a case)	0 75
doz. packages (12 to a case)	0 95

Cleaner.



	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Age

The Davidson & Hay, Limited, Toronto

Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

	Per doz.
" " 5 doz., at.	$ 1 40
" " 1 doz., at.	1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 06½
7 and 14-lb. wood pails per lb.	0 06½
30-lb. wood pails "	0 06½
Pure Fruit Jellies—	
12-oz. glass jars, 2 doz. in case per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—	
1-lb. glass jars (16-oz. gem) 2 doz. in case per doz.	1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate per lb.	0 09

Liocrice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper per lb.	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5-lb. boxes per lb.	0 40
"Acme" pellets, 5-lb. cans per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz	$ 3 60
3 cases "	3 50
5 cases or more	3 40

Matches.

UNITED FACTORIES, LIMITED. Per case.

Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

Parlor—	1 case.	5 cases.
Imperial	$5 75	$5 50
Best	3 75	3 50
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

OOLMAN'S OR KEEN'S.

D.S.F., -lb. tins per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar per jar.	0 75
" 1-lb. jar "	0 25
F.D., ¼-lb. tins per doz.	0 85
" ½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
¼-lb. tins per lb.	$ 0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
¼-lb. tins per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars per jar	0 70
1-lb. jars "	0 25



Orange Meat.

Cases, 36 15c. packages...$4.50
5 case lots.... 4.40 (Freight paid.)
Cases, 20 25c. packages... 4.10
5 case lots.... 4.10 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½

Piokles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints) per doz.	$ 2 30
Corked " "	1 90

Soda.

OOW BRAND.



Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. "}	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND.

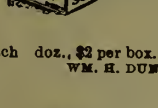
"Bee" brand, 8 oz., cases, 120 pkgs.	Per case
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	$2 75

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

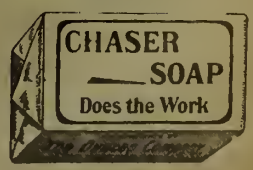
Maypole soap, colors per gross	$10 20
" black	15 30
Oriole soap	10 20
Gloriola soap	12 00
Straw hat polish	10 20

BABBITT'S.



Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes a freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, bxs each doz., $2 per box.

WM. H. DUNN AGENT.



You'll Have to Hurry!

NEARLY ALL SOLD!

We haven't very many left. The book—

100 Good Ads for a Grocery Store

is finding its way to a good many grocers who want good ads at the smallest cost of time and trouble.

Sent for approval. If you keep it send $1.00; If you don't keep it, then we'll get it back.

THE CANADIAN GROCER, 10 Front St. E., Toronto.

CHASER SOAP.

1 case $2 40
Special quotations for quantities.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 04½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
"Bee" brand starch—	
" laundry, 64-12 oz. pkg. per case	$5 00
" " 32-12 " per ½ "	2 50
" corn starch 40-16 oz. pkg. " "	3 00
"Sun" borated starch, 40-16 oz. pk. per case	3 00
" borated starch, 50 box. 100 lb. keg	0 06½
" laundry " 50 " " " "	0 05½
"Gem" " " 100 & 200 lb. kegs	0 05½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch— 1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry— 3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. orystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch— Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch— Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn— 1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn— 1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch — 1-lb. packages, boxes 40 lb.	0 07

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb.	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½



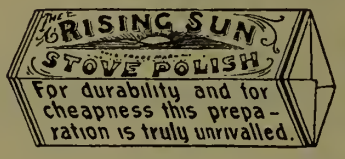
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

SAN TOY STARCH.

100. pkgs, cases 5 doz., per case.... 4 75

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



DUNN GENT.



Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 80
Blackene, 5-lb. cans, per lb.	0 10
Enameline stove dressing, per doz.	0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label— 2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10
(10 and 20 lb. tins have wire handles.)	

"BEAVER" BRAND. Per case.

1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 60

SMALL'S BRAND—Standard. Per case.

1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 30



Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. / " " 30 1-lb.	0 35
" " 120 ¼-lb.	0 36



LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCHAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 40
" III 80-lb. boxes	0 36½
EMD AAA Japan, 40 lb " at	0 32½
" AA " 40 "	0 30
Blue Jay, basket fired Japan, 70 lbs.	0 27½
"Condor" IV 80-lb. "	0 32½
" V 80-lb. "	0 27½
" XXXX 80-lb. boxes	0 23½
" XXXX 30-lb. "	0 24½
" XXX 80-lb. "	0 21
" XXX 30-lb. "	0 22
" XX 80-lb. "	0 19
" XX 30-lb. "	0 20
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

Black Teas—"Nectar" in lead packets	
Green Label.....retails	0 26 at 0 20
Chocolate Label.... "	0 35 at 0 25
Blue Label..... "	0 50 at 0 36
Maroon Label..... "	0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb.	0 42½
" " —Maroon, 1-lb.	0 50
" " —Maroon, 1-lb.	1 50
"Condor" Ceylon black tea in lead packets	

Green Label, ¼s, ½s and 1s, 60-lb. cases.....retail	0 25 at 0 20
Grey Label, ¼s, ½s and 1s, 60-lb. cases.....retail	0 30 at 0 23
Yellow Label, ¼s and 1s, 60-lb. cases.....retail	0 35 at 0 26
Blue Label, ¼s, ½s and 1s, 50-lb. cases.....retail	0 40 at 0 30
Red Label, ¼s, ½s and 1s, 50-lb. cases.....retail	0 50 at 0 34
White Label, ¼s, ½s and 1s, 50-lb. cases.....retail	0 at 0 40

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 ..... per lb.	0 35
No. 2 ..... "	0 30
No. 3 ..... "	0 25
No. 4 ..... "	0 20
No. 5 ..... "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 39
" Amber, 8s. and 3s.	0 60
Chewing—Stag, bars, 10½oz.	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s.	0 44
" Currency, 12 oz bars, 12s.	0 47
" " 6½s. and 12's.	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½oz bars, sp'o'd 6½	0 61
" Pay Roll, 7s and 6½s.	0 [illegible]
" Fair Play, 8s. and 13s.	0 [illegible]

Vinegars.

E. D. MARCHAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20
Special prices to buyers of large quantities	

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals	$5 45 $10 95
" casks, 60 "	10 25 22 40
Bottles, cases, 3 doz.	3 25 4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90
1 case 50 5c. packages free with 5-case lots	
Freight prepaid.	

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz
Washboards, Victor	$1 30
" Crown	1 35
" Improved Globe	1 50
" Standard Globe	1 60
" Original Solid Globe	1 80
" Superior Sld. Bk. Globe	1 95
" Jubilee	1 90
" Pony	0 90
Diamond King (glass)	2 90
Tubs, No. 0	11 25
" " 1	9 00
" " 2	8 00
" " 3	7 00
Pails, No. 1, 2 hoops	1 85
" No. 3, "	2 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz.	1 05
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " 3 doz. 5c.	1 00
" " 3 doz. 10c.	1 80

Try a barrel of

WILSON'S PURE REFINED CIDER

if you want the best.

Ask for it. Take no other.

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W. H. WILSON CO., LIMITED
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CANE SUGAR SYRUP

We have a very fine lot of Choice Pure Cane Sugar Syrup, bright, sweet and heavy.

In Barrels, Half-Barrels, 2-lb., 3-lb., 5-lb., 10-lb. Tins.

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BY JOHN H. BLAKE, TEA EXPERT

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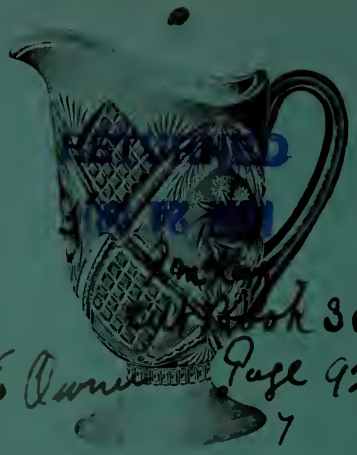
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The Best Grocers make a point of Keeping it always in Stock.

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It doesn't matter if you've never handled glassware. This line sells itself.

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Pickles, Jams, Marmalade

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Preserved Provisions

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Sales are increasing all over Canada.
New Buyers are cropping up everywhere.
You cannot afford to be without

ROBINSON'S PATENT BARLEY



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ZEPHYR CREAM SODAS

They Can't be Beat

HANDLE NO OTHERS IF YOU DESIRE TO KEEP AND EXTEND YOUR TRADE

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has produced more satisfied customers for the grocer than any other.

It is a cough remedy and a tonic combined ; cures the cough and restores the general health, and always leaves its users feeling better.

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MATHIEU'S NERVINE POWDERS
may be recommended as a safe and sure cure for headache, etc.

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Y. & S., SCUDDER and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

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Illustrated Catalogue on request.

"Quality is our first consideration."

For over **30 years** we have made **Coffees** and **Spices** a close study. Everything relating to the preparation of these goods with a view of giving the Best that is in them has been our aim and study. We claim we know these goods. As a test, send for a sample of our **high-grade Coffees**

A. M. PIPER & Co.,
116 Jarvis Street, TORONTO, ONT.



Paid For Itself.

C. WILSON & SON, Limited, Scale Manufacturers,
TORONTO. HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

I have used your **BALL-BEARING COMPUTING SCALE** for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

Yours truly, ———

One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

C. WILSON & SON, Limited, TORONTO.



Wisdom !

You want no sermons—no advice. We'll give you neither. Let the one word "Wisdom" speak for itself as applied to your purchases. "Wisdom" and "goods of highest quality" tell their own tale to the successful grocer with a large fat balance in the bank.

Griffin & Skelley's Dried Fruits

Apricots, Peaches, Pears, Nectarines, Dried Plums, Prunes and Raisins. Clean, high-grade fruit, packed with the greatest care. Weight, quality and looks are always *right* in the "Griffin" Brand. You make no mistake in buying it.

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Made only from the real Taganrog Russian Wheat—no other wheat produces quality so superb. Full weight—unvarying quality. Every package tastefully packed and labelled.

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Best and goes farthest—always produces sure results. Oldest and most trustworthy. Quality always the same—always *highest* quality. In powdered and shredded form.

Sold by leading wholesalers.

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COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

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Grocery Brokers and Agents.

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A Perfect Article. Sell it. Insist upon having McDougall's.

D. McDOUGALL & CO., Glasgow, Scot.

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KILLS {Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W

TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

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is again here, and with it comes the housecleaning season, causing an increased demand for blacklead.

JAMES' DOME

doesn't make any dust; this is an item in housecleaning. The best blacklead that can be bought.

W. G. A. LAMBE & CO., Canadian Agents. ***Keep up your stock.***

CAPSTAN BRAND

HIGH-GRADE TOMATO CATSUP



Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see our travellers' samples.

The Capstan Mfg. Company

TORONTO, ONT., CAN.

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Delightful to read by.

Gives the Light of 100 Candles and Costs Less Than Coal Oil.

No smoke or smell. The whitest, clearest, softest light for reading or sewing. The different styles are suitable for store, church or home. SATISFACTION GUARANTEED. Catalog on Request.

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The insistence of leaders in the grocery trade in all parts of the Dominion in offering

"Sterling Brand" Pickles

to their most fastidious customers is one good proof of the superiority of these famous Canadian-made Pickles. Grocers know they must cater to the taste of their customers. They know how serious it is to blunder in this respect. A mistake is never made when they offer customers pickles marked "STERLING."

Made in Canada by

THE T. A. LYTLE CO.

LIMITED

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CEREBOS TABLE SALT

Used like Common Salt, but contains the Vital Phosphates of Whole Wheat.

USED IN ALL THE ROYAL HOUSEHOLDS AND ALL THE BEST HOTELS AND FAMILIES IN EUROPE.

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So much can be said that is good of

Japan Teas

their delicious flavor, beautifully clear liquor, delicate aroma, healthful and nourishing qualities.

But the **Best Argument** is their "profitable selling qualities"—that is a matter of vital consideration for every grocer whose customers have to be satisfied.

Did you ever try a **Japan Tea** with your Best trade? If not, an experiment will convince you of their superiority over all other kinds, black or green.

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THIS SHOULD SETTLE IT

Any retail grocers that are handling any of the cheaper grades of compound we will be pleased to send them as small a quantity as 1-20 pound wood pail of our ***Boar's Head Brand Refined Lard Compound*** as a means of having them test the superior quality of our goods as follows:

Place the ***Boar's Head Brand Refined Lard Compound*** together with the goods you are selling in a warm place and keep them there for a period of ten days, at the conclusion of which time you will find that the ***Boar's Head Brand Refined Lard Compound*** is in good condition and neutral in odor, while the cheaper grade of Compound will have an objectionable tallow odor. ***Boar's Head Brand Refined Lard Compound*** will keep neutral under the same conditions that any other cooking grease will become rancid, four or five times as long.

Tierces -	400 lbs.	Pails, tin -	10 lbs.
Tubs - -	60 lbs.	" " -	5 lbs.
Pails, wood	20 lbs.	" " -	3 lbs.
" tin -	20 lbs.		

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Saves Time, Lessens Labor and Increases the Coffee Trade

Because clerks will try to sell coffee when not compelled to grind by hand

25 to 50 lbs. of Coffee can be ground FOR ONE CENT

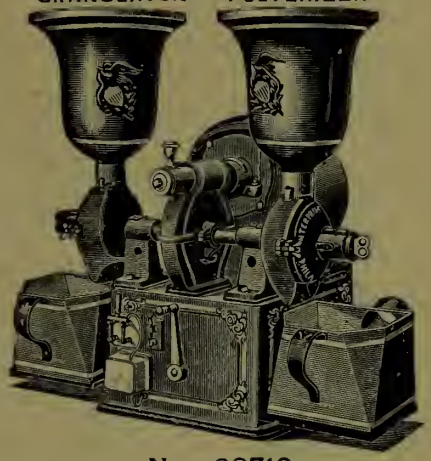
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Height 81 inches *Width 32 inches*
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PRICE ON APPLICATION

Grinding Capacity
Granulating, 2 pounds per minute
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Capacity of Iron Hoppers, 6 lbs. of Coffee
Capacity of Nickel-Plated Hoppers, 7½ lbs.

1/2

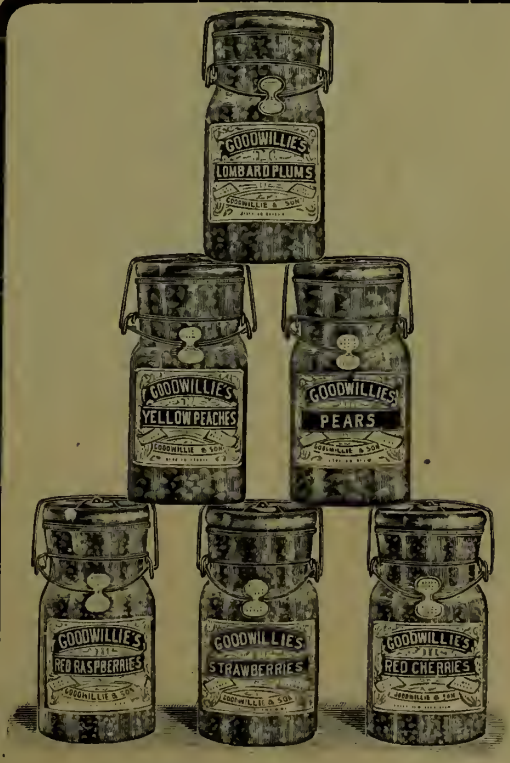


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has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, - Montreal



You Know Them

So Do Your Customers

Everybody Knows Them for their Delicious Flavor of the Fresh Fruit

"KNOWLEDGE"

ROSE & LAFLAMME
MONTREAL

Make
Your Tea Trade
Centre Round

CEYLON TEAS

The Good Teas
for the Anglo-Saxon
Peoples.

FISH and OYSTERS
WHOLESALE.

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If you have Money to Burn

Why! Go burn it. There is 10 times more satisfaction in burning money than in losing it in driblets, through carelessness of clerks, or disputed accounts. Who that has "pass-book" customers has not had accounts disputed and partially repudiated? The best way to avoid all complications and misunderstandings is as follows:

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for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

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WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT



¾-lb. tins—3 doz. in case.

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OAKEY'S 'WELLINGTON' KNIFE POLISH
The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
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"Queen Quality" Pickles

Mixed and Chow
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Our Sweet Pickles do not Sour, and our Sour Pickles do not Mould.

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LIMITED
Owen Sound, Ont.

STRONG
DURABLE
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POROUS
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CHEAP

General Stores
Our assortments of Flower Pots are exactly suited to your needs.

NO. 1 ASSORTMENT - $5.10
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Ready Crated for Rush Orders.

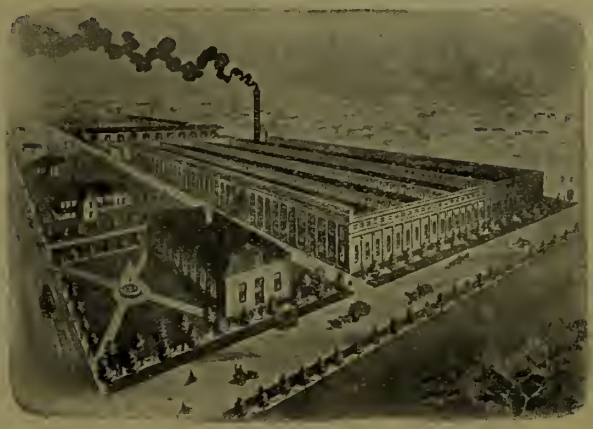
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(Worcester)
Sauce

Write for list and particulars to

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ALL
BOWSER SELF-MEASURING OIL TANKS
are sold under our positive guarantee that they will prove durable and exactly as claimed for them.

YOU HAVE A RIGHT

to ask before you buy what that guarantee amounts to.

You will readily see by looking at the above cut or by referring to Dun or Bradstreet, that WE are in position to make good our guarantee. We are not experimenting, but are putting out the best goods possible to make and behind which we put our entire plant. You take no chances in ordering a

BOWSER OUTFIT

It is the only economical, convenient, clean and satisfactory method of storing and handling your oil.

It will save you oil, time, labor and money.

Write now for Catalog "B"—it will cost you nothing.

S. F. Bowser & Co., 530 Front St. West, **Toronto, Ont.**

GROCER REFRIGERATORS

The Best Finished and Most Up-to-Date Grocer Refrigerator on the Market.



FOR SALE BY ALL DEALERS WHO HANDLE BRANTFORD REFRIGERATORS, OR BY THE MAKERS

Write for descriptive circular.

HAM & NOTT CO., LIMITED, Brantford, Ont.

FOUR STRONG POINTS

about WALKER BINS



1—They make an ideal store arrangement.
2—They economize space.
3—They afford clean and attractive interior displays.
4—They facilitate quick handling of goods.

BOOKLET GIVES FULL PARTICULARS. WRITE FOR IT.

The Walker Pivoted Bin and Store Fixture Co.

Factory, BRAMPTON. Head Office, TORONTO.

The Best Means for Protection
IS A NATIONAL CASH REGISTER

READ WHAT THE DIRECTOR OF CONCESSIONS OF THE WORLD'S FAIR SAYS

DAVID R. FRANCIS, PRESIDENT WM. H. THOMPSON, TREASURER WALTER B. STEVENS, SECRETARY

WORLD'S FAIR, ST. LOUIS
1904
LOUISIANA PURCHASE EXPOSITION
DIVISION OF CONCESSIONS AND ADMISSIONS

NORRIS B. GREGG,
DIRECTOR

OFFICE OF THE DIRECTOR

ST. LOUIS, U. S. A. December 5, 1904.

Gentlemen:

After careful consideration of all other systems for handling cash, it was decided that, for the quick and accurate accounting of the daily receipts, the concessionaires on the grounds of the Exposition should use the NATIONAL CASH REGISTERS.

We are entirely satisfied with the working of the one thousand or more registers which were in use on the Exposition Grounds.

Your machines furnished information and protection to both the concessionaires and the Exposition Company which could not have been obtained in any other way.

We believe the NATIONAL CASH REGISTER is the best means of protection to all concerned wherever cash is handled.

Very truly yours,

Norris B. Gregg.

National Cash Register Company,
Dayton, Ohio.

Director of Concessions and Admissions.

LOOK AFTER IT.

It's a good line. And becoming more popular every day.

CONDENSED GOODS

MILK, CREAM, COFFEE, COCOA.





The quality of these goods is conceded by everyone that has used them. It pays well, too; clean handling. Are you getting your share of it? These brands not only ensure you holding your present trade, but on account of the general satisfaction given by their use, will help secure new business.

AGENTS:

W. G. A. LAMBE & CO., TORONTO.

GRANT, OXLEY & CO., HALIFAX, N.S.
F. H. TIPPET & CO., ST. JOHN, N.B.
J. A. TAYLOR, MONTREAL.
NICHOLSON & BAIN, WINNIPEG.
NICHOLSON, BAIN & JOHNSON, CALGARY.
MARTIN & ROBERTSON, VANCOUVER and VICTORIA.



One of the 57

HEINZ MUSTARD DRESSING

It would be a capital thing to push this variety at this time. As a fish sauce it is unexcelled. Appreciated in Lent and all times when fish is an article of diet. For Spring trade when salads begin to rise in importance it is worth setting out prominently. Not a mayonnaisse but a dressing of a delicate, exquisite mustard flavor.

H. J. Heinz Company
Pittsburgh, U.S.A.

HEINZ

LOOK OUT!

Now is the time you will be asked to buy

MAPLE SYRUP

Look out! See that you get it **PURE.** Don't run any chances with the inspectors of the Inland Revenue Department.

We deal direct with the best sugar and syrup farmers, and what we sell is **PURE, TRUE, GENUINE MAPLE SYRUP.**

WE WANT YOU TO TRY US.

Write for particulars.
We want your confidence as we want your trade.

THE GRIMM MFG. CO.

Manufacturers of Champion Maple Sugar Evaporator and Maple Sugar Makers' Supplies

MONTREAL

A SELLER

COPPER KING WASH BOARD

Extra Heavy Electro-Plated Zinc—Will last four times as long as the ordinary board.
A ***handsome, very durable*** Board—Will delight your customers and bring repeat orders
Freight paid on five dozen lots as far north as North Bay.

Ask our Travellers about this.

W. H. GILLARD & CO., HAMILTON

Wholesale Grocers, Tea and Coffee Importers.



WOOD'S

"Be sure you are right, and then go ahead," is the straight, sure way to build up business. A record of 25 successful years makes these Coffees well worthy your confidence and study.

BOSTON

They comprise what is best in the Coffee line from all parts of the world, and are selected with all the art and deftness of the expert and connoisseur. People demand better Coffee than they formerly did, without paying more. Haphazard trading does not suit them. Don't risk experiments. Be sure you get the best at 428 St. Paul Street, MONTREAL.

COFFEES

When a customer asks for Baking Soda, what do you sell? Why not be fair and give them the

"COW BRAND"



sold only in packages? Why, isn't it easier for you and your clerks?

Why, isn't it more satisfactory every way?

We're not leaning on sentiment. It's a matter of plain business. You run no risk at all with our guarantee on every package.

JOHN DWIGHT & CO., Manufacturers

MONTREAL

IVORINE

The name is suggestive of the finish secured through the use of

IVORINE
COLD WATER
STARCH

It is a starch the grocery trade can sell profitably, and with entire satisfaction to their discriminating trade.

St. Lawrence Starch Co., Ltd.

Port Credit, Ont.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Kirkwood specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

Edited by John C. Kirkwood, TORONTO.

SUGGESTIVE ADVERTISING.

EVERY man his own thinker—if it were only so! How different is it in this day of light and reason! Instead of men and women thinking out things for themselves, there is a leaning, a dependence upon other people. Teachers think for their scholars, preachers for their hearers, politicians for the masses. Encyclopedias have the wisdom of the world gathered conveniently for the man who would know much at the smallest cost of time and thought. Men have no time to think, they say,—that is, for themselves; their thinking is for other people, to reduce other people's discomforts, to add to their leisure, to provide enjoyments.

LENT IS HERE

And McCrea's great variety of Fresh and Salt Fish offers an easy solution of the problem.

You can have a change every day, and still practice economy by always leaving your order at The Noted Tea Store and China Palace.

Fresh Sea Herring .... 35c. per doz.
Fresh Smelts .....15c. per lb.
Haddie.....10c. per lb.
Flounders .....10c. per lb.
Large Bloaters.....50c. per doz.
1 Pound Blocks of Cod Fish.....10c. each.
1 Package Dessicated Cod Fish....10c. each.
Blue Point Oysters (in the shell)....20c. per doz.
Fresh Trout and Whitefish, Fresh Oysters, Salt Herring and Trout, and Red Herring.

Kindly order as early as Possible.

We prove our Advs. The Noted Tea Store and China Palace.

J. A. McCREA

Phone No. 48 - No. 2 Day's Block - Guelph.

Here is a woman whose complexion is her pride. How shall she maintain it? And some one else answers her question with soaps and cosmetics declared to be sufficient for her need. There is a man troubled with the thought of the future of his family; will he be able to leave them well-provided for on his modest earning in the lifetime that Providence may allot him? And an insurance company answers his question, and gives him peace of mind by selling him a life-insurance policy. Christmas comes, the season of gifts. What shall husband give wife, the lover his betrothed? And the jeweler answers the question in a catalogue. The home, the fireside, is the dream of those whose chief joys are domestic in character, and the makers of musical instruments tell of the power of music to satisfy the deep cravings of the soul. And so it goes on throughout an endless chain of needs, fancied or real, of human kind—sanitary appliances, furniture, lighting devices, office fixtures, medicines, wearing apparel, pleasure and health resorts, literature and art, beverages and foods. Thus man makes his thinking a means of livelihood rather than of culture, and his constant endeavor is to find a market for his thoughts. True, he deals in substantial commodities, but these are but the visible expression of his thinking. To suggest powerfully to an inquiring world the merit of his answer to its desires, is his supreme aim, and his advertising is framed to stimulate desire, to direct consumers his way.

This dependence of people upon others is at once the reason for and the hope of advertising. The more highly civilized the world becomes, the greater will be the reliance of men and women upon their fellows; the greater, therefore, will be the field for advertising, for suggestive advertising.

A specific application of the truth contained in the foregoing is the campaign being carried on at the present time in the advertising columns of The Canadian Grocer and in the daily and weekly papers of the Dominion, by the firms dealing in salt and prepared fish. In a recent issue of The Grocer, I find, by referring to the Classified Index, no less than twelve wholesale and jobbing firms advertising fish. And among these are four whose sole commodity is fish. Twelve guns, four of which are constantly in action, trained on the retail grocery trade of Canada, are sure to break down the walls of indifference to the importance of fish as an article of merchandise. Many grocers have been induced during the past year or two to give a large place to fish, fresh, salt, prepared and canned, in their stores, with profit to themselves and with advantage to their customers. The minds of both distributers and consumers have been directed as never before to fish as an article of food, and one is safe in saying that "fish for Fridays" will disappear from the household calendar, to be replaced by "fish for all days."

The fish counters in the stores of a growing number of grocers suggest to every visitor fish for supper; for breakfast, for dinner; and to inlanders fish is an ever-welcome change from meat. Time was, not so very long ago, when fish on many tables was a comparatively rare provision, limited to the juveniles' Spring catches and the boom of the Lenten season. Now, fish is bought freely from January to December.

FISH FOR LENT

Quite apart from its religious aspect, the Cath lic Church's rule of a fish diet during Lent is excellent from a health standpoint. Medical authorities all agree that an extended diet of fish is one of the best things in the world to purify the system.

People are waking up to the fact more and more. They are eating more fish and less meat, and drinking less blood bitters. Especially in cities where fish is easy to get. Trouble is that fish is harder to get in the country.

During Lent, however, I shall have in a constant supply of Fresh Fish at reasonable prices—

Whitefish — Trout —Pickerel—Sea Herring—Finnan Haddie.

Cut out patent medicines. Try fish. The result will surprise you. It will clear your head and string up your muscles.

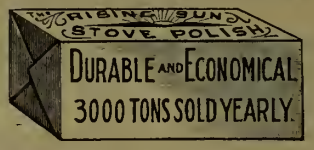
MARTIN - Myrtle Station.

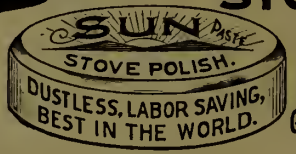
I sell Everything, and won't "sell" you.

This altered condition of affairs is attributable to the stimulus of the exclusive fish dealers in the first place, and joined to their efforts the help given by the jobbers and retailers. The retailers, as coming closest to the consumer, are first-class agents in the matter of increased fish consumption. Just at this season it is but natural to give fish particular prominence, and I am glad to be able to reproduce one or two advertisements sent in by retailers of Ontario. I should like to think that there are countless grocers throughout Canada doing equally good advertising.

RISING SUN STOVE POLISH and SUN PASTE STOVE POLISH

IN CAKES
WELL KNOWN AND RELIABLE.





IN TINS
GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers ; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

Business Changes

ONTARIO.

P. GARLAND, general merchant, Hintonburg, has offered to compromise at 30c. on the dollar.

Cowan & Co., grocers, Ottawa, have sold out.

C. E. Walker, confectioner, Windsor, has sold out.

C. B. Burr, grocer, Bothwell, has sold to F. Moulton.

S. C. Hill, general merchant, Munster, is succeeding N. Tremble.

D. McBeath, general merchant, Blyth, has sold to G. M. Chambers.

The assets of B. Willis, general merchant, Lanark, have been sold.

Mr. Schrag, Zurich, has sold his flour and feed business to C. Fritz.

The Battle Creek Health Food Co., Toronto, have obtained a charter.

Lou & Co., grocers, Toronto Junction, are offering their business for sale.

Henry & Miles, grocers, Keewatin, have been succeeded by Henry Bros.

There was a meeting of creditors of T. J. Horrocks, cigar-maker, Toronto, March 24.

A. J. McDougall, general merchant, Watson's Corners, has been succeeded by Paul & McLaren.

W. M. Boyd, general merchant, Kagawong, has assigned to R. Lee; meeting of creditors April 7.

M. J. Christie & Co., general merchants, South Mountain, have assigned to R. S. Cline.

B. J. Michener, general merchant, Welland, has taken A. L. Current into the business.

Doyle & Son, grocers and florists, Woodstock, have sold their business to H. Canfield & Son.

J. E. McIntyre, grocer, Oil Springs, will open up business in the store lately vacated by F. Allingham.

A. McLean, general merchant, Paisley, has assigned to C. S. Scott, Hamilton; meeting of creditors April 3.

Young & Trelevan, general merchants, Dungannon, have dissolved partnership; S. G. Young continuing in business.

W. Allison has bought out R. Holland, general merchant, Pennville. Mr. Holland has returned to the teaching profession.

R. E. Pickard, general merchant, Hensall, has sold to Wm. Bawden, of the firm of Bawden & McDonell, Exeter. The business will be in charge of S. Bawden and W. Cook.

D. Simpson & Co., have taken over the business of W. T. Dunbar, general merchants, Pickering, and will continue business in the old stand.

QUEBEC.

S. Hyman, tobacconist, Montreal, is dead.



Mr. H. C. Hamelin, Lauder,
First Vice-President Retail Merchants' Association of Western Canada.

A. Drolet, confectioner, Quebec, has assigned.

E. Lupien, miller, Wickham W., has suffered loss by fire.

Royer & Fisette have registered as grocers, Sherbrooke.

J. D. Ostigny & Co., have registered as grocers, Montreal.

A. Beaudoin & Cie. have registered as tobacconists, Montreal.

E. Piquette, grocer, Montreal, has assigned to J. A. Vaillant.

A. Boucher & Fils, grocers, Montreal, have dissolved partnership.

Moras & Lehoulier have registered as general merchants, North Ham.

Laliberte & Dubois, fruiterers, Montreal, have dissolved partnership.

J. H. Lefebvre, general merchant, Howick, is asking for an extension.

Talbot & Larose have registered as general merchants, Thetford Mines.

Morris & Cie., general merchants, North Ham, have dissolved partnership.

Demers & Larose, general merchants, Thetford Mines, have dissolved partnership.

The assets of P. S. Hardy, general merchant, Chambly Canton, have been sold.

The assets of P. Therrien & Co., general merchants, St. Remi, are to be sold.

Bail, Normandin & Cie. have registered as general merchants, West Shefford.

Dillon & Peart have registered as wholesale provision merchants, Montreal.

C. Spector & Co. have registered as grocers and provision merchants, Montreal.

H. Drainville, general merchant, St. Barthelemi, has assigned to H. Lamarre.

F. X. Bilodeau has been appointed curator to G. Row, grocer, Franklin Centre.

W. W. Oughtred & Sons, general merchants, Marbleton, have dissolved partnership.

J. R. McFadden & Co., general merchants, Dudswell, have dissolved partnership.

N. St. Amour has been appointed curator to J. Rooney, tobacconist, Montreal.

N. Couture and E. Cantin have registered as proprietors of cheese factory, North Ham.

Savoie & Desmarais have registered as proprietors of butter and cheese factory, St. Nazaire.

The assets of C. B. Desrochers, confectioners and tobacconists, Montreal, have been sold.

V. E. Paradis has been appointed curator to I. Sigler, general merchant, St. Raymond.

F. X. Bertrand, grocer and liquor merchant, Fort Coulonge, have suffered loss by fire; insured.

The stock of G. Hayes, tobacconist, Quebec, is advertised to be sold by bailiff's sale March 31.

A. Lafontaine & Co., general mer-

A Clean Sweep

Requires a good Broom. Our travellers have samples of the finest lines we have ever carried. We want your orders and know you will be pleased.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton.**

The Nicest of all

English Condiments are

These goods are in store selling at low prices for the finest of all English Sauces.

SHARWOOD'S White Label Sauce, 1-2 pints

SHARWOOD'S Sweet Sliced Mango Chutney, Qts.

BY **JAMES TURNER & CO.**

HAMILTON

If you want to give your customers a treat send us an order for

TARTAN Peaches, Pears, Plums, Raspberries, Strawberries, etc.

THESE ARE THE FINEST GOODS PACKED. *ALL TARTAN* BRAND GOODS GUARANTEED BY

BALFOUR & COMPANY,

WHOLESALE GROCERS - - HAMILTON

West India Molasses

In tins to retail at 10c.

THOMAS KINNEAR & CO.

TORONTO AND PETERBORO

BEAUCE MAPLE SYRUP

IN PINTS, QUARTS, ½ GALLONS, GALLONS, 5 GALLONS AND BARRELS.

QUALITY FINEST

PRICE

IS WORTH GETTING—AND A POSTAL WILL GET IT FOR YOU.

A. F. MacLAREN IMPERIAL CHEESE CO., LIMITED
SOLE AGENTS, - TORONTO, ONT.

chants, Drummondville, have voluntarily assigned to V. E. Paradis.

W. Warcup and G. Kinnear have been registered as Warcup & Kinnear, general merchants, Kinnear's Mills.

L. Gosselin, grocer, Bedford, has been burnt out. The premises of M. McNamara have also been damaged by fire.

J. R. McFadden has registered under the style of J. R. McFadden & Co., general merchants, Bishop's Crossing.

The creditors of A. J. Brown, grocer, etc., Windsor Mills, have been requested to file their claims in Circuit Court, Sherbrooke.

NOVA SCOTIA.

Harris & Munn, tobacconists, Sydney, have dissolved partnership; Harris continues.

NEW BRUNSWICK.

A Pineau, general merchant, Acadieville, is dead.

W. J. Kent & Co., general merchants, Bathurst, have been incorporated.

The G. E. Barbour Co., wholesale grocers, St. John, have been incorporated.

PRINCE EDWARD ISLAND.

Mrs. P. B. Lewis, grocer, Alberton, is dead; husband continues in business.

MANITOBA AND N.W.T.

J. Wallace, confectioner, Moose Jaw, has been burnt out.

E. T. Boulton, confectioner, Carman, has sold to T. Howatt.

J. Neilly, general merchant, Kirkella, has assigned to C. H. Newton.

J. McCool, general merchant, Crossfield, has sold to W. Urquhart.

The J. Brown Co., general merchants, Neepawa, have been incorporated.

Smith Bros., general merchants, St. Bruno, have dissolved partnership.

Moffatt Bros., general merchants, Edrand, have dissolved partnership.

B. B. Gilbert, general merchant, Fleming, is endeavoring to sell out.

T. G. Denney, general merchant, Dubuc, has advertised his business for sale.

Campbell Bros., general merchants, Balgonie, are negotiating to sell out.

Krolick & Schroeder, general merchants, Grenfell, have dissolved partnership.

Letourneau & Son, general merchants, St. Eustache, have assigned to C. H. Newton.

Bush & McNichol, flour and feed merchants, Wetaskiwin, are giving up business.

Prout & Co., wholesale produce merchants, Winnipeg, have suffered loss by fire; insured.

We can interest you in

CANNED

BLUEBERRIES

THE FINEST GOODS PACKED.

—SEE OUR TRAVELLERS.—

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

S. S. Coulter & Son, flour and feed merchants, Winnipeg, have sold to A. J. Nelson.

H. M. Hillman, manufacturer of sausages, Winnipeg, has sustained loss by fire; insured.

I. S. Freeze & Son have bought out The City Grocery, Calgary.

British Columbia.

Mortgagees' sale of the stock of J. J. Gill, general merchant, Eden, is advertised for Mar. 31.

F. Harris, general merchant, Carman, has opened up business in the old stand of G. R. Hannah & Co

C. E. Hall, general merchant, Birtle, has assigned to E. F. Hutchings; meeting of creditors Mar. 21.

Tassell Bros., grocers, Winnipeg, who were burnt out a short time ago, are starting up in business again.

The stock of the estate of R. Enright, general merchant, Morris, was advertised to be sold by auction Mar. 25.

The stock of the estate of Hartry Bros., general merchants, Lyleton, was advertised for sale by auction Mar. 28.

The stock of the estate of The Francis Trading Co., general merchants, Francis, is advertised for sale by auction April 3.

BRITISH COLUMBIA.

A. E. Steele, general merchant, Trail, is offering to sell out.

H. J. Bourne, of Bourne Bros., general merchants, Revelstoke. is dead.

H. Schwab, baker and confectioner, Armstrong, has been succeeded by W. Shary.

KENTVILLE BOARD OF TRADE MEETS.

At the regular monthly meeting of the Kentville, N.S., Board of Trade on March 10th, the discussion had principally to do with the changing of the civic year, so that it and the finance year may be commenced at the same time. As it now stands, the financial year of the town, as in other businesses, ends in December, while the civic year ends in February. There would seem to be no sufficient reason why municipal elections should not be held before the end of the calendar year, as are the County Council elections. The existing conditions prevent any one administration seeing the absolute result of its work.

It was finally decided that the only way of getting rid of these conditions was through the Legislature, and it was therefore moved that resolutions to this effect be drawn up and sent to Halifax for presentation at the present session of the Provincial Parliament, and that copies be sent as well to each town council and board of trade in Nova Scotia.

RAW SUGAR FROM FIJI ISLANDS.

B. T. Rogers, manager of the British Columbia Sugar Refinery, has returned from the Fiji Islands, whither he went to investigate the possibilities for establishing a sugar mill for treating sugar cane It is believed that a crusher will shortly be erected as a result of Mr. Rogers' trip.

While in Fiji Mr. Rogers made arrangements for the supply of raw material for the Vancouver refinery. Last year his company bought 3,000 tons of sugar in Fiji, all of which was shipped by the Canadian-Australian liners, and many cargoes were received from Honolulu and Java. A sailing vessel is now on the way from Sourabaya with a cargo.

INCREASE IN CONSUMPTION OF TEA.

According to statistics supplied by Gow, Wilson & Stanton, London, North America took more British-grown tea last year than in 1903, the importations for the two years being 34,464,966 and 33,009,665 lbs. respectively. To these amounts India contributed 15,294,509 and 19,170,457 lbs. in 1904 and 1903, and Ceylon 19,170,457 and 20,912,455 lbs. The figures are significant, considering the smaller export of green tea last year from Ceylon which previously contributed so much to the progress of the British-grown tea trade in North America.

NEW INDUSTRY FOR GUELPH.

It is rumored that a party of Chicago capitalists will shortly erect a gelatine and glue factory in Guelph, to cost between $60,000 and $70,000. The new concern will be known as The Canada Glue Co.

For the convenience of his many patrons in the grocery trade,

UPTON

is bottling HONEY

It is

Absolutely Pure

Put up in one-pound Jars, two dozen in a case.

SELL MORE FISH

No matter how exacting or critical your customer's taste,

HALIFAX PREPARED CODFISH

will never fail to please, because it can't. It is made from the very best selected Atlantic Codfish; hence the beautiful white appearance, the delicious flavor, the "smack" that's just right.

BLACK BROS. & CO., LIMITED

HALIFAX and LaHAVE, N. S.

Agencies

A. H. BRITTAIN & CO.
Board of Trade Building, MONTREAL

REGINALD LAWSON
Winnipeg, Man.

CHAS. MILNE
Vancouver, B.C.

Nova Scotia Lobster Fisheries

WORD comes from Boston that a syndicate—as yet unnamed—backed by millions of dollars, is about to obtain control of the Boston fish industry, or rather the purchase and sale of fish, especially lobsters, in that market. As the lobster industry is of special importance to Nova Scotia fishermen, particularly on the south shore and the Bay of Fundy, where they are principally shipped alive to the Boston market, this report has caused considerable uneasiness among them.

THE PRESENT MARKETS.

Should this syndicate secure its end, and it is reported that already a number of the Boston dealers have signed an agreement to do so, the trust will have practical control of the lobster markets of the United States. At present Maine, Massachusetts, and Nova Scotia (we should include the other Maritime Provinces) supply all the live lobsters consumed in the United States, and at least one-half the quantity goes from Nova Scotia direct to Boston. The output of Maine goes principally to Portland and Rockland, which markets are also to be included in the trust.

RESULTS ANTICIPATED.

Serious results are anticipated, for although the syndicate claims that its object is not to increase the cost of lobsters, but to reduce the buying and selling price, it is feared by Canadian fishermen that, like all trusts, this one is not in the business "for its health," and that while the price may not be advanced in Boston on sales, the price paid for Nova Scotia lobsters may be materially decreased. They fear that if the scheme works they will have to sell to the trust, and the trust only, which will virtually be in a position to fix its own prices, regardless of supply and demand.

EXTENT OF FISHERIES.

The fishermen of Nova Scotia are more numerous than even a good many people in the Maritime Provinces are aware. They number some 25,000, and though only a limited number of them engage in the lobster business, that industry is of interest to all. On the south shore of Nova Scotia and the Bay of Fundy the lobsters are taken in traps and exported by the steamers running daily from Yarmouth. The season for them opens December 15, and closes early in the Spring. About the time their season closes that on the north shore and Cape Breton opens. Here the fishermen, having less easy access to the Boston market, can their catch, and sales are made principally in Europe.

THE PRESENT EQUIPMENT.

Some interesting statistics were given a few days ago in the Local House by a member of that body conversant with the subject, and who represents one of the south shore counties largely interested in the fishing industry. He estimated that the fisheries of Nova Scotia give a product annually valued at $9,000,000, equal to half that produced by the whole of the Dominion. The fishermen are equipped with 551 fishing vessels of various sizes, and 1,472 boats, representing a capital expenditure of $3,486,000. They use 7,000,000 traps and require 183 fishing smacks. There



Make a Display of

KING OSCAR SARDINES

They are most attractive goods and the most profitable Sardine you can handle.

ASK YOUR WHOLESALE HOUSE

JOHN W. BICKLE & GREENING, Hamilton, Ont.

Canadian Selling Agents

The Leaders of "PURE FOOD" Products are

"EBY-BLAIN'S"

"GOLD MEDAL" COFFEE

The finest Coffee on the Canadian market.

WHOLE or GROUND—1 and 2-lb. sealed tins, to retail at 40 cents.

"KOLONA" Pure Ceylon TEA

Not equalled by any package Tea on the market.

BLACK, GREEN and MIXED—½ and 1-lb. sealed lead packages—25 to 80c. lb.

"WHEAT-OS" The Ideal—BREAKFAST FOOD

Delicious and Nutritious — the whole of the wheat.

2-lb. cartons—6-lb. Cotton Sacks, to retail at 10 and 25 cents.

as you will see demonstrated at the "PURE FOOD" SHOW---Massey Hall, April 3rd to 15th.

FOR FULLER PARTICULARS, QUOTATIONS, Etc., WRITE

THE EBY, BLAIN CO., LIMITED, Importing and Manufacturing Grocers TORONTO

are in the province 2— freezers and ice houses for fishermen's use, 4,700 smoke and fish houses, while accommodation is given to the fishing fleet by 1,794 fishing piers and wharves.

LIVE LOBSTER BUSINESS.

The lobster-canning business of the province is large, but this can in no way be affected by such a trust as that outlined. The live lobster business of the Maritime Provinces, which began in a very small way some years ago, has enormously developed, and is now valued at a million and a quarter dollars annually—enough, probably, to tempt the cupidity of a trust. Of this amount the western counties of Nova Scotia—Lunenburg, Shelburne, Yarmouth and Digby—contribute about one million dollars. This is accounted for by their easier access to the market via Boston steamers. The figures for Yarmouth and Shelburne alone are given as $788,000 annually.

HOW BUSINESS IS HANDLED.

During the season, from December 15 to May 31, coasting steamers ply along the coast, so that there is very little time in getting the crustaceans to market. The Massachusetts law prohibits sale of anything less than ten and a half inches, although New York and other markets accept them down to nine inches. The fisherman sorts up his catch according to size, and places them in crates of one hundred and forty pounds each. Each fisherman acts independently in shipment, and thus saves the commission that would come to a middleman. On shipment each man sends a letter of advice to his particular consignee or commission merchant; the lobsters are sold to the best advantage, and the following mail brings back a cheque as the proceeds of the shipment. The system has been reduced as far as may be to a science, neither time nor expense being wasted.

HIGH PRICES OBTAINED.

The net proceeds for crate varies from time to time under the usual law of supply and demand, the price running from $20 to $40, and on rare occasions somewhat higher. This season, for example, the weather all along the coast was boisterous, commencing shortly after the season opened, and the catch so small that the price soon ran up to the maximum mentioned. Indeed, two weeks ago the price was as high as $64—the highest on record.

WHERE THE TRUST COMES IN.

There are still some points along the coast where the fishermen do not control the coasting steamer, with the result that the steamer is enabled to refuse or neglect the crated lobsters as freight, thus compelling the fishermen to sell to the owners of such steamers, cutting down the gains of the fishermen. It may thus be readily seen that a trust for handling lobsters in Boston would be in the same position to dictate terms to the shippers.

FISHERMEN'S UNIONS.

Noting this as a possible contingency, M. K. Nickerson, M.P.P., who represents Shelburne County in the Local Legislature, has put a bill through legalizing the organization of fishermen's unions, which may place the fishermen, through community of interest, in a position to maintain their right and reap the full reward of their arduous and perilous labors.

Close Season in Manitoba.

On the representation that prohibition of Summer fishing in a number of the smaller lakes of Manitoba was necessary to the preservation of the fish supply, the Government have passed an order-in-council establishing a close season from April 1 to Nov. 30 on Lakes Manitoba, St. Martin, Portage Bay, Water Hen, Dog and Shoal.

Pickled Lake Trout

$4.50 per keg

NEW PACK LEAN FISH

Boneless and Prepared Fish
Salted and Pickled Fish
All Kinds of Fresh Fish

LEONARD BROS., 20, 22, 24 and 26 YOUVILLE SQUARE, **MONTREAL**

P. O. BOX 639.

Long Distance Telephones

MONTREAL, P.Q. ST. JOHN, N.B., WESTPORT, N.S., GRAND RIVER, P.Q., GASPE, P.Q.



JAPAN TEAS

Our travellers are carrying samples of some very exceptional values. If you are in need of any Japan Teas we are sure we can interest you.

JOHN SLOAN & CO.,

TORONTO BELLEVILLE

SOCKEYE **SALMON**







"Sovereign" and "Lynx"

Brands

ARE THE OHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.



This is the season when cattle and poultry need to be "toned up"—it pays, therefore, to to push sales of

PRATT'S STOCK AND POULTRY FOODS

Thousands of merchants, all over Canada, are making money in handling these lines.

Our combination advertising plan is very attractive in that it increases your regular business absolutely without expense to you. Inquiries are cheerfully responded to.

THE ROBERT GREIG CO., Limited
TORONTO

M.

A Good Line to Push

in the Spring and Summer months is

Matthews' Bologna Sausage

For 37 years the standard of excellence. Always shipped by express from Peterborough, Hull or Brantford.

The George Matthews Co., Limited
Peterborough Hull Brantford

HAMS

The "Star Brand" Hams are noted for their delicious flavor, always the same, and always best. We have them large, small and medium, cooked, smoked and in pickle. Hams are going to be dear this season.

Order Now.

F. W. FEARMAN COMPANY, Limited,
HAMILTON, ONT.

EASTER, 1905

We offer exceptional value this season in

Mild Cured Hams

English Breakfast Bacon

Choice Rolled Bacon

prepared from Special Selected Pea-fed Hogs.
We are booking Easter requirements. Please order early.

The Park, Blackwell Co., LIMITED
PORK AND BEEF PACKERS,
TORONTO, ONT.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Bacon Situation in Canada.

DELIVERIES of hogs have been light during the week on account of the breaking up of the country roads and are likely to continue so for a fortnight. Meanwhile, prices continue firm at from $6.25 to $6.50, and packers report the local demand as seasonable. In Great Britain the bacon market is steady at the moment, quotations being slightly higher than last week, viz., from 49 to 54 shillings. The Danish market has fallen off slightly, owing to larger receipts during the week and an easier feeling is reported.

In fresh meat a slight advance took place early in the week, although the level has fallen again and at the close of the market prices remain at about the level of last week. The fresh meat business is reported as satisfactory for this season of the year.

Preserved Meats in France.

THE market for preserved meats will probably be a growing one, with a steady demand for such commodities. Animals raised for butchering are barely sufficient to supply the demand for fresh meats, and, except what is used in the charcuteries (pork butcheries), where smoked and fresh sausages and cooked meats, in the form of headcheeses, pates, hams, tongues, gelatins, etc., are prepared, the supply of canned or salted meats practically comes from foreign countries.

Smoked hams, shoulders, bacon, salt pork and lard are in good demand. The price of each of these articles is about one-half higher than that at which it is sold in America. Most of the smoked hams, bacon, and little pigs sold in France at the groceries bear American abattoir marks, although they pass under the name of "York." There seems to be quite a demand for shoats, weighing from 50 to 100 pounds, dressed, smoked, and uncut; these are sold in large quantities at Christmas time and in the Spring before and after the Lenten season. They are considered great delicacies, and bring high prices.

Corned beef and pork and canned meats, such as may be used for army supplies, find a ready sale. The demand for preserved meats that may be used by the working classes and farmers is growing. It is noticeable that the diet of the working people consists more and more of meat, especially at the noon meal; this change is pronounced in large cities, where the people have left the country districts to work in factories.—U.S. Consular Report.

Canadian Eggs in Great Britain.

ACCORDING to latest cable advices stocks of Canadian fresh and pickled eggs in Great Britain are practically cleaned up, and English buyers will be ready shortly to contract Canadian eggs for Fall delivery. Already several houses have signified their willingness to pay 7s. per long hundred of 120 eggs, but prices here will have to decline considerably before shippers can think of selling at 7s. c.i.f. Liverpool or Glasgow. For instance, Canadian shippers could not afford to pay more than 9c. in the country or 10c. at shipping points if they were contracting at 7s., and even at this price there would be very little profit. Dealers in Canada are inclined to think higher prices will be offered. Last year they realized from 8s. 2d to 8s. 4d, and the trade didn't open up much before June.

In reviewing the trade conditions for 1904 one English firm writes that unless Canadian glycerined eggs can be imported this year to compete with continental and domestic glycerines, which will in future be offered in 30 dozen cases, similar to Canadians, the volume of trade in Canadian glycerined eggs must be seriously curtailed. Experience in the trade, coupled with the improved pickling and glycerining of the continental and home eggs, has convinced them that Canadian eggs will be put into keener competition with this class of goods in the future. Up to the present time it has been possible to secure a considerable premium on Canadian glycerined eggs, and, notwithstanding that a higher price will still be paid for the Canadian article, this premium must be materially lessened. Owing to the high prices of Canadian eggs during the last two years, contractors having been driven to continental goods, appreciated their improved quality, and will not easily change again. Mr. Bowes, of the J. A. McLean Produce Co., Toronto, who spent some time in Great Britain last year investigating trade conditions there, says there is little question but that we shall have to meet English and continental producers in the matter of glycerined eggs.

Hints to Exporters.

CANADIAN exporters of dairy produce will be interested in the following suggestions by W. A. MacKinnon, Canadian Commercial Agent to the port of Bristol, Eng.:

Complaint having been made that "June" butter is sometimes sold as "August," it has been suggested that there should be a system of inspection to insure the reliability of the description. Details need not be gone into, the essential point being that every box should bear an official date stamp, which will command entire confidence here.

Some Welsh importers complain that cheese is now often invoiced in bulk. They express a strong wish that the system of invoicing the weight of each cheese by itself should be reverted to, as this plan would greatly facilitate checking and other transactions.

Canadian hams do not find the favor which is accorded to some other brands in the south of England. One importer claims that they are not as well cured as they should be. His recommendation is that the curing should be accomplished by rubbing in the salt, instead of "pumping" pickle into the hams. He states that Canadian hams find a much better market in the north of England than in Bristol, and expresses a hope that this market will be more carefully catered to hereafter.

The same dealer states that while Canadian lard is of the very best quality, some of it is displaced by inferior brands on account of its relatively dark color. Pure white lard is distinctly in favor in the English market, and it is regrettable if any trade is lost through neglect of this preference.

Improved Cheese Cutter and Weigher.

W. H. Scott, grocer, Bank street, Ottawa, has invented and patented a new cheese cutter and weigher, and The Grocer was shown the machine by Mr. Scott last week. The new cutter has advantages claimed by no machine so far on the market, and dealers who desire accuracy and quickness in serving cheese to their customers should write Mr. Scott for particulars.

To the Jobbing Trade

We beg to announce that we have been appointed selling agents for Montreal for the

St. Charles Condensing Co.

Canadian Factory, **Ingersoll, Ont.**

Whose well-known brands of Evaporated Creams are favorites with the trade.
Full information will be furnished on application.

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Telephone orders receive prompt attention.

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JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

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Your customers' interests are your own—sell them the best goods.

The hold that **Magic Baking Powder** has taken on the public is simply **marvelous,** an increase of nearly **200** per cent. last year; this in the face of the large number of baking powders on the market proves clearly that



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Eggs AND Butter

THAT'S WHAT WE WANT

IN ANY QUANTITY and at ALL TIMES

The J. A. McLean Produce Co., Limited

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Telephone Main 2491, Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—The usual demand for provisions at this seasou of the year continues to rule. Prices are firm, and the volume of business comparatively small. Hogs remain at practically the same level as last week, namely, $6.25 to $6.50, and prices are unchanged throughout the list with the exception of long, clear bacou, in which the range of prices rules higher by 1-4c. Our quotations are as follows:

Long clear bacon, per lb	$0 09	$0 09½
Smoked Breakfast bacon, per lb	0 13	0 13½
Roll bacon, per lb	....	0 10
Small hams per lb	0 13	0 13½
Medium hams, per lb	....	0 13
Large hams per lb	0 11½	0 12
Shoulder hams, per lb	0 09	0 09½
Backs, per lb	0 15	0 15½
Heavy mess pork, per bbl	16 00	16 50
Short cut, per bbl	....	19 00
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb	0 08½	0 08¾
" tubs "	0 09	0 09½
" pails "	0 09½	0 09¾
" compounds, per lb	0 07	0 07½
Plate beef, per 200-lb. bbl	11 00	11 50
Beef, hind quarters	6 00	9 00
" front quarters	4 50	6 00
" choice carcases	7 00	7 25
" medium	5 50	6 50
" common	5 00	6 00
Mutton	6 00	8 00
Lamb, spring, cold storage	....	10 00
Lamb, yearling	....	0 13
Veal	0 07	0 09½
Hogs, light, carlots	....	7 75
" " street lots	....	8 25

Butter—Supplies of butter are coming more freely, but as yet are no more than equal to the demand, which continues brisk for both dairy and creamery butter. Regular arrivals from the country may be expected from now on, and as the market becomes better supplied a corresponding drop in prices may be expected. We quote the following prices:

	Per lb.	
Creamery prints	0 26	0 27
" solids, fresh	0 25	0 26
Dairy prints	0 23	0 24
" large rolls	0 21	0 22

Cheese—The firmness of the cheese situation continues unabated, an active demand being reported from wholesalers as well as retailers, and in addition stocks of old cheese are believed to be comparatively small, judging from the fact that the wholesale grocery trade is buying from the produce dealers. Similar conditions rule in the markets of Great Britain, where the ruling price hovers about 57s. Our quotations are as follows:

	Per lb.
Cheese, large	0 11½
" twins	0 12

Montreal.

Provisions—The scarcity of live hogs is the principal feature of hte market and is the cause of strong feeling. Scarcity seems to be general throughout the country. Fresh abattoir-killed marked up 25c. per 100 lbs, from $9.50 to $9.75; country-dressed hogs $8.50 to $8.75 per 100 lbs.:

Canadian short cut mess pork	$18 00	$19 00
American short cut clear	18 50	19 50
American fat back	18 50	19 50
Bacon, per lb	0 07½	0 13
Hams	0 11½	0 13
Extra plate beef, per bbl	11 50	12 00
"Boar's Head" brand, tierces, per lb	....	0 06¾
" " ½-tierces, per lb	....	0 07
" " 60-lb. fancy tubs	....	0 07
Cases, 20 3-lb. tins, per lb	....	0 07¾
" 12 5-lb. tins "	....	0 07¾
" 6 10-lb. tins "	....	0 07¾
20-lb. wood pails, each	....	1 45
20-lb. tin pails, each	....	1 35

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	1 57	1 70
" tubs	0 07¾	0 08½
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08½	0 09¼
" cases (24 3-lb. tins)	0 08¼	0 09¼

Butter—Butter is higher, and as old stocks are practically cleaned up it is altogether likely that a still further advance must follow. Fresh new-milk butter is quoted at 27c., and even as high as 28c. is obtained. Supplies are coming slowly, and this tends to keep prices high:

Finest creamery	0 27	0 28
Fine	0 25	0 26
Medium	0 23	0 24
Fine western dairy	0 23	0 24
Fair to good western	0 21	0 22
Undergrades	0 19	0 20

Cheese—While the market shows a quietness, holders of stocks are firm and not too ready to sell. Some holders believe higher prices must rule shortly, and are holding back in consequence. Choicest white held at 12 to 12 1-2c., which is an advance over our last quotations.

For egg quotations, see Quebec Markets.

Halifax.

Provisions—The provision market is now about back to its normal condition as far as supply is concerned, but prices in some lines remain high. Beef is now coming in plentifully from Nova Scotia points, and any shortage is easily supplied by western importations. Pork is in good supply and quoted at 7 1-2 to 8c., principally Nova Scotian raised. Mutton is plentiful, the supply coming from the Annapolis Valley. Chickens are quoted at 13c., fowls 10c., turkeys 20c., geese and ducks 15c. There is not an abundant supply of the latter list.

* * *

Butter is not coming in very plentifully, and importations still come from the west. Large shipments are still being made to the West Indies, and shippers report extremely good profits, subject, however, to some losses through shipment to irresponsible parties. Prices are quoted as follows: Large tubs, local, 20c.; small, ditto, 21c.; rolls, imported, 19c.; 2-pound plats, 22c.; creamery, local, 26c. The latter is now retailing at 30c., whereas two weeks ago it was selling at 35c.

* * *

Eggs are in good demand, but the supply is not abundant, 22c. being quoted for fresh, with a retail price of 28 to 30c. The vegetable market is about the same as last reported, with potatoes, parsnips and carrots very scarce—the two latter still coming from Boston.

One cause of the extreme scarcity of beef, pork, butter, eggs and vegetables is that the usual supplies of these articles coming from Prince Edward Island have been cut off for about two months.

St. John.

Provisions—In barreled meats rather higher prices rule, but there is a limited

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sale. Smoked meats are very firm, particularly hams. Pure lard is again quoted rather higher. Refined lard also shows an advance, but not nearly as much as the full advance in the pure. Fresh beef continues to be freely offered at low prices. Best Western is, however, firmly held. Mutton continues dull. It is still early for lamb. Veal is quite freely offered, with prices rather easier. Pork is higher:

Mess pork, per bbl	$16 00	$17 00
Clear pork "	16 00	19 00
Plate beef "	13 00	15 00
Mess beef "	10 50	12 00
Domestic beef, per lb	0 04	0 06½
Western beef "	0 07	0 08
Mutton "	0 04	0 05
Veal "	0 06	0 08
Lamb, "	....	....
Pork "	0 08	0 09
Hams "	0 13	0 14
Rolls "	0 10	0 13
Lard, pure, tubs "	0 08	0 09½
" " pails "	0 09½	0 09⅝
Refined lard, tubs	0 08	0 08½
" " pails	0 08½	0 09

Butter is being more freely received, but for list stock full prices are still asked:

Creamery butter	0 26	0 30
Best dairy butter	0 20	0 22
Good dairy tubs	0 18	0 20
Fair "	0 17	0 18

Eggs—There is rather an improved business. Prices held quite firm at full figures:

Eggs, hennery	0 28	0 30
" case stock	0 23	0 25

Cheese—Market is not active. There is fair sale for twins at full figures:

Cheese, per lb	0 11	0 11½

Winnipeg.

Butter.—Creamery butter is in brisk demand, but supplies of fresh are inadequate. The price has advanced another cent in consequence. We quote:

Dairy, assorted pkgs., selected	0 21
" " round lots	0 17
" (separator), 1-lb. bricks	0 27
Finest fresh creamery, in 56-lb. boxes	0 27
" " in 28-lb. boxes	0 27
" " in 14-lb. boxes	0 27
" " in 1-lb. bricks	0 28

Cheese.—Prices are steady and unchanged. We quote:

Finest Manitoba, large	0 11
" Ontario, "	0 11½
" " twins	0 12
Square cheese	0 12½

Lard—Firm at the recent advance. We quote:

Lard, 50-lb. pails, per pail	5 25
" 20-lb. " "	2 10
" 3-lb. tins, per case 60 lbs.	6 60
" 5-lb. " " "	6 45
" 10-lb. " " "	6 30
Pure lard in bbls, per lb	0 10½

Cured Meats—Trade is of normal proportions, and prices are steady. We quote:

SMOKED MEATS.

Hams, selected stock, special mild cure	0 15
Bacon, " " "	0 16
Backs, " " "	0 10½
Picnic, " " "	0 09
Hams, sugar cured, assorted sizes	0 13
" " heavy 20 to 30	0 12½
Picnic, " assorted sizes	0 08½
Shoulders, "	0 08½
Bacon, " breakfast bellies	0 13
" " breakfast backs	0 10½
" " Wiltshire sides	0 15
" " spiced rolls, long	0 09½
Manitoba butts	0 09½
" " skinned	0 10
" " boneless and rolled	0 11
" rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 08½
" " " smoked	0 09½
" " " boneless backs	0 09½
Sboulders " "	0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl	18 00
" " per ½ bbl	10 50
Standard mess pork, per bbl	16 00
" " " per ½ bbl	9 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless bocks	8 50	4 50	2 50	2 00

Sweetpickled spare ribs, not cooked, per lb 0 04
" bocks, " " 0 04

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Rattray, D., & Sons, Montreal.
Robinson, O. E., & Co., Ingersoll.
Rose & Laflamme, Montreal.
Stringer, W. B., & Co., Toronto.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.

Grain, Flours and Cereals.
Frontenac Cereal Co., Kingston.
Greig, Robt., Toronto.
Lake Huron & Manitoba Milling Co., Goderich.
McCann, Wm., & Co., Toronto.
Natural Food Co., Niagara Falls.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Chaput, L., Fils & Cie., Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., and Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Sloan, John, & Co., Toronto.
Turner, James, & Co. Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.

Hides.
Page, C. S., Hyde Park, Vt.

House Insect Destroyer.
Common Sense Mfg. Co., Toronto.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

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Auer Light Co., Montreal.
Fletcher Mfg. Co., Toronto.
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Wilson, C., & Son, Toronto.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Colson, C. E., & Son, Montreal.
Imperial Extract Co., Toronto.
Smith, E. D., Winona, Ont.
Southwell's—Frank Magor & Co., Montreal
Upton, Thos., & Co., Hamilton.

Manufacturers' Agents, Brokers and Commission Merchants.
Adamson, J. T., Montreal.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Hughes, A. J., Montreal.
Kyle, C. E., Toronto.
Lambe, W. G. A., & Co., Toronto.
Lamont, Corliss & Co., Montreal.
Lawson, Reginald, Winnipeg.
Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Rattray, D., & Sons, Montreal.
Ryan, Wm., Co., Toronto.
Rutherford, Marshall & Co., Toronto.
Tippet, A. P. & Co., Montreal.
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Flett's—Rose & Laflamme, Montreal.
Gorman, Eckert & Co., London, Ont.
Heinz, H. J., Pittsburg, Pa.
Lytle, T. A., Co., Toronto.
Paterson's—Rose & Laflamme, Montreal.
Sutton, G. F., Sons & Co., London, Eng.
Taylor & Pringle Co., Owen Sound.
Turner, James, & Co., Hamilton.

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Oakey, John, & Sons, London, Eng

Polishes—Stove.
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Nickel Plate Stove Polish Co., Chicago.

Refined Cider.
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Refrigerators.
Ham & Nott Co., Brantford, Ont.

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Cerebos Salt.
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Gray, Young & Sparling, Wingham, Ont.
Toronto Salt Works, Toronto.

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Starch.
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Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Starch Co., Port Credit.

Stock Food.
Greig, Robert, Co., Toronto.

Store Lighting.
Auer Light Co., Montreal.

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Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Grimm Mfg. Co., Montreal.
Imperial Maple Syrup—Rose & Laflamme Montreal.
Kinnear, Thos., & Co., Toronto.
MacLaren, A. F., Imperial Cheese Co., Toronto.
Montreal Maple Co., Montreal.
"Sugars" Limited, Montreal.
Warren Bros. & Co., Toronto.

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Ewing, S. H. & A. S., Montreal.
Ewing, S. H & Sons, Montreal.
Japan Tea Traders' Ass'n.
Kinnear, T., & Co., Toronto.
Marceau, E. D., Montreal.
Piper, A. M., & Co., Toronto.
Salada Tea Co., Montreal and Toronto.
Sloan, John & Co., Toronto.
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Woods, Walter, & Co., Hamilton.

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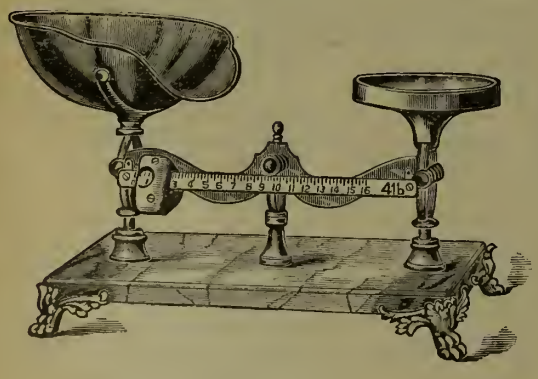
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NEW ADVERTISEMENTS.

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Fletcher Mnfg. Co., Toronto.
Independent Vinegar Co., Montreal.

SHOULD COMMERCIAL TRAVELERS BE TAXED?

THE Canadian trade are up in arms this week over the action of the British Columbia Legislature in allowing the new Commercial Travelers' Bill to pass its third reading.

The Grocer referred editorially to the measure several weeks ago, while it was in its initial stages, condemning it unequivocally on the ground that British Columbia had no right to discriminate against Eastern Canadian houses, and that the national interests of Canada required a perfectly free interchange of trade between the various provinces. In the interval it has gradually dawned upon manufacturers and wholesalers in the east how seriously their own interests will be affected by the new bill, and this week a big deputation of commercial travelers, including representatives from Montreal, Toronto, Hamilton, London, Winnipeg and other centres, are in Ottawa bombarding the Minister of Trade and Commerce.

They contend that the imposition of a tax of $100 every six months on liquor and cigar travelers and $50 every six months on other travelers representing firms outside British Columbia is clearly a violation of the British North America Act, as it will undoubtedly act as a restriction upon trade. They further hold that it is the duty of the Dominion Government to veto a measure which cannot do other than injustice to wholesale manufacturing and mercantile interests throughout the Dominion; for instance, it is roughly estimated that such a tax will mean an annual outlay to the merchants of Toronto alone of over $14,000.

We would again remind readers of The Grocer that the successful working-out of the scheme of Confederation postulates unrestricted and unhampered trade and intercourse between the people of the different provinces, and that anything which does not conserve this end cannot be viewed as other than a barrier in the way of our commercial development as a nation. For this reason it is to be hoped that the boards of trade and mercantile associations all over Canada will continue to raise their voices in protest against what is not only short-sighted policy on the part of the British Columbia Legislature, but contrary to the spirit of Confederation.

UP-TO-DATE CREDIT.

CHARGE accounts are variously regarded as the bane or the blessing of retail trade. While they accord a profitable use of capital, they are inconvenient to the small dealer who needs every dollar. However, the progressive retail store when it gives credit is, nowadays, practically on a cash basis. The charge customer is on little better footing than the cash customer. Charge accounts, payable monthly, are the same as cash, and afford an opportunity for generous purchases. Credit to-day is chiefly a matter of mutual convenience.

It is a good thing for the store as it is apt to throw trade into one establishment, and avoids the delay in purchasing as well as the sending out of goods C.O.D. It is a fact that more than one store which started out to do a cash business has found it necessary to adopt this form of credit.

This does not mean a return to the old-fashioned style of allowing a customer to pay when he so pleases. In the country store conditions are somewhat different. A storekeeper has to carry his customers from season to season, and the collections are dependent upon the moving of crops.

If everyone did business on a strictly cash basis, bankers would be out of business, jobbers would be a minus quantity, and many retailers would find their business curtailed one half. The business of the world is done on credit. The columns of The Grocer are open for a discussion of this much-mooted question.

QUICK TURNOVERS.

THE oftener a merchant can turn his capital the better, is a fact well understood by all retailers, but not all succeed in accomplishing what they know to be the best thing to do. A great deal depends upon the place of business and the class of goods in demand by his customers. We realize the country merchant is at a disadvantage when compared with the city retailers. It is even nowadays often necessary in some lines for the former to lay in a stock of goods for the whole season, while the latter can replenish weekly. The city retailer rarely has to contend against dead capital. The country merchant on the other hand has to make a prospective investment for a trade possibility.

While this latter condition cannot be entirely avoided, business experience clearly shows that too much capital is often invested in goods to be sold in small communities. By calculation the retailer can invest in goods to be easily

disposed of in accord with his trade limit.

It is surprising what can be done in this direction if merchants only try hard. There will be less anxiety over express charges, and not so much placing of orders in advance and having them come along by slow freight. It is not short-sighted to pay expressage on merchandise. Many merchants are incredulous when told of the number of times the average retailer turns over his stock during the year. If he turns his stock only three times a year he may by a little forethought be enabled to turn it five times.

NEWFOUNDLAND RETALIATES.

THE cry of annexation to the United States will, in all probability, not be heard again for some time in Newfoundland if one is to judge from the recent action of the Newfoundland Government in revoking the privileges hitherto accorded to American fishermen of buying bait and fishing within the territorial waters of that colony on account of the refusal of the Senate to ratify the Hay-Bond commercial treaty. According to this the colony was to be allowed a market in the republic for its fish and a limited number of other products in return for baiting and other privileges to United States fishermen.

It appears strange to the average Canadian citizen that there should ever have been a time when the "powers that be" in Newfoundland saw their destiny elsewhere than as a part of Confederation. In spite of the fact that negotiations to effect this end have been blocked again and again when almost ready for the finishing touches, let us hope that the time is not far distant when the ideal of the framers of Confederation will be realized and Newfoundland decide to complete the chain by becoming the tenth province of the Dominion.

The leading financial journal in the United States comments as follows on the situation:

The Senate, acting on the one-sided idea that reciprocity means benefit to one party only, so amended that instrument that it was of no value to Newfoundland. These fishing and bait-buying privileges have been granted to us while denied to others as a matter of comity and in the hope that by a liberal policy something might be gained in the way of access to American markets for the products of the big northern island, whose resources were almost limited to its fisheries and its mines and forests. It has not the facilities for developing and making use of these, and was ready to sell the products to us and take our manufactured goods in return on favorable terms.

The Gloucester fishermen, who were accustomed not only to take fish in Newfoundland waters, but to buy those taken by the people of the island and smuggle the latter in without payment of the duty, objected to having the duty removed so that Newfoundlanders could compete with them by reaching a free market for themselves at Boston. So Senator Lodge prevented action on the first Hay-Bond treaty. It was modified to meet this narrow and selfish objection of a local interest, but it provided for admitting coal and iron from Newfoundland free, a matter of importance not only to the colony, but to the mechanical industries of New England, which are shut off from getting these materials from Nova Scotia or Newfoundland for the benefit of Pennsylvania, with the result that its old iron and steel industry has been killed and others are handicapped by the cost of iron and coal. This provision and some others of benefit to Newfoundland were cut out of the treaty, and it was left with little or no compensation for a liberal reduction of duties on her part. As a result, there has been no exchange of ratifications.

The most that Newfoundland could do out of resentment or in self-defense was to revoke the fishing and bait-buying privileges, which have been of considerable value to American fishermen, and it is the least that she could be expected to do. The immediate and direct effect upon United States trade will not be serious, but we have wantonly forfeited the goodwill of Newfoundland, and it is likely to dispose her to joining the Dominion of Canada in giving preference to the trade of the Mother Country. The action of Congress, and especially of the Senate, toward our neighbors on the north has for many years been most unneighborly and equally unwise from the point of view of enlightened self-interest. The policy pursued is one of purblind selfishness in behalf of narrow special interests.

THE EVOLUTION IN RAILROADING.

HOW customary it is for us to take things as a matter of course, without expressing any surprise at any wonderful change or new invention which has been introduced. It is only a few years ago since Jules Verne wrote a book about a submarine boat. Now these boats exist in all parts of the world. Surprise might be expressed if we were told that we would be making every-day trips in air-ships ten or twenty years hence, yet the evolution of aerial navigation will probably creep along so gradually that our first voyage will be made with as little excitement as we experienced on our 21st birthday. Evolution is like the growth of a child or a chicken. We realize its coming while yet in the embryo, the bursting of the shell causes a little excitement, but the after development is all taken as a matter of course, until finally, surprise is occasioned by the realization of the fact that the child is full grown and a man like ourselves.

The evolution of railroading is of a similar nature. Only 75 years ago the crude steam locomotive was on trial, and to-day the electric locomotive is a living fact. Chauncey M. Depew, one of America's greatest railroad kings, recently awoke to the wonderful development being made in transportation. He presents the evolution in a graphic manner, as follows:

"This is the age of electricity, and we have yet to discover a limit to the wonders of which that energy is capable. It seems only yesterday that we marvelled at the electrically-driven street car, yet to-day we are preparing for the electric railways which will run from the Atlantic to the Pacific. I do not believe that the public is aware of the immense task that the railways have assumed, nor what its completion means. I am staggered myself when I contrast the arising conditions with those that prevailed when I entered the service in 1866. Then a freight car of ten tons'

capacity was almost a freak, and a locomotive weighing 25 tons a marvel. Now a 50-ton freight car and a 125-ton engine are commonplace. Then it cost shippers six cents a ton a mile to have their freight carried, now it costs about .66 of a cent for the same units, and that notwithstanding the fact that operating expenses have been radically increased, while wages have ascended 50 per cent." He predicts that the new power will grow cheaper as its use is extended, and that still further reductions in freight rates will result.

ANNUAL MEETING OF TORONTO RETAIL MERCHANTS.

THE annual meeting of the Toronto branch of the Retail Merchants' Association of Canada, held in their board room, Richmond street, on Tuesday, April 28, was largely attended by representatives from all sections of the Association. The annual report of the work done during the year showed it to be the most prosperous in the Association's history. The financial statement showed that all liabilities had been met and there was no indebtedness. The President, S. Corrigan, who was re-elected by acclamation, congratulated the members on the work done during the year and the increase in numbers.

The meeting endorsed the recommendation to ask for the following legislation at the present session of the Local Legislature' To amend the Pedlars' and Hawkers' Act so that the license for a basket might be increased from $1 to $100, and for a push-cart from $10 to $200; to amend the Transient Traders' Act forcing them to pay $250 to the City Treasurer, which shall be applied on their taxes should they continue in business: to amend the Division Court Act so as to simplify and reduce the fees for the collection of small debts; to amend the Trading Stamp Act so that the giving of coupons, exchange tickets, or similar devices by merchants or manufacturers will be abolished.

In view of the city's movement to obtain legislation to get a by-law passed forcing merchants to keep meat, fruit, etc., inside their shops, the Legislative Committee will wait upon Dr. Sheard and the Board of Health to discuss the matter. They claim that the proposed by-law is unreasonable, and that if the city were more active in keeping clean streets it would be time enough to insist on meat being kept inside.

A resolution was passed that the Association's representation on the Industrial Exhibition Board be increased from two to five.

The following officers and representatives were elected: President, S. Corrigan; First Vice-President, F. C. Higgins; Second Vice-President, J. A. H. Carnahan; Treasurer, W. Dineen; Secretary, E. M. Trowern.

Representatives to the Exhibition Board—J. Willmot and Walter Mann.

Excursion Committee—J. Willmot (Chairman), S. Corrigan, F. C. Higgins, J. A. H. Carnahan, Geo. Good, M. Moyer, W. Mann, Wm. Dineen, E. R. Reynolds, E. M. Trowern.

Toronto Grocers' Section.

The regular monthly meeting of the Toronto Grocers' Section of The Retail Merchants' Association of Canada was held on Monday evening, March 27, at eight o'clock, Geo. Good (chairman) presiding.



Mr. S. Corrigan,
President Toronto Branch, Retail Merchants' Association

The minutes of the last meeting were read and confirmed. There was a large attendance of members present, and matters of great interest to the retail grocery trade were preesnted for consideration.

The report of the Pure Food Show Committee was brought in by the treasurer, M. Moyer. He reported that they had met with excellent success, obtaining the best class of manufacturers to exhibit their goods, and all the spaces had been taken. He was pleased to say that the retail grocers were taking a very active interest in it, and over one hundred thousand tickets had been distributed among them to give to their customers.

Lecturers had been secured from the Ontario and Dominion Governments to give addresses on the advantages of pure foods, and they had also secured two famous ladies' orchestras, Harold Jarvis, Harry M. Bennett, and a number of other attractions. He estimated that it would be the best pure food show ever held in Canada

The report was received with applause, and every member present promised to give it his hearty support.

The proposed provincial legislation regarding the Pedlars' Act and Transient Traders' Act, the reduction of fees for the collection of small debts, and the amendments to the Trading Stamp Act were all fully discussed and unanimously passed.

Full arrangements were then made for the reception of the delegates to the Annual Convention of Retail Grocers. Complimentary tickets had been sent out. The meeting recommended that the prices of baking powder sold by some firms be discussed at the annual meeting. No further business coming before the meeting it then closed.

COMBINATION OF U.S. CANNERS.

Representatives of 80 per cent. of the canned fruit and vegetable interests in the United States composing a committee appointed by the Western Canned Goods Association and the Atlantic States Packers' Association met in Pittsburg last week for the purpose of organizing what will be known as the National Fruit Packers' Association. The object of the new association will be to secure an equalization of freight rates to all shippers, to promote both domestic and foreign consumption of contracts, to gather statistics which will give the shippers an idea of the production and secure the enactment of state and federal laws for the protection of shippers.

DEATH OF MR. JAMES G. JARDINE.

Mr. James G. Jardine, who, until a few months ago, was Canadian Trade Agent for South Africa, died on Friday, Mar. 24, at his home, 305 Crawford street, Toronto. Owing to failing health, Mr. Jardine resigned his position and came home with his son, who is in business in South Africa.

Mr. Jardine came to Canada in 1860 from his native place, Oxford, England, at the age of eighteen, and settled in Montreal. Fifteen years ago he came to Toronto. In 1900 he was Canadian Commissioner to the Paris Exposition, and later he went to South Africa.

Deceased leaves a widow, three daughters, and five sons. The funeral took place on Monday, Mar. 27, to Mount Pleasant Cemetery.

The Argument of Common Sense

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TORONTO - MONTREAL.

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Granulating 2 pounds per minute. Pulverizing ½ pound per minute.
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Brantford Prepared Corn Starch

is no commonplace staple. Unique methods of manufacture and a fine discrimination in selecting the right kind of corn, have produced a better grade of corn starch than the trade has ever known before. Based on merit, and backed by heavy advertising, the inevitable result has been a ***demand,*** and progressive dealers should be prepared to supply it.

The dainty food prepared from Brantford Starch brings the customer back again many times. The common sense recipes on the packages delight the cook.

BRANTFORD STARCH WORKS, Limited,
BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Groceries.

Toronto, Mar. 30, 1905.

ALTHOUGH business begins to show signs of wakening up, an air of quietness is still noticeable throughout the trade. The roads in the country, which last week were practically impassable, are improving, and the next two weeks will see a return to normal conditions in suburban districts. Sugar is quiet, generally, and an advance of 5c. in Berlin granulated is recorded, bringing this article to within 5c. of the price of Montreal granulated. Canned goods are very firm, especially tomatoes. The trade which was beginning to talk famine prices for the 1905 pack is viewing the situation rather more optimistically in view of the fact that the canners are contracting regularly for tomatoes at 25c. per bushel as last year.

Haddies are scarce and high in price.

Coffees have eased in primary markets, although business has been blocked by the high rate of sterling exchange in Brazil.

In foreign dried fruits the feature is that the market is practically bare of apricots. Trade in dried and cured fish has eased off during the week and dealers are making a special effort to clean up supplies.

CANNED GOODS.

Canned vegetables continue very firm. If the present demand continues for tomatoes, it will not be long until the 1904 pack is exhausted. Importations from the States continue on a considerable scale. In regard to the 1905 pack it looks as if the difficulty between the growers and the canners was going to blow over; a large number of the canners have already made contracts at the old price and with a normal crop of tomatoes this Fall, it is thought that the factories will have all the tomatoes they can handle, even supposing they run their fullest capacity. Gallon apples are not moving so well as last week, and canned fruits are only beginning to come into general demand. In haddies there has been some trade for futures. This article is scarce, however, and we believe that some of the packers will ask fancy prices.

Asparagus tips are up 25c. in price. We quote the following:

Tomatoes, 3's	1 25	1 30
Corn, 2's	1 10	1 20
Peas, 2's	0 82½	1 30
Sliced beets, 2's	....	0 85
" " 3's	....	0 95
" " wbole	....	0 95
Pumpkin, 3's	....	0 75
" gal	....	2 50
Squash	....	1 00
Asparagus tips, 2's	....	2 75
Golden waxed beans, 2's	....	0 80
Refugee or Valentine beans, 2's	....	0 85
Crystal waxed beans, 2's	....	0 92½
Spinach, 2's	....	1 40
" 3's	....	1 80
Baked beans, plain, 1's	....	0 45
" " 2's	....	0 72
" " 3's	....	0 90
Tomato sauce, 1's	....	0 50
" " 2's	....	0 78
" " 3's	....	1 00
Chili sauce srme as tomato sauce.		
Catsups, tins, 2's	....	0 78
" " gal	....	4 50
" jugs	....	7 70
Apples, standard, 3's	85	90
" preserved, 3's	....	1 47½
" standard, gal	1 95	2 00
Pears, Flemish Beauty, 2's	....	1 52½
" " " 3's	....	2 00
" Bartlett, 2's	....	1 87½
" " 3's	....	2 82½
" whites, 2's	....	1 72½
" " 3's	....	2 67½
Peaches, pie, 3's	....	1 25
Cherries, red, pitted, 2's	....	2 20
" " not pitted, 2's	....	1 75
" English black, pitted, 2's	....	2 20
" " not pitted, 2's	....	1 75
" white wax, pitted, 2's	....	2 42
" " not pitted, 2's	....	2 00
Lawtonberries, heavy syrup, 2's	....	1 57½
" preserved, 2's	....	1 75
" standard gal	....	4 97½
Plums, Damson, light syrup, 2's	....	1 00
" " heavy syrup, 2's	....	1 30
" " 3's	....	1 85
" Lombards, light syrup, 2's	....	1 05
" heavy syrup, 2's	....	1 35
" " 3's	....	1 90
" green gage, light syrup, 2's	....	1 15
" heavy syrup, 2's	....	1 47½
" " 3's	....	2 00
" egg, heavy syrup, 2's	....	1 52½
" " 3's	....	2 10
Pineapple, sliced, standard, 2's	....	2 35
" extra " 2's	....	2 47½
" grated, " 2's	....	2 62½
Raspberries, red, heavy syrup, 2's	....	1 40
" preserved, 2's	....	1 60
" black, heavy syrup, 2's	....	1 35
" preserved, 2's	....	1 50
Rbubarb, preserved, 2's	....	1 15
" 3's	....	1 90
" gal	....	2 62½
Strawberries heavy, syrup, 2.s	....	1 60
" preserved, 2's	....	1 75
Lobster, talls	....	3 50
" 1-lb. flats	....	3 75
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, Fraser River, "Horsesboe" and "Maple Leaf."		
1-lb. talls, 5 cases and over	....	1 77½
1-lb. talls, less tban 5 cases	....	1 80
1-lb. flats, 5 cases and over	....	1 90
1-lb. flats, less than 5 cases	....	1 92
½-lb. flats, 5 cases and over	....	1 17
½-lb. flats, less than 5 cases	....	1 20
Salmon, "Clover Leaf."		
1-lb. talls, 1 to 4 cases	....	1 80
1-lb. flats, 1 to 4 cases	....	1 87½
1-lb. talls, 5 to 9 cases andover	....	1 77½
Chums	0 95	1 00½
Sardines, Sportsman ¼s	....	0 14
" ½s	....	0 23
" Portuguese ¼s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½s	0 35	0 38
" Domestic, ¼s	0 03½	0 04½
" ½s	0 09	0 11½
" Mustard, ½ size, cases 50 tins, per 100	8 00	9 00
Haddies, per doz	....	1 10
Haddies, per case	....	4 25
Kippered herrings, domestic	....	1 10
" " imported	1 40	1 45
Herrings in tomato sauce, domestic	....	1 00
" " imported	1 40	1 45
California ripe olives, tins, per doz	....	4 75
Corned beef, 1s, per doz	....	1 50
" 2s, "	....	2 70
" 6s, "	8 00	10 00
" 14s. "	....	18 00
Lunch tongues, per doz	....	3 00
Potted meats, ½s, "	....	0 50
" ½s, "	....	1 00

SUGAR.

The local sugar market continucs quiet and uninteresting, with no change to note except an advance of 5c. in Berlin granulated effective during the week, bringing it to within 5c. of a parity with Montreal granulated. Our quotations are as follows:

Paris lumps, in 50-lb. boxes	6 38
" in 100-lb. "	6 28
St. Lawrence granulated	5 73
Redpath's granulated	5 73
Acadia granulated	5 68
Berlin granulated	5 68
Phoenix	5 58
Bright coffee	5 58
Bright yellow	5 48
No. 3 yellow	5 48
No. 2 "	5 33
No. 1 "	5 23

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

SYRUPS AND MOLASSES.

A satisfactory volume of business is reported during the week in maple syrups, which are selling particularly well this year. New Orleans, West Indian and corn syrups are without special feature. We quote the following prices:

Syrups—		
Dark	....	....
Medium	0 30	0 32
Brigbt	0 35	0 37
Corn syrup, bbl., per lb	....	0 02½
" ½-bbls "	....	0 02½
" kegs "	....	0 03
" 3 gal. pails, eacb	....	1 30
" 2 gal. " "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10
Molasses—		
New Orleans, medium	0 27	0 30
" " ½ bbls	0 29	0 32
" open kettle	0 45	0 50
Barbadoes, extra fancy	0 45	0 50
Porto Rico	0 42	0 48
West Indian	0 32	0 35
Maple syrup—		
Imperial qts	....	0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

COFFEES.

The coffee market has eased again during the week without, however, affecting local quotations in Rios. Canadian business with primary markets has been blocked for the time being on account of the high rate of exchange sterling in Brazil.

According to latest reports fromTrinidad deliveries of cocoa are still restricted. The ripening of the pods now on the trees is being retarded by the continued dry weather. The end of March ought to have seen some increase although the prospects after March-April pickings are most discouraging and a considerable shortage in the crop is now beyond doubt. We quote the following:

	Per lb.	
Green Rios, No. 7	0 10	0 10½
" " No. 6	....	0 11
" " No. 5	....	0 11½
" " No. 4	....	0 12
" " No. 3	....	0 12½
" Mocba	0 21	0 23
" Java	0 22	0 35
" Santos	0 11	0 13
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
Green, Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracaibo	0 16	0 23

TEAS.

A fair trade is reported locally in teas. In Ceylons the quality showing at the present moment is the best so far this season. Weather conditions in Ceylon from April to June are unfavorable to the production of fine tea and hence a good deal of business is being done in flavory tea at the present time by importers who are wise to the fact that it will be impossible to secure these during the next three or four months. We quote the following prices:

Congou—half-chests, Kaisow, Moning,	0 12	0 35
caddies, Pakling	0 19	0 40
Indian—Darjeelings, Pekoe souchongs	0 20	0 22
" Pekoes	0 25	0 30
" Orange Pekoes	0 35	0 45
Indian—Darjeelings	0 35	0 45
Assam Pekoes	0 18	0 22
Assam Pekoe Souchongs	0 16	0 18
Ceylon—Broken Orange Pekoes	0 22	0 24
Orange Pekoes	0 22	0 29
Pekoes	0 18	0 24
Pekoe Souchong	0 14	0 16
China Greens—Gunpowder, cases, extra first	0 35	0 42½
" half-cbests, ordinary firsts	0 22	0 28½
Young Hyson, cases, sifted, extra firsts	0 37½	0 47
" cases, small leaf, firsts	0 30	0 37
" half-cbests, ordinary firsts	0 22½	0 32½
" seconds	0 22	0 24½
" thirds	0 15	0 17
" common	....	0 14

Pingsueys—Young Hyson, ½-chests, firsts	0 25	0 30
" " seconds	0 16	0 18
" half-boxes, firsts	0 25	0 30
Japan—½ chests, finests May pickings	0 34	0 38
Choice	0 31	0 36
Finest	0 27	0 29
Fine	0 24	0 27
Good medium	0 19	0 21
Medium	0 17	0 19
Good common	0 18	0 19
Common	0 13	0 14
Dust	0 06	0 08

SPICES.

There is nothing new to report in spices this week and quotations continue as last advised. We quote the following prices:

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 25	0 35
" white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 14	0 17
Cassia	0 21	0 25	Mace	0 80	0 90
Nutmeg	0 45	0 75			

RICE AND TAPIOCA.

A seasonable market in rice and tapioca is reported at unchanged quotations. The New Orleans mills, according to latest reports, will get rid of all surplus and start with the new crop. This has not been the case for many years. It is estimated that the reduction of rice acreage in Texas will not be over 10 to 15 per cent. and not over 15 per cent. in Louisiana. We quote the following:

	Per lb.			Per lb.	
Rice, stand. B	0 03½	0 03¾	Tapioca, staple	0 03¼	0 03½
Rangoon	0 03⅜	0 03¾			
Patna	0 05	0 05½	" double goat		0 04
Japan	0 06	0 07	Carolina rice		0 08
Sago	0 03½	0 04	Louisiana rice	0 05	0 07

Foreign Dried Fruits.

The most interesting feature in the foreign dried fruit market this week is the scarcity of apricots and the extraordinarily brisk demand for this article which it is practically impossible to obtain. Prunes are moving fairly briskly. Reports received in regard to the visible supply of prunes of 1904 crop state that the quantity left on the coast and now in the hands of eastern merchants is far below what it has been for several years, and that there is no reason with the large consumption during the Spring months why the entire product of prunes should not be cleaned up and consumed.

Currants and raisins are both moving well for this season of the year, the former in particular selling more freely for importation.

It may be of interest to the trade to know of the failure of the retention law in Greece, which has to do with the marketing of the currant crop there. Instead of acting in the interests of the grower by maintaining at least a minimum price for export, it has had the effect of causing the grower, in expectation of receiving this higher price, to increase the area of his vineyards and produce more currants of poorer quality which it has been found impossible to market on the basis intended to be established by Government regulation.

There is now an agitation in Greece for the abolition of Government restrictions and a return to normal conditions. It would appear that the Greeks have learned to have faith in the fundamental principle that supply and demand, after all, are the ultimate regulators of price, and that when the demand is insufficient to pay a remunerative price for the quantity of any article produced, the producer will automatically rectify this condition by producing less quantity in order to avoid loss.

An actual market opinion has been obtained from Mr. Demschisas, of Patras, Greece, who is usually looked upon as one of the best authorities. He says that any lower price than that existing to-day is not likely to be established. On the other hand, he is not very sanguine about prospects for an advance. The facts appear to be that currants are between the upper and nether millstone of an artificial support to prices by legislation and an over-production under this influence, with the result that the price is ground until there is absolutely no money for any one in the business, either by market fluctuation or actual profit; that is, no money for anybody in Greece. There is no reason, however, why merchants and traders on this side of the water should not buy and sell to profit.

We quote the following prices:

PRUNES.

	Per lb.			Per lb.	
100-110s		0 04	60-70s	0 06	0 06½
90-100s		0 04¼	50-60s	0 06½	0 06¾
80-90s	0 04¾	0 05	40-50s		0 08
70-80s	0 05¼	0 05½	30-40s	0 00	0 09½

CANDIED PEELS.

	Per lb.			Per lb.	
Lemon	0 09	0 10	Citron	0 15	0 17
Orange	0 10	0 11			

FIGS

	Per lb.			Per lb.	
Tapnets	0 03½	0 04	Elemes	0 08	0 13
Naturals	0 06¼	0 07½			

APRICOTS.

	Per lb.	
Californian evaporated	0 15	0 17

PEACHES

	Per lb.	
Californian evaporated	0 14	0 15

PEARS.

California evaporated, per lb	0 15

CURRANTS.

	Per lb.			Per lb.	
Fine Filiatras	0 04¼	up	Vostizzas	0 07	0 07½
Patras	0 06	0 06½			

RAISINS.

	Per lb.	
New selects	0 05½	0 05¾
Fine off stalk	0 05¾	0 05
Sultana	0 05½	0 10
Californian seeded, 12-oz. Muscatals	0 06¾	0 07
" " 1-lb. boxes "	0 07	0 08½
" unseeded, 2-crown "		0 07½
" " 3-crown "	0 05¾	0 07
" " 4-crown "	0 07	0 08

DATES.

	Per lb.			Per lb.	
Hallowees	0 04¾	0 04¾	Fards new choicest	0 09	0 10½
Sairs	0 03¾	0 04	" new choice		0 09½

FOREIGN NUTS.

Foreign nuts are quiet, as usual at this season of the year, and prices continue as last advised. Our quotations are as follows:

(The following quotations on peanuts are for sack lots, green.)		
Selected Spanish		0 08½
A 1's, banners and suns		0 08¾
Japanese Jumbo's		0 09
Virginia "		0 09½
For sack lots roasted add 1c. to above quotations. For small, 2c		
Almonds, Tarragona, per lb	0 12	0 12½
Walnuts, Grenoble, "		0 12½
" Bordeaux, "	0 09	0 10
Filberts, per lb		0 10
Pecans, per lb	0 13	0 15
Brazils "	0 16	0 16½
Cocoanuts, Jamaica, per sack		4 50
Italian Chestnuts, per lb		0 08

EVAPORATED APPLES.

Trade in evaporated apples is quiet and the market without special feature. Prices rule as last week at from 6 3-4 to 7c. Dried apples are selling at from 3 to 4c.

BIRD SEED.

Normal business at unchanged quotations is the order of the week in bird seed. We quote the following:

Canary seed, per lb	0 06½
Hemp "	0 05
Cottam's	0 08
Brock's	0 07½

DRIED AND CURED FISH.

The wholesale trade are making a special effort this week to dispose of stocks of dried and cured fish. Since Lent began the demand has lessened, and prices are easing in sympathy. Labrador herring in barrels are scarce. Half barrels are quoted this week at $2.85, and scaled herring are from 1-2 to 2c. easier than last week. Salmon trout $1 easier and lake herring 25c. lower in price per keg. We quote the following:

Boneless fish, per lb		0 04½
Cod fish, 1-lb. bricks		0 06½
Pure cod, per lb		0 10
Quail-on-toast, per lb		0 06
Flitched cod fish, in cases of 100 lbs., per lb		0 06
Labrador herring, per bbl	6 00	6 50
" per ½ bbl		2 85
Scaled herring	0 12½	0 14
Salmon trout, per keg		4 50
Lake herring, per keg		3 75

Country Produce.

EGGS.

Eggs—The price of eggs continues to drop, 17c. being quoted at the close of the market this week for strictly new-laid. Cold storage, fresh, as well as pickled eggs are out of the market, and since bakers and confectioners have now no alternative but to use fresh eggs an improved demand is noted. Supplies are barely more than sufficient to meet the demand.

BEANS.

Beans are not so lively as they were a few weeks ago. For the week under review the market is reported quiet, the high level of prices having apparently curtailed the consumptive demand. Our quotations are as follows:

Beans, handpicked, per bush	1 90	2 00
" prime, No. 1	1 75	1 85
" prime, No. 2	1 55	1 60
" Lima, per lb	0 07	0 07½

HONEY.

A brisk trade in honey during the last month, due to the high price of butter and provisions, has been succeeded by a quieter week owing to the arrival on the market of new maple syrup. Quotations continue unchanged. We quote as follows:

Honey, extracted clover, per lb	0 07½	0 08
" sections, No 1, per doz	1 90	2 00
" " No. 2, "		1 65
" Buckwheat, per lb	0 05	0 06
" " sections per doz	0 75	1 00

SEEDS.

The general feeling in regard to the seed market is firmer this week, without, however, affecting quotations. The fine weather has brought a rush of business, and the season's trade may be said to be getting under way. Our quotations are as follows:

Alsike clover, per bush	5 00	8 00
Red clover	6 00	9 50
Mammoth clover, per bush	7 00	9 50
Timothy	1 50	2 50
Hungarian, per 100 lbs	2 60	2 70
Millet "		2 50
Orchard grass		14 00
Seed corn, Dent varieties, per bush	0 70	1 00
" Flint "	1 25	1 30

MAPLE PRODUCTS.

A brisk trade is reported in all maple products, particularly maple syrup, fresh shipments of which have reached the market this week. New maple syrup is quoted at $1.50 per Imperial gallon, 85c.

per wine gallon. We quote the following prices:

Maple sugar, 1 lb cakes, per lb	0 09	0 10
" large cakes in tubs, per lb		0 08
Maple syrup, per imperial gal		0 90
" " wine gal		0 65
" " imperial quarts		0 25
New maple syrup, per imperial gal		1 50
" " per wine gal		0 85

Fish and Oysters.

The Lenten trade has eased off very much during the week, and this, coupled with the warm weather, has practically knocked the bottom out of the fish trade for the time being. Fresh-caught fish are now beginning to arrive on the market, cod steak being quoted at 7 1-2c., halibut at from 14 to 15c. and haddie 6c. Our quotations are as follows:

Frozen halibut		0 10
British Columbia salmon		0 10
Whitefish, frozen, per lb	0 07½	0 08
Haddock " per lb		0 05
Cod, steak "		0 07½
Trout, lake, per lb		0 07½
Pike, per lb	0 05	0 06
Finnan haddie, per lb		0 07½
Oysters, Long Island natives, per imp. gal		1 70
" Baltimores, per wine gal		1 40
" "Select," " "		4 80
Ciscoes, ner hasket		1 25
Bloaters, per box of 50	1 25	1 40
Labrador herring, ½ bbl	2 75	3 00
" " large bbl	5 75	6 00
Shrimps, per gal	1 15	1 25
Sea herring		2 25
Smelts, No. 1		0 10
" No. 2		0 06
" extras		0 13
Frozen fresh water herring		0 04
Halibut, per lb	0 14	0 15

Grain, Flour and Breakfast Foods.

GRAIN.

A very quiet and dull grain market is reported for the week. Manitoba wheat is easier all round, Northern No. 1 being quoted 4c. lower than last week; No. 2 is 4 1-4c. and No. 3 3 1-2c. easier. Red and white wheat are each down 1c., and rye has declined a similar amount. We quote the following prices:

All on track Toronto.		
Manitoba wheat, Northern No. 1 new		1 06½
" " " No. 2 "		1 03½
" " " No. 3 "		0 93
Red, per bushel, new	1 06	1 06½
White " "	1 06	1 06½
Barley " "	0 48	0 52
Oats, " "	0 41	0 41½
Peas "	0 74	0 75
Buckwheat "	0 64	0 65
Rye, per bushel, "	0 77	0 78

FLOUR.

The flour situation continues practically unchanged from last week, the market being quiet with no change in quotations. A scarcity of Winter wheat is reported among the millers, but this is not viewed seriously since not much Winter wheat is required by the trade at the present time. We quote the following prices:

Manitoba wheat patents, per bbl, in bags	5 40	5 70
Strong bakers " "	5 20	5 40
Ontario wheat patents " "	5 00	5 10
Straight roller " "	4 95	5 00

BREAKFAST FOODS.

Oatmeal and other breakfast foods continue on the quiet side this week at unchanged prices. The market is without special feature. Our quotations are as follows:

Oatmeal, standard and granulated, carlots, on track, per bbl	4 90
Rolled wheat in boxes, 100 lbs	2 90
" " 50 lbs	1 50
Rolled oats, standard, carlots, per bbl., in bags	4 35
" " " " in wood	4 60
" " " for broken lots	4 60
Rolled wheat, per 100-lb. bbl	3 00
Cornmeal	3 35
Split peas	5 00
Pot barley in bags	4 60
" in wood	4 25

Hides, Tallow, Skins and Wool.

The hide and wool market is quiet, as usual at this season, the only change this week being the advance of 20c. in deacons. We quote the following prices:

Hides, No. 1 green steers, per lb		0 09
" " 2 " " "		0 08
" No. 1 green, per lb		0 08½
" " 2 " "		0 07½
Country hides, flats, per lb	0 0 6½	0 07½
Calf skins, No. 1, selected		0 11
" " No. 2		0 09
Deacons (dairies), each		0 70
Sheep skins	1 25	1 50
Rendered tallow, per lb	0 04	0 4½
Unwashed wool, new clip, per lb	0 13	0 14
Pulled wools, super, per lb	0 23	0 25
" " extra "	0 24	0 26

QUEBEC MARKETS.

Groceries.

Montreal, March 30, 1905.

CONDITIONS of trade during the past week show no change. Business on the whole may be considered as on the quiet side. The chief deterrent to business is the bad country roads. Serious complaints are being received by the jobbing houses from their travelers as to inability to get around. Collections are fairly good, and no doubt with the better roads more business would be done by country merchants. Sugars are unchanged, though cable advices report beets advanced 1 1-2d. There has been some slight improvement in teas during the week. Ceylon and Indian greens are a penny higher. Stocks of Japan are decreasing and more business turning. A strong feeling maintains in China gunpowder and Young Hysons, which are 1-2d up. Reports from Barbadoes place molasses on basis of 22c. first cost. This is an advance. Spices and coffees unchanged. No features to note in canned goods. Fish market is quiet, on account of the mild weather; stocks, however, are getting into smaller compass, with the exception of lake trout. An unsettled feeling seems to prevail in the flour trade, and some cutting is still being done by outside dealers. The rumored amalgamation of the Ogilvie Co., Limited, and The Lake of the Woods Milling Co., Limited, has been promptly denied by the presidents of both these large concerns. The report naturally caused some interest. New maple syrup and sugar is arriving, but not in sufficiently large quantities to effect ruling prices. Provisions continue high, due to the scarcity of live hogs. Eggs, which were expected to decline, and had shown weakening lately, have firmed up and prices advanced. Butter also has advanced from one to three cents per pound for new milk butter. Cheese is unchanged, and holders having stocks are disinclined to let go.

SUGAR.

Beet market advanced 1 1-2d. Local prices unaffected. A fair amount of business is passing between the refiners and the jobbers. Country orders are fairly good considering the heavy roads New York market for raws firm, but no heavy business done. Reports from Cuba as to crop are pessimistic:

Granulated, obls	$5 65
" ½-bbls	5 80
" bags	5 60
Paris lump, boxes and bbls	6 15
" " ½-boxes and 1½-bbls	6 25
Extra ground, bbls	6 00
" " 50-lb. boxes	6 20
" " 25-lb. boxes	6 30
Powdered, bbls	5 80
" 50-lb. boxes	6 00
Phoenix	5 60
Bright coffee	5 50
" yellow	5 45
No. 3 yellow	5 40
No. 2 "	5 25
No. 1 " bbls	5 15
No. 1 " bags	5 10
Raw Trinidad	4 50 4 80
Trinidad crystals	4 85 4 90

SYRUPS AND MOLASSES.

Molasses is strong. Cables from Barbados quote 22c. first cost, puncheons included. It is reported that crop will be shorter this year than last. Buyers are holding off, however, and believe prices will recede. Newfoundland has been buying freely. Corn syrups in good favor, and increased business growing up in these grades:

Barbadoes, in puncheons	0 35
" in barrels	0 37½
" in half-barrels	0 38½
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 45
Corn syrups, bbls	0 02½
" ½-bbls	0 02½
" ¼-bbls	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

TEA.

Ceylon and Indian blacks are firmer. Bids from local buyers are not readily accepted by brokers; in fact, some brokers appear reluctant to offer freely. Ceylon and Indian greens are 1d higher. Stocks of Japans are decreasing, and more business has been done during the week than for some weeks past. It is expected that the new Japan market will open at higher figures than last year. China gunpowders and Young Hyson are advanced 1c.

Japans—Fine	0 26	0 28
Medlum	0 20	0 24
Good common		0 18
Common	0 12½	0 15
Ceylon—Broken Pekoe	0 25	0 33
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders	0 12	0 12
Congous—Kaisows		0 12
Pakling boxes	0 12	0 14

COFFEE.

Coffees unchanged. Market firm. Little trading done locally. Stocks are none too plentiful in some lines.

Good Cocutas	0 10	0 10½
Choice "	0 11½	0 12½
Jamaica coffee	0 10½	0 11
Java	0 18	0 22
Mocha	0 16	0 19
Rio	0 08	0 09

SPICES.

Market firmer, though no changes in prices to note:

	Per lb.	
Peppers, black	0 18	0 22
" white	0 25	0 30
Ginger	0 15	0 24
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 30
Allspice	0 16	0 19
Nutmegs	0 30	0 50

CANNED GOODS.

Business in canned goods is quiet. Canned fish such as salmon, finnan haddie, sardines and lobsters show improved demands. Other lines about as usual. No changes in prices to note.

Salmon, pink	0 90	1 00
" spring		1 55
" Rivers Inlet red sockeye		1 65
" Fraser River red sockeye	1 50	1 75

Lobsters, talls		3 45
" 1-lb. flats	3 50	4 00
" ½-lb. flats		2 25
Canadian Sardines, ¼s	3 65	4 00
California asparagus	4 50	5 00
Asparagus tips	3 50	3 75

VEGETABLES.

	Per doz.
Corn, 2-lb. tins	$1 20
" 2-lb. sucotash	1 25
Gallon corn	5 00
Tomatoes, 3-lb. tins	1 30
Gallon tins	3 60
Sugar beets	$0 85 0 95
2's Asparagus Tips	50
2's Beans, Golden Wax	(80
2's " Refugee or Valentine	0 82½
2's " Crystal Wax	0 92½
2's Peas, No. 4 "Standards"	0 82½
2's " No. 3 "Early Junes"	0 85
2's " No. 2 "Sweet Wrinkled"	0 95
2's " No. 1 "Extra Fine Sifted"	1 30
2's Table Spinach	1 40

FRUITS.

Pears—Flemish Beauty Bartletts and pie in 2, 2½ and 3's	$1 15	$2 20
Peaches—White yellow and pie, 1½'s, 2's, 2½'s		
3's	1 25	2 82½
Gallon pears	3 15	3 67½
" peaches	3 55	4 50
Pumpkins, 3-lb. tins		0 72½
" Gal.		2 50
3-lb. squash		1 00
2's Cherries, red, pitted		2 20
2's " not pitted		1 75
2's " black, pitted		2 20
2's " black, not pitted		1 75
2's " white, pitted		2 40
2's " white, not pitted		2 00
2's Currants, red, heavy syrup		1 57½
2's " red, preserved		1 77½
Gals. " red, standard		4 75
Gals. " red, solid pack		7 00
2's " black, heavy syrup		1 75
2's " black, preserved		2 05
Gals. " black. standard		5 00
Gals. " black, solid pack		8 00
2's Gooseberries, heavy syrup		1 62½
2's " preserved		1 85
Gals. " standard		7 25
2's Lawtonberries, heavy syrup		1 57½
2's " preserved		1 85
Gals. " standard		4 97½
2's Pineapple, sliced		2 25
2's " grated		2 35
3's " whole		2 50
2's Plums, Damson, light syrup		1 00
2's " " heavy syrup		1 30
2½'s " " " "		1 57½
3's " " " "		1 85
Gals. " " standard		2 95
2's " Lombard, light syrup		1 05
2's " " heavy syrup		1 35
2½'s " " " "		1 62½
3's " " " "		1 90
Gals. " " standard		3 15
2's " Green Gage, light syrup		1 15
2's " " heavy syrup		1 47½
2½'s " " " "		1 72½
3's " " " "		2 00
Gals. " " standard		3 45
2's " Egg, heavy syrup		1 52½
2½'s " " "		1 80
3's " " "		2 10
2's Raspberries, red, heavy syrup		1 40
2's " " preserved		1 60
Gals. " " standard		5
Gals. " " solid pack		8 00
2's " black, heavy syrup		1 35
2's " " preserved		1 50
Gals. " " standard		4 75
2's Rhubarb, preserved		1 15
3's " "		1 90
Gals. " standard		2 62½
2's Strawberries, heavy syrup, 1903 pack		1 47½
2's " " 1904 pack		1 60
2's " preserved		1 75
Gals " standard		5 50
Gals. " solid pack		8 50

RICE.

Nothing of note to report. Business as usual at this season.

B rice, in 10 bag lots		3 05
B rice, less than 10 bags		3 15
C rice, in 10 bag lots		2 95
C rice, in less than 10 bag lots		3 05

Fish.

Demand for fish of all kinds is quiet. Reason: Mild weather has affected trade. In smoked fish the demand for haddies is brisk, also for smoked herring and bloaters. Fair demand pickled fish, but scarcity of supplies. No important changes to note.

Tom cods, per bbl	1 00	1 10
Standard bulk oysters, per gal		1 40
Selects		1 60
Shell oysters, bbl	1 50	2 00
Haddies	0 06	0 07
Bloaters in boxes, 100 fish		1 00
Yarmouth bloaters, 60 fish per box		1 10
Smoked herring, per box, new		0 11
Frozen haddock, per lb	0 03	0 03½
Pike, " round winter caught	0 04	0 05
Halibut, per lb	0 08½	0 09
Gaspe salmon, fresh frozen		0 15
B. C. Salmon, frozen	0 09	0 10
Frozen steak cod	0 05	0 05½
Small whitefish	0 06	0 06½
Dore or pickerel	0 07	0 07½
No. 1 Labrador herring in 20-lb pails		0 80
No. 1 Herring, Labrador, per bbl		5 50
" " half bbl		3 00
No. 1 Holland herring, per half bbl		6 50
No. 1 Scotch herring, " "		6 50
" " per keg		1 00
Holland herring, per keg	0 65	0 75
No. 1 Salt mackerel, pail of 20 lbs		2 00
Boneless cod, 1 and 2-lb. blocks, per lb		0 06
" fish, " " "		0 05½
" " loose, in 25 lb. boxes		0 04½
Labrador Salmon, half bbl		9 00
" (200 lbs.) bbls		16 00
" Large (300 lbs.)		24 00
B.C. salt salmon, bbl		14 00
" ½ bbl		7 50
Lake trout, salt, 100 lbs		4 50
Sea Trout in bbls. 200 lbs		9 50
" half bbls		5 50
Marshall's kippered herring, per doz		140
Canadian kippered, per doz		1 00
Canadian ¼ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz		1 30
Canned cove oysters, No. 2 size, per doz		2 25

Foreign Dried Fruits.

There is little change to report since last week. Business remains quiet. Markets are easy with exception of shelled walnuts, which, as we anticipated, have shown a marked advance, and are now quoted 5 francs higher with strong demand. Sultana raisins are easier owing to absence of demands. Currants also can be bought slightly lower, but this is mainly on account of the low rate of exchange at present ruling in Greece. Other lines remain as reported last week.

VALENCIA RAISINS,

Fine off-stalk, per lb	0 05	0 06
Selected, per lb		0 06½
Layers "	0 07	0 07½

DATES.

Dates, Hallowees, per lb	0 04	0 04½

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per b		0 13½
Peaches		0 10½
Pears "		0 13

MALAGA RAISINS.

London Layers		2 00
"Connoisseur Clusters"		2 50
" " Quarter boxes		0 80
"Royal Buckingham Clusters," ½-boxes		1 10
" " Boxes		3 50
"Excelsior Windsor Clusters		4 50
" " ¼s		1 35

CALIFORNIAN RAISINS.

Loose muscatels, per lb	0 07½	0 08
" " seeded, in 1-lb. packages	0 08	0 09
" " 2 crown		0 06
" " 3 "		0 06½
" " 4 "		0 08

PRUNES.

	Per lb.	Per lb.
30-40s		0 08½
40-50s		0 08
50-60s		0 07
60-70s		0 06
70-80s		0 06
80-90s		0 05
90-100s		0 05
Oregon Prunes (Italian style) 40-50s		0 08
" " 50-60s		0 07
Oregon prunes (French style), 60-70s		0 06
" " 90-100s		0 04
" " 100-120s		0 04

CURRANTS.

Filiatras, uncleaned		0 04½
Fine Filiatras, per lb. in cases	0 04½	0 05
" " oleaned	0 04½	0 05½
" " in 1-lb. cartons	00 5½	0 06
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 06

SULTANA RAISINS.

Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton		0 09

ELEME TABLE FIGS.

Six crown, extra fancy, 40-lb. boxes		0 13
Five crown, fancy, 10-lb. boxes		
Four crown, fancy, 10-lb. boxes		0 09
Three crown	0 07	0 07½
Glove boxes, fine quality, per box		0 11
Fancy washed figs, in baskets, per basket		0 20
" pulled figs, in boxes, per box		0 22
" stuffed figs, " "		0 28
12-oz. boxes	0 06½	0 07

Flour, Feed and Meal.

FLOUR.

Demand from local and country buyers limited. Country roads breaking up have had effect on trade. An unsettled feeling seems to prevail on account of cutting on part of some of the larger mills and dealers. The cutting, however, is not general. The rumored amalgamation of the two largest flouring concerns in Canada has had no effect on the market; the report was not credited, and its appearance in the press promptly denied by the heads of both concerns.

Manitoba spring wheat patents	5 50	5 80
" strong bakers'	5 30	5 50
Winter wheat patents	5 50	5 75
Straight rollers	5 20	5 35
Extra	4 55	4 60
Straight rollers, bage, 90 per cent	2 55	2 65

FEED.

Market continues on the rise. Demand for Manitoba bran is strong. Millers' stocks are light, owing to some good export business that has been put through lately.

Manitoba bran, in bags, per ton	18 00	19 00
" shorts	20 00	21 00
Ontario bran, in bulk	1/ 00	18 00
" shorts	19 00	20 00
Moullie	25 00	28 00

ROLLED OATS.

Prices steady at recent decline. Situation unchanged. Business is only fair, the demand being ordinary and for small lots principally.

Fine oatmeal, bags		2 60
Standard oatmeal, bags		2 60
Granulated " "		2 50
Rolled oats, "	2 40	2 50
" bbls	5 10	5 25

HAY.

Hay stocks are fair. The breaking up of country roads has caused shrinkage in supplies. Arrivals will not be heavy until roads improve. Stocks on hand sufficient for local demand. Export trade dull.

No. 1 timothy	9 00	9 50
" 2 " choice	8 00	8 50
" 2 " ordinary	7 00	7 25
Clover	6 50	7 00
Clover mixed	7 00	7 25

Country Produce.

MAPLE PRODUCTS.

New maple syrup is coming in, though in small lots as yet. Business is quiet, especially for sugar. Prices as yet unaffected by arrivals of new season's products.

Maple syrup, in wood, per lb	0 07½	0 08
Maple syrup, in large tins	0 07½	0 07½
Pure sugar, per lb	0 07½	0 07½
Pure Beauce county, per lb	0 06	0 06½

HONEY.

White extracted honey quiet. Supplies fairly large on spot. Other grades not so plentiful.

White clover, extracted, tins	0 07	0 07½
" " kegs	0 07½	0 07½
" " comb	0 13	0 13½
Buckwheat	0 06	0 06½

BEANS.

Beans are high and inquiries more plentiful than can be filled. Market continues strong. No changes in prices to note.

Choice prime	1 75	1 80

HOPS.

Little doing in hops. No change in prices.

Choice Canadian	0 28	0 30
Fair to good	0 24	0 25

ASSIGNEE'S SALE

The estate of A. A. McMurtry, Galt, consisting of Groceries, Crockery, Fixtures, etc, amounting to $941.45 will be sold by auction on the premises, Main street, Galt, Ont., Tuesday, April 11th, 1.30 p.m. Particulars on application to

JAMES DOUGLAS,
Assignee, Galt, Ont.
or, DALZELL & BARRIE,
(14) Assignee's Solicitors, Galt, Ont

Established 1842

ALWAYS AHEAD

There is Still a Demand for Japan Teas

We have just purchased a large lot of Japan tea at close figure.
"The Shippers Wanted Money."

HERE IS A LIST

30	Half Chests	"White Lily"	80 lbs.	103	Half Chests	"Postman"	80 lbs.
47	"	"Boy Jockey"	80 "	20	"	"Courtier"	80 "
75	"	"Goose"	80 "	20	"	"Snow Maiden"	80 "
75	"	"Cardinal"	80 "	20	"	"Harvest Moon"	80 "
30	"	"Longing"	80 "	20	"	"Twilight"	80 "
68	"	"Balloon"	80 "	50	"	"J R D"	80 "
65	"	"Gaiety"	80 "	50	"	"G P B"	80 "
50	"	"Band"	80 "				

The quality is the finest for the money.
The leaf is good. The cup is fine.
A good, strong, clear liquor.

Prices Range from 12c. to 22c. per lb.

A SIDE LINE
1 CARLOAD DUE 20th APRIL

400 Bags "CHAMPION" Rolled Oats
(90 LBS.) PER BAG, $2.20 NET.

Send us your order at once.
We will mail samples of teas upon application.
"No Trouble."
We are Sellers. Get our Prices.

L. CHAPUT, FILS & CIE.

Wholesale Grocers and Importers of Teas, Coffees, Wines and Liquors,
2, 4, 6 and 8 DeBresoles Street, - MONTREAL

VINEGAR

Notice to the Trade:

We beg to announce that we will be ready for delviery by **July 1st.**
Do not contract until you get our prices and terms.

INDEPENDENT VINEGAR COMPANY, Limited, MONTREAL

NEW BRUNSWICK MARKETS.

St. John, N.B., Mar. 29, 1905.

BUSINESS continues to improve, but it is still quiet. While the snow in the city is largely gone and wheels have been the order of the day for the past week, roads through the country are impassable. There is little of interest in markets, but values are held firm. The Winter port business is about done. It has been quite a successful season. Already we are looking forward to another season. With the increased size of the new steamers increased accommodation is needed. It is felt the Government should do something. The railways, while admitting that we have the best, if not the only, port for Winter export business, that is, the best Canadian port, refuse to build wharves. In spite of the immense amount of money the Grand Trunk has spent at Portland, Maine, the C.P.R. flatly refuses to do the same here. They say the railways have not had to do anything of this kind at Montreal or Quebec. They admit no port has spent its own money as freely as we have, and, further, they even admit that we have spent all we should be asked to. National ports for national business is their stand. We certainly feel the time is here when the Government should do something. In fact, something must be done at once or the business will be lost.

Oil.

In burning oil a steady business is reported. Prices are low. Dealers are giving much attention to lubricating oils and advise a satisfactory booking of Spring orders. Paint oils have rather more attention. Linsced oil, while low, is firmer. Turpentine is unchanged at the rather lower price of last week. In cod oil little is doing.

Salt.

A fair stock of Liverpool coarse salt is held; prices are firm. In fine salt Canadian manufacturers are beginning to book for Spring business.

Canned Goods.

There is little change. Canners of domestic fish are not at all satisfied with the ruling prices. While dry and pickled fish have been at extreme prices, canned have shown practically no change. This, in the face of light stock. It is reported that several factories will not run this season. The canners are somewhat to blame, as they compete so actively against each other. Vegetables are firm; fruits and meats unchanged. Oysters tend to higher prices. In salmon the market is quite well supplied. Lobsters are very high.

Dried Fruit.

Business is quiet. In seeded raisins prices are low. Loose Muscatels are rather scarce, particularly good stock. Currants continue low. Cartons have the demand. Dates are low; just a fair sale. Prunes are low, with sales only fairly active. Apricots and peaches are high and very little in demand. Evaporated apples, while held at the advance, show little business. In onions the market is bare, and for good American stock, which is being brought here, high prices are asked. Prices from Liverpool on Egyptians are daily expected.

Sugar.

Market is unchanged. Prices are held firm. Dealers have full stocks. There are full stocks of foreign granulated sugar held by the dealers outside the association.

Molasses.

Market is firm. Barbadoes, in which new goods are offered, is high. Porto Rico, of which there is a fair stock of old still here, is also firmly held at full figures.

Fish.

Fresh fish are very scarce and high. In dry fish, particularly cod fish, the extreme prices still rule. The West Indian business has been particularly good, but Western Canadian business has been very disappointing. Pickled herring continue scarce and high. Smoked herring are freely offered. Haddies are quite firm.

Flour, Feed and Seed.

Flour is unchanged, but firmly held. Feed is scarce and high. Oats and oatmeal are firm at what are high prices. Cornmeal is also high. While beans keep high there has been no advance during the week. Split peas and barley are scarce and high. Seeds, particularly best red clovers and mammoths, are higher. Already large quantities are being received.

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

S. H. Ewing & Sons, Montreal, have received a consignment of Schweitzer's cocoatina in ¼-lb. tins. This seasonable line should command attention of the trade.

Jas. Rutherford & Co., Montreal, are offering special values in China Young Hysons and gunpowders at 8½c., also Ceylon and Indian blacks at 12½c.

McWilliam & Everist, Toronto, report the arrival of three cars lemons, two cars bananas and four cars navel oranges this week.

The Dawson Commission Co., Toronto, have received a car extra fine bananas during the week, also two cars California navel oranges.

A very useful accessory to any well-kept grocery store is an automatic molasses pump. The Eby, Blain Co., Toronto, are sole agents for this line, and at their quotation no grocer should be without one.

Tobler's genuine Swiss cocoa is now offered by The Eby, Blain Co., Toronto. Some retailers report it to be an equally as good seller as their well-known lines of Swiss milk chocolates, a full line of which is always carried in stock by The Eby, Blain Co.

Warren Bros. & Co., Toronto, are clearing out their stock of fish at greatly reduced prices.

In addition to their regular lines of fruit and produce, White & Co., Toronto, are handling fresh-caught fish of all kinds, this branch being under experienced men.

Another large shipment of pineapples arrived to White & Co., Toronto, this week.

Warren Bros. & Co., Toronto report the arrival of a shipment of Rio coffee, all grades.

Mr. E. D. Marceau, Montreal, calls buyers' attention to values in Japan teas. The merits of Madam Huot's coffees are being appreciated by the trade, judging by the increased inquiry received for same through The Grocer.

Buyers of salmon trout should communicate with H. P. Eckardt & Co., Toronto, who are selling at a low price.

Buyers of fard dates may procure same from H. P. Eckardt & Co., Toronto.

L. Chaput, Fils & Cie., Montreal, have 200 cases fresh-shelled walnuts to offer at very attractive prices.

The firm of L. Chaput, Fils & Cie., Montreal, have made a nice deal on "Japan tea." They have bought some 600 or 700 packages much under value of invoice. They are offering this to their customers. See advt. in another page.

TRADE CONDITIONS IN BRITISH COLUMBIA.

Vancouver, B.C., Mar. 23, 1905.

THERE are so many railway stools, that with them all the Province of British Columbia is very likely to fall to the ground another year from inability to come to an agreement on one. The Grand Trunk Pacific delegation which stormed the provincial capital about the time of the opening of the Legislature, has withdrawn private ears and all, with the ultimatum rather petulantly given by Vice-President Morse that there will be no "core" for B. C. for the road will be built from the east, as the Government has failed to give a big land grant which the railway company had expressed its willingness to accept. The V. W. & Y. Railway, which is a Great Northern subsidiary company, is still in the fight for a grant to aid northern construction, beginning from Burrard Inlet; but appearances are all against any grant from this session of the house. The Coast-Kootenay proposition, of which there are several alternatives, including C.P. R., V.V. & E. (another Great Northern project), and the Coast-Kootenay Railway, for which a charter is privately owned here, is also slated to be left out from all accounts. On this subject, which has been a hardy perennial for the past decade, business men are very strongly worked up. It has long been pointed out that such a short line would give much-needed direct communication from the commercial centres of the coast to the wealthy districts, mining and agricultural, of the Okanagan and the Kootenay, and in addition would open up the Similkameen district, rich in both mineral and agricultural resources, but now entirely without railway communication. The Vancouver Board of Trade held a special meeting on Tuesday to urge action in this very important matter. The meeting passed a resolution endorsing aid to the Vancouver and Coast-Kootenay road, but not favoring a grant to either the C.P. R. or the Great Northern. The latter was opposed as an American line, while the majority of those present inclined to the view that the direct line on the south side of the Fraser River was preferable to the line from Spence's Bridge to Midway, proposed by the C.P.R.

• • •

The Royal City Exhibition Association is working hard to make the coming Dominion Fair a success in every way. The acceptance of the invitation to open the fair by the Governor-General has added to the interest being aroused, and Mayor Keary, who is also manager of the fair, has recently returned from a successful tour to the interior districts of the province. The Okanagan district is in line to present a magnificent exhibit of the wonderful fruit grown in that section, every different settlement vying with the others in preparing a display.

• • •

Fruit-growing is receiving greater attention than ever this year, and efforts to put it on a proper commercial basis are unsparing. The Fruit-Growers' Association has a number of matters in hand which are in the nature of improvements to the industry. Recently they waited on the Provincial Government in regard to some of the regulations which bear hardly on nurserymen, and at the present moment a move is being carried out which will be a very valuable aid to the industry. This is the taking charge of an orchard by the Association for purposes of demonstration in methods of handling trees and fruit. An orchard has been selected at Langley, on the Fraser River, where W. J. Brandrith will conduct spraying operations for the Association, as well as pruning and every process in the care of the trees. This work will be in the nature of a series of demonstrations, and the Association will continue the care of the orchard until the season's fruit crop is picked and packed for market. By these object lessons it is hoped that valuable training in commercial methods of

IT'S NOT LUCK

It is patience and skill that have brought

Clark's Sliced Smoked Beef

to its present perfection.

We are now packing this line in 4-lb. tins.

GROCERS, PLEASE TAKE NOTICE:—

WE HAVE THE BEST COCOANUT IN CANADA

We have most up-to-date machinery, and are turning out the finest cocoanut on sale. "White Dove" brand is what you should ask for and insist upon getting Send a trial order—Convince yourself.

W. P. DOWNEY, 26 St. Peter St., MONTREAL

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS COCOA

QUEEN BRAND PEAS.

Every up-to-date house-wife asks for Queen Brand Peas. WHY? Because every tin is a perfect tin, quality right, flavor right, while the syrup is clear and pleasant.

We are offering Special Prices on car lots. Let us quote you on our

Quinte Garden Peas Sweet Wrinkle Peas Sifted June Peas Gold Label Peas

Place your order with us NOW. It will pay you.

BELLEVILLE CANNING COMPANY, - - - BELLEVILLE, ONT.

TRADE MARK

This design a guarantee of quality.

"CRYSTAL BRAND" VEGETABLE PARCHMENT

TASTELESS, ODORLESS, WATERPROOF, PURE, CLEAN, JUST RIGHT FOR BUTTER WRAPPERS

SAMPLES AND PRICES FOR THE ASKING.

CANADA PAPER CO. LIMITED

Toronto Montreal

handling and shipping fruit will be given the growers.

Fruit transportation from some of the Fraser districts is also receiving attention. At a meeting of the Association in Chilliwack this week, the subject of transporting the crop from that district across the river to reach the C.P. R. main line was discussed. An improvement in the present steamer service is to be inaugurated so that all the small fruits will be carefully and speedily carried from orchard to railway and shipped at once to the Northwest, obviating delays which have in the past resulted in leaving the fruit in bad condition and in making a bad impression when it reaches market.

Shipping fruit from B.C. to the Old Country market is to be taken up by W. F. Johnstone, of Nelson, who has gone to England to make arrangements for a market for crops which will in the near future become available in the Nelson district of the Kootenay. A large amount of land suitable for fruit culture has, of recent years, been laid out in orchards, and the trees are coming into bearing with very favorable results. Last Fall experimental shipments of Nelson, and also of Okanagan fruit, were sent to the Old Country, and Mr. Johnstone thinks there is no question that there will be a good field of industry worked up.

* * *

Late advices from Dawson tell some interesting things of the way prices on various articles soar in that northern community when stocks run low and the means of replenishing by shipping in are precarious. Eggs are quoted at $19 per case and lemons at $35 per case. Cheese is selling at 30c. and Canadian creamery butter 40 to 50c. per lb. Apples sold at $7 per box. Oddly, while potatoes are very dear in B.C. markets, they are over-stocked in Dawson, and sell at 6 and 8c. per lb., which is low for this season of the year in Dawson. Other prices are equally interesting as showing the very speculative market which conditions create in all produce in the north.

* * *

Local markets are very quiet as yet. Prices of butter keep up, nothing less than 25c. is quoted on good stock, and stocks are small. Eggs slightly lower. Oranges are a little firmer in price, though quotations are still about $1.75 to $2.50. A carload of Colorado potatoes for the local market arrived a few days ago, selling at $32 per ton to the trade.

NOVA SCOTIA MARKETS.

Halifax, N.S., Mar. 27, 1905.

THE wholesale grocery market has about recovered from the unnatural and unexpected state which prevailed during the whole of February and part of March, and trade is reported good in almost every line. Payments, however, are still short and may be expected so for a few months. The retail trade is good, and weekly and monthly accounts are being settled with fair promptness. The outlook for Spring and Summer trade is good.

* * *

Although no change has recently taken place in the sugar prices, the market is still in an unsettled condition, owing to the weakness in the European market for raw beet sugar, prices in London being reported the lowest for two or three months. It is believed that this dulness is only temporary and that prices will be higher later in the season. The molasses market remains unchanged at prices formerly quoted. The Barbadoes market is still firm, and new crop is quoted to arrive here at about 33½c. Though the planters are firm in their ideas, the price may be affected by the weakness in sugar.

The boats crossing from Pictou have cut their way through the ice, but are still shut in by ice-floes in the gulf. However, Spring has opened now, and with the opening of the harbors along the coast of the island, schooners will be able to ply to Sydney and Halifax. When these supplies come forward, prices will drop very materially.

* * *

The fish market is fairly well supplied with fresh fish, but prices are high, and unless compelled by the necessities of the Lenten season to use fish, meats are found to be cheaper. So high has been the price of lobsters in the Boston market of late that a very ordinary lobster costs in this market 15 to 25c. This makes the crustacean a luxury.

R.C.

MANITOBA MARKETS.

Special Report from the Winnipeg Office of THE CANADIAN GROCER.

Quotations corrected by telegraph up to 12 a.m. Thursday, March 30th, 1905.

INCREASED activity is apparent in wholesale grocery houses this week. Travelers are sending in good orders and trade is more active now than for some weeks past. The only change in the sugar market has been a decline of 10c. on all grades for points west of Portage la Prairie, but not including that town. No change has been made in Winnipeg prices and none is expected at the moment, as advices from outside markets all indicate a firm sugar market. The bean market continues very firm and a further advance is looked for in the near future. Oatmeal is selling lower than the condition of the market would seem to warrant, but, owing to local conditions, no advance is likely. Fresh eggs are in abundant supply and, at time of writing, the wholesale price is down to 13c. Pickled stock is off the market now, of course.

Wilson's fly-pads have been advanced in price for the coming season. The price is now $3 per box; 3 boxes for $8.40.

Sugar.

As noted above, there has been a decline of 10c. on all grades of refined sugars to apply to all points west of Portage la Prairie, but not including that town. No change has been made in Winnipeg and the decline to the west is not taken to indicate a turn in the market, as outside advices still indicate a firm sugar market. We again quote as follows:

Montreal granulated, in bbls	6 30
" " in sacks	6 25
" yellow, in bbls	5 80
" " in sacks	5 75

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1888



Sixty Years of Popularity

COX'S GELATINE may now be had in a new form as

COX'S INSTANT POWDERED GELATINE.

It dissolves instantly in hot water. No trouble. Recipes in every box.

Canadian Agents: **J. & G. COX, Ltd.**
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "
Gorgie Mills, EDINBURGH.

POULTRY, FISH

WINNIPEG FISH CO. PHONE 1480.

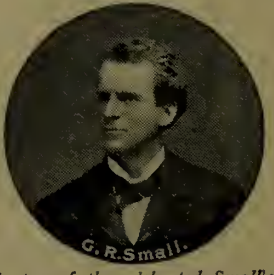
GAME AND OYSTERS.

259 PORTAGE AVE.

Any quantity of fish shipped.

ADDRESS—Mail P. O. Box 791, WINNIPEG, Man

MAPLE SYRUP



Originator of the celebrated Small's Brand Maple Syrups and Confections, product of the Canada Maple Exchange, Montreal.

Small's Brand monogram mounted on maple leaf, was registered in 1881, the oldest registered maple syrup trade mark in the British Empire. 2nd—Small's Brand has been awarded, with but one exception, all Gold and Silver medals ever offered in Canada, and many from abroad.

Wm. Maitland & Co., Montreal, (Retail) in 1903, purchased 1428 packages; in 1904, 2614 packages.

FOR SALE BY ALL JOBBERS



WE ARE HAMMERING AWAY

at the QUALITY of

"Prince of Wales" Mocha and Java Coffee

Our competitors are busy hammering us, only in a different way—both are good signs.

"PRINCE OF WALES" is gaining ground every day—People know when they get the COFFEE they like—really delicious Coffee—It helps the Merchant, too—If you are not handling "PRINCE OF WALES" drop us a line and let us explain our method of "Helping the Dealer"—advertises you and helps introduce the Coffee. No premiums; Actual Merit does it. A post card brings the information. Write it now.

S. H. & A. S. EWING,

ESTABLISHED 1845.

Montreal Coffee & Spice Steam Mills, - 53 & 55 Cote St., Montreal
Cor. Lagauchetiere St.

Wallaceburg, in bbls		6 20
" in sacks		6 15
Icing sugar in bbls		6 90
" " in boxes		7 10
" " in small quantities		7 53
Powdered sugar, in bbls		6 70
" " in boxes		6 90
" " in small quantities		7 15
Lump, hard, in bbls		7 00
" " in ½-bbls		7 10
" " in 100-lb cases		7 00

Canned Goods.

There are no new features in the canned goods market. Prices are steady. We again quote:

Apples, 3's, 2 doz. cases, per case	2 15	2 20
Cherries, red pitted, 2's, 2 doz		4 40
Currants, red, 2 doz. cases, per case		3 35
" black, " "		3 75
Gooseberries, " "		3 50
Lawtonberries, 2's, " "		3 35
Pears (Bartletts), " "		3 50
Peaches, 2's, " "		3 75
" 3's, " "		3 75
Raspberries, red, " "		2 90
" black, " "		3 00
Strawberries, " "		3 50
Plums, Lombard, 2 doz. per case		2 35
" green gages, 2 doz. case, per case		2 50
Tomatoes, 3's, per 2 doz. cases	2 85	3 00
Corn, 2's " "		2 60
Peas, 2's " "		1 90
Beans, 2's " "	1 90	1 95
Salmon, finest sockeye, per case		7 00
" bumpback, "		3 75
" coboes, "		5 25
Boneless chicken, 1lb. tins, per doz		3 5
" turkey " "		3 25
" ducks " "		3 25

Spices.

Peppers continue very firm, but there are no local changes in our list below. We quote:

Pepper, black, per lb	0	18
" white, "		0 25
Cayenne, "		0 21
Cloves, ground "		0 25
Cassia, "		0 16
Allspice, "		0 14
Ginger, "		0 15
Cloves, whole		0 25

Rice, Tapioca, Etc.

Values are steady and business fairly active. We quote again as follows:

Rangoon rice, per lb	0 03¾	0 03¾
Patna "		0 04½
Tapioca, per lb		0 03½
Sago, "		0 03½

Syrups and Molasses.

The market is quiet; sales are not very large, values are steady, and there are no new features of note. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case		2 40
" " 5-lb tins, per 1 "		2 70
" " 10-lb tins, per ½ "		2 50
" " 20-lb tins, per ¼ "		2 40
" " ½ barrel, per lb		0 03½
" " Sugar syrup, per lb		0 03½
Barbadoes molasses in ½-bbls, per lb		0 04
New Orleans molasses in ½-bbls, per lb		0 02½
" " in barrels		0 02½
Porto Rico molasses in ½-bbls., per bbl		0 04½

Coffee.

Rios continue easier in tendency. Market is fairly active. We quote:

Green Rio, per lb	0 10½	0 11
Roasted, per lb		0 13

Cocoa and Chocolate.

The price of Baker's chocolate in ½ lb. packages is 37c., and ¼ and ½ lb. packages of cocoa are sold at 42c. per lb.

Jam.

Upton's jam is quoted at 50c. per pail in Winnipeg. The Brandon price is 52c., the price in Calgary and Lethbridge, 57c., and the Edmonton price, 60c.

Nuts.

Still quoted as follows:

Almonds, per lb		0 12½
" (shelled), per lb		0 28
Filberts		0 11
Peanuts		0 11½
Jumbos		0 14
Walnut, per lb		0 12
" (shelled) "		0 25
Pecans, per lb	0 15	0 16
Brazils, per lb		0 16

Foreign Dried Fruits.

Trade continues active at firmly-maintained prices. We quote:

Valencia raisins, Trenor's, per case f.o.s		2 00
" selects		2 20
" layers		2 25
California raisins, muscatels, 3 crown, per lb		0 06½
" " " 4 "		0 07½
" " choice seeded in ¾-lb. packages per package		0 06¾
" " choice seeded in 1-lb packages per package	0 08	0 08½
" " fancy seeded, 1-lb. packages, per package		0 09½
Prunes, 90-100 per lb		0 04½
" 80-90 "		0 04¾
" 70-80 "		0 05½
" 60-70 "		0 05¾
" 50-60 "		0 06½
" 40-50 "		0 07½
" silver "		0 07½
Currants, uncleaned, loose pack, per lb		0 05½
" dry cleaned, Filiatras, per lb		0 06½
" wet cleaned, per lb		0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb		0 06½
" Vostizzas, uncleaned		0 06½
Dates, new per lb		0 05
Figs, cooking in bags, per lb	0 03¾	0 04
Apricots, choice, in 25-lb. boxes, per lb		0 13½
" standard, " "		0 12½
Peaches, choice, " "		0 13½
" standard " "		0 13
Pears, (choice halves) " "		0 13½
Nectarines, choice " "		0 11
Plums, choice (dark pitted) per lb		0 10½
Candied Peel—Lemon peel, per lb		0 09
Orange "		0 09½
Citron "		0 14

Evaporated Apples.

Prices continue very firm as local stocks are light. We quote:

Evaporated apples (new), 50-lb. cases		0 07½
" " 25-lb. cases		0 08

Beans.

A further advance from the present price of $2 per bushel is expected.

Fish and Oysters.

Lenten business continues brisk. Changes in price are not important. Lake Superior trout has been advanced ½c. per lb. Halibut has also been advanced ½c., and kippered goldeyes have been reduced 5c. per doz. Other prices are steady. We quote:

Lake Winnipeg whitefish per lb		0 06
Slave Lake whitefish "	0 07	0 07½
Yellow pike (pickerel) "		0 05
Lake Superior trout "		0 08½
Lake Superior loose frozen herring "	0 03	0 03½
Tubbees "		0 04
Gold eyes "		0 03
Blue fish "		0 18
Mackerel "		0 15
Red snapper "		0 15
B.C. salmon (case lots 9c.) "		0 09½
Halibut "		0 08½
Jack fish "		0 03½
Tomicods "		0 05
Hake "		0 07
Perch "		0 04½
Eels "		0 08
Cod, steak size "		0 08
Cod, market size "		0 07
Flounders "		0 05
Haddock "		0 08
Atlantic smelts, extra, 20-lb. boxes "		0 12
" " No. 1, " " "		0 08½
" " No. 2, " " "		0 07½
"Halifax" brand salt cod, fish cakes 24-1's "		0 11
"Acadia" " " " 20-1's "		0 09
"Bluenose" " " " 20-1's "		0 07
"Acadia" " " 2-lb. boxes "		0 09
" " " 4-lb. " "		0 09
" " sbredded, 24 cartons, per bx.		2 00
" " bulk, in 15-lb. boxs.		0 08
Large Labrador and Nfld. salt herrings per 100 lb.		5 00
" " " per 20-lb. pail		1 20
Salt mackerel, in 20 or 30-lb. pails		0 12½
Finnanhaddie, in 15 or 30-lb. boxes		0 08
Smoked halibut strips		0 11
Kippered gold eyes, per doz		0 50
Yarmouth bloaters, 60 in box, per box		1 75
Lobsters, fresh boiled, per lb		0 25
Shrimps, large size, per quart		0 60
Caviar, extra, small jars, per jar		0 40
Frog legs, 6 doz. in box, per doz		0 40
Oysters, standard, per gallon		2 00
" select, "	2 15	2 25

Flour.

We quote as last week:

No. 1, patent		2 95
" 2, "		2 75
" 3, "		2 00
" 4, "		1 50

Breakfast Cereals.

Oatmeal is selling at lower prices than the market conditions seem to warrant, but, owing to local conditions, no advance is likely. Cornmeal is unchanged. We quote:

Rolled Oats, 80-lb. sacks, per cwt		1 95
40-lb. " "		2 00
20-lb. " "		2 05
8-lb. " "		2 40
Cornmeal, in sacks, per cwt		1 50
" in ½ sacks, "		1 50

Buckwheat Flour.

Quoted at $1.70 per half sack.

Maple Syrup.

Little, if any, new syrup is on the market yet. Price is $1 per gallon.

Eggs.

Owing to large supplies from the country, fresh eggs are now selling to the trade at 13c. per doz.

For Manitoba green fruit and vegetable markets, see Fruit Department.

"Condor" Ceylon Black Tea in Lead Packages

MADAM HUOT'S COFFEE

"Condor" Japan and Black Tea, Baking Powder, Mustard, Vinegar.



1-lb. tins at 31c.
2 " " at 60c.

It is pure, rich, delicious.

Every day, advertised with great flourish, a new brand of Coffee is born ; every day sees many of them disappear and return to nought, after a very brief career. Quality only leads to success, and that is why **Madam Huot's Coffee** keeps on its ascending course.

Not only right prices, but also quality, is in the following Teas:

JUST IN, FROM JAPAN, VIA SUEZ CANAL

159 h/c good liquoring, large leaf Siftings, none so good value, at - - - **5c**

21 h/c fine, extra large leaf Fannings, at - - - - - - **8½c**

52 h/c good Japan Nibbs, at - - - - - - - - **10c**

EX. STR. "HYADES" FROM YOKOHAMA, JAPAN

93 h/c Condor XXXX Japan Tea, none so fine, at - - - - - **22½c**

139 h/c choice Japan Tea, at - - - - - - - - **18½c**

A bargain at that price. 4 brands of 25 h/c ; 1 brand 39 h/c.

166 h/c very fine, clean leaf, bright, strong liquoring Japan Tea, a beauty, at - - **17½c**

ASK FOR SAMPLES. IT PAYS!

"EMD" Baking Powder, Spices, Coffee, Vinegar.

Specialty of High-Class Goods in

Teas, Coffees, Spices and Vinegars.

"Old Crow" Baking Powder, Vinegar, Spices, Coffee.

E. D. MARCEAU,

281-285 St. Paul St., - - MONTREAL

Forest City Baking Powder

You cannot afford to handle a poor, cheap brand of Baking Powder.

Your profits on it for a time may be greater than on a better and slightly more expensive brand.

Your customers will soon discover the poor brands and then they'll look around for the good ones.

And when they stop buying Baking Powder from you the chances are they'll stop everything else.

Better make sure you are right and handle only Forest City Baking Powder.

GORMAN, ECKERT & CO.
LIMITED

London, Ont. Winnipeg, Man.
108 Princess St.

Good morning, Mister Grocer.

You've had a great run on those Simcoe Canned Beets? I knew you would. I felt sure when your customers saw that glass dish on your counter filled with ripe, red, tender beets, they would keep you busy passing out Simcoe Canned Beets. You can always depend that anything I recommend to you has real merit, and will be an easy seller.

Have we any high-grade Catsups? Isn't it singular that you should be thinking of the very same thing as myself? I'm here on purpose this week to call your attention to our DELHI "EPICURE" CATSUP.

Now, we have excellent Catsups at lower prices than our DELHI "EPICURE" CATSUP, but our DELHI "EPICURE" CATSUP is extra excellent, and is made especially to compete with the high-grade imported Catsups, such as you now have on your shelves. The quality is quite as good, to my taste better, the style of package is equally as attractive, if not more so, and, most important, the price is a great deal lower.

The only fault (if it can be called a fault) you can find with our DELHI "EPICURE" CATSUP, is, that its flavor is so seductive you are apt to dine off the Catsup, and neglect the rest of your meal; but then, that's a fault that's good for trade.

Let me send you a few cases each of Pints and Quarts. Five cases of each did you say? Thank you. You'll thank me when I next see you.

THE CANNERS' DRUMMER.

CHINA AND GLASSWARE

FEW merchants realize the attractiveness of a well-kept glass and china department. If these goods are properly displayed, and kept clean and fresh, they will not only sell themselves, but will help the sales of other departments. We have but to instance the glass vases which the wholesale glass dealers are showing this Spring. The design of studded glass which was just introduced last year is this season shown in white and colored glass in very attractive designs. Where they were shown last year they met with an instantaneous popularity. They will, undoubtedly, prove good sellers this year and should form a part of every glassware department.

CUT GLASS.

The exquisite fineness of cut glass, of course, places it far above any other kind of ware. The high price of cut glass dishes makes it impracticable for most grocers to carry a stock, but where there is any possibility of a good trade, a few pieces could be kept to advantage.

IMITATION CUT GLASS.

Imitations of cut glass are being made with fine success. The stock of such goods which is being shown in Toronto is most attractive. It is difficult to see the difference between a piece of this glass, which retails at fifty or seventy-five cents, and a piece of genuine cut glass. The color is good, the patterns closely follow the originals, and they are of good weight. The great success of this style of glassware during the coming Summer is assured. When a water pitcher which bears close scrutiny when placed beside a piece of cut glass can be purchased for seventy-five cents, it requires no foresight to see that it is going to be on most tables during the coming hot season. The vases are in the same class. They sparkle like the real thing, they are heavy and solid, and they have the most intricate patterns. There are no goods in the store which will allow of such good display. The customer thinks she is getting much for her money, as, indeed, she is. The goods admit of a good profit even at the low figure.

NOVELTY BON-BON DISHES.

Novelties in glassware which are assured of a good sale are the line made in the shape of clubs, diamonds, spades, and hearts. The idea is bright, and a new thing of real originality is quickly picked up.

These are but samples of what is offered in fancy lines. The artistic effects which are worked with glass enter into all the range of dishes and vases. In the latter are seen some noticeably pretty things in green glass with burnished gold ornamentation. The designs are conventional. No less attractive are the vases of opalescent glass in crystal, blue and green.

FEATURES FOR SUMMER TRADE.

IT has occurred to The Grocer representative in going the rounds of the Canadian china and crockery houses this season that manufacturers could make no mistake in putting a line of earthenware on the market suited to the needs of the Summer cottager and suburban resident. Something cheap, clean and bright looking in cups, saucers and plates, that when arrayed on a background of snowy-white linen, would help to produce the proverbial Summer appetite, and no one who has lived on a farm or spent a Summer holiday in the country can deny that an array of china or earthenware, with suggestive decoration in bright, fresh colors, goes a long way towards producing the desired result.

This want has been admirably met by Mr. E. W. Klotz, Toronto, who has just imported from England a line of earthenware known as "Persian" ware, especially designed for use in Summer cottages. In decoration the old-fashioned floral design, in bright blues, greens and reds, is utilized on a white background, combining to produce an effect which is the prettiest the writer has yet seen in this style of goods. "Persian" ware comes in three sizes of plates, cups and saucers, oatmeal bowls, in addition to three other sizes of bowls and fruit saucers. The cups and saucers retail at $1 per dozen; the other lines are correspondingly cheap, so cheap and such good value in fact that no one should be without them.

Among novelties of the season in dinnerware are the "Dainty" and "Baltic" patterns, the former in "flown blue" being especially attractive. English designs in odd pieces of earthenware, such as teapots, cream and sugar bowls, etc., known as the "Toby" pattern, are also popular in regular and miniature sizes. The usual variety in lobster cabarets, pudding sets, decorated Bohemian and irridescent glass, china ash and pin trays, are also seen, while in Austrian cut glass a new line of soda jugs is taking well among the higher-class trade. In earthenware, one of the fads of the season is the "110 Japan" decoration, the "Tom and Jerry" punch bowl sets in china, consisting of bowl and 12 mugs, being equally popular. Umbrella stands, steins and odd figures in Flemish stoneware, are also in unusually attractive variety this season.

The Pottery Gazette has issued a diary and trade directory of the glass, china, porcelain and earthenware manufacturers and dealers throughout the British Empire, which, as a compendium of information, ought to be invaluable to the trade.



JOHN MADDOCK & SONS, LTD, ENGLAND.

E. W. Klotz, 24 Wellington Street West, **Toronto**



Import Headquarters.

German and Austrian Goods for Xmas Trade are the leading feature at this season of the year. To ensure timely delivery place your import orders now.

HOLLY AND ROSE GERMAN CHINA

are two good lines, exceptional value, made in a full range of useful articles and novelties.

——SEE THE NEW——

Steins, Punch Bowls, Lobster Cabarets, Cuspidores, Jardinieres, Pudding Sets, Vases and Water Sets.

Blue Ribbon Ceylon Tea

Money will do a good deal.
But it won't do everything.
Inferiority is speedily discovered.
Likewise superiority.
The public have sharp eyes and tongues and palates.

Money alone couldn't have secured for Blue Ribbon Tea the place it holds to-day.
But the superiority, the supremacy, of Blue Ribbon Tea quality has asserted itself.

The Best Results
are only obtained by handling
profitable goods.

Staples in Crockery

are all right. We have them;
but, for your best trade,

Our Exclusive Patterns

in high-class

Dinner
and
Toiletware

are money makers for you—
We guarantee results—

Write for particulars

THE JOHN L. **CASSIDY** CO. LIMITED
MONTREAL.

12



Different Assortments of

DINNER SETS

NOW READY!

"BLOSSOM"	"ROYAL"
"OXAVON"	"B. C. R."
"TRELLIS"	"P. G. T."
"CLYTIE"	"(28) D. T."
"G. V."	"65"
"OXLY"	"77"

Send for Lists.

IMPORT PRICES FOR GOODS FROM STOCK

BARNARD & HOLLAND CO.
MONTREAL

McWILLIAM
Mc. AND E.
EVERIST

TORONTO, - - ONTARIO

Don't forget a case of Pine Apples in your next order. We will see you get well-ripened stock. As usual we are handling the best Brand Circle L ; you know what they are.

Full line of Oranges, Lemons, Etc.

The
DAWSON Commission Co., Limited
FRUIT, PRODUCE AND COMMISSION MERCHANTS.
Cor. Market and Colborne Streets. TORONTO

DRIED APPLES
We pay highest market prices for bright dry quarters and make prompt remittance.
The W. A. GIBB CO.
Packers and Exporters
5 and 7 Market St., HAMILTON

Marmalade Oranges
Our first shipment of Marmalade Oranges will arrive this week.
Sizes—160s, 200s and 240s.
Get your order in early.
Send for Samples of our Navels.
HUSBAND Bros. & Co.
Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO.

GREEN FRUITS AND VEGETABLES

THERE is to be an opening for modern canning-factory machinery and appliances in China before long; indeed it may almost be said that there is an opening at the present time. The new industrial school being established in Hangchau by the gentry of this province includes in its curriculum training in the canning of fruits and vegetables on a large scale.

There are reasons why factories of the sort are likely to succeed. While there are not many fruits in China which can be canned to advantage, there are one or two varieties which can be put up for some classes of trade for far less money in China than in other countries. The fruit is cheap, and labor can be had at rates impossible anywhere else than in Asia.

In South China and the Straits Settlements there are several canning factories which have proved a great success. They have a brand of pineapples on the market which is fair in quality, cheap in price, and yet put out at a very good profit. In China it is probable that some vegetables could be handled by canning factories with good returns, the low price of the vegetables and of labor offering advantages which would enable the projectors to enter markets now held by other nations. The Chinese themselves appreciate the possibilities in this direction, and the proposed school course in Hangchau is significant. It is merely another form of the present policy of the Chinese officials — "China for the Chinese."

Ontario Markets.

GREEN FRUITS.

Toronto, Mar. 30, 1905.

A GOOD volume of business in green fruits is reported during the week, largely on account of the seasonable weather. The leading sellers, of course, are oranges and bananas; the former are not arriving as freely as last week and are exhibiting signs of waste, notwithstanding the fact that fruit is now coming under ice. Pines are more plentiful and showing excellent quality. At the close of the market the price of Havanas has advanced to $4.50. Tangerines are up 25c. in price, while marmalade oranges are 25c. easier on account of the demand for the latter having eased off for the season. Cranberries are quoted $1 easier than a week ago. Strawberries are beginning to arrive regularly in small quantities and the market fluctuates from day to day according to supply and demand. Our quotations are as follows:

Florida grape fruit, per box	5 00	5 50
Bahama grape fruit	4 50	5 00
Florida tangerines (half straps)	2 50	3 00
Florida pineapple, per case	4 00	4 50
Havana pines per case		4 50
Marmalade Oranges, per box		2 25
California navel oranges, per box	2 75	3 25
New messina lemons, 300's, per box	2 25	2 75
" " 360's, per box	2 25	2 50
Bananas, large bunches, crated	1 50	1 75
Bananas, 8's, per bunch, crated	1 00	1 25
Apples, Winter varieties	1 25	3 50
Sweet potatoes, bush. crates	2 00	2 25
Cranberries, Jerseys	7 50	8 00
" per case		2 50
Florida strawberries, per box		0 65
Figs in layers, per lb	0 09	0 11

VEGETABLES.

Business in imported stuff is beginning to assume considerable proportions, although trade in domestic vegetables is quiet and will continue so until fresh out-door stuff comes on the market. A lot of American cabbage is arriving, and selling at from $22 to $25 a ton. Spanish onions are off the market, and their place will be taken by Egyptians in the course of a couple of weeks. Potatoes are low in price, carlots in bags being quoted fully 10c. below last week. Some cold-storage cauliflowers from Chicago are noticed on the market. Greenhouse rhubarb, new potatoes and spinach are all down in price on account of freer supply. New asparagus is quoted for the first time this season at $2.25 per doz. bunches. Cuban tomatoes are up $1 to $1.25 in price because of scarcity of supplies. We quote the following prices:

Greenhouse lettuce, per dozen bunches		0 25
Greenhouse radishes, per doz. bunches		0 40
Dry Mint, per doz bunches		0 20
Parsley, " "		0 20
Sage, per doz		0 20
Savoury, per doz		0 15
Carrots, per bag		0 60
Beets, per bu		0 60
Beets, per bag		0 75
Dry Onions, per bag	2 00	2 25
Dry Onions, per basket		0 50
Green house water cress, per doz.		0 25
Potatoes, carlots on track Toronto, per bag	0 55	0 60
Potatoes, per bag		0 90
" car lots, Eastern	0 70	0 75
Parsnips, per bu		0 75
Parsnips, per bag		0 85
Cabbage, per head	0 05	0 10
" per doz	0 50	1 00
Turnips, per bag	0 30	0 35
California celery, per case		6 00
Hothouse cucumbers, per doz	2 00	2 75
Oyster plant, per bu		1 25
Greenhouse rhubarb, per doz		1 00
" onions, "		0 15
Florida tomatoes, per case	5 50	6 00
Green peppers, 6 basket crates		5 50
New beets, per doz. bunches		0 75
New potatoes, per crate		2 50
Spinach, per bush. hamper		1 25
Asparagus, per doz. bunches		2 25

Quebec Markets.

GREEN FRUITS.

Montreal, March 30, 1905.

Trade is commencing to pick up in fruits. More inquiries from country, and from now on a general improvement is looked forward to by the trade. Bananas, which were down to a very low price, have recovered and advanced 30c to 50c per bunch this week. New strawberries are arriving and selling at 70c per box. We quote:

Bananas	1 00	2 00
Cocoanuts, per bag of 100		3 50
Pineapples, 24 to case		4 50
" 30 to case		3 50
Cranberries, finest dark		11 00
" dark		9 50
" 25 quart boxes		2 75
Jamaica oranges, per box		2 25
" grape fruit, per box	4 50	5 00
Florida oranges, per box		4 00
Florida grape fruit, per box		6 00
California navel oranges, per box	2 75	3 25
New Messina lemons 300's		2 25
" " " 360's		2 00

Apples Winter varieties	2 50	4 50
Sweet potatoes, per bbl.	....	6 00
Almeria grapes, per bbl.	8 00	9 00
Celery, California golden heart, per case	....	6 50
Tomatoes, Floridas, crate	....	5 00
Lettuce, Boston	....	1 25
Strawberries	....	0 70

VEGETABLES.

A little more interest is being shown in new vegetables. Potatoes are unchanged at last quotations. Onions hold firm and are in good demand. New cucumbers arriving, Boston hot-house lines. Egyptian onions expected about the middle of April have eased up somewhat, and are quoted lower in Liverpool from 2s. 5d to 3s. 5d. Our quotations are:

Potatoes, carlots	....	0 50
Less than carlots	0 70	0 75
Bunch lettuce, per doz. bunches	....	0 75
Radishes, per doz. bunches	....	0 40
Mushrooms, per lb	....	0 90
Mint, per doz. bunches	....	0 20
Parsley, " "	....	0 20
Sage, per doz	....	1 00
Savory, per doz	....	1 00
Beets, new, per doz	....	0 25
Egg plant, per basket	....	0 75
Green onions, per doz	....	0 15
Spanish onions, large cases, per case	....	4 25
Red onions, per bbl	....	4 00
Yellow onions, in 80-lb. bags, per bag	....	2 25
Green house water cress, per doz	....	0 50
Green cucumbers, per bush, hamper	....	1 25
" per half bushel hamper	0 60	0 75
" per bbl	....	3 50
" per doz	0 40	0 50
Green cabbage, per doz	....	0 60
" beans, per bush	1 00	1 20
Waxed beans, per bush	....	1 05
Cauliflowers, home grown, per doz	....	1 75
Green peppers, per basket	....	0 40
Canadian celery, per doz	....	0 75
Spinach, per doz	....	3 50
Cucumbers, per doz	....	2 50

Manitoba Markets.

GREEN FRUITS

Winnipeg, March 30, 1905.

Mild Spring weather has done away with any inconvenience in regard to shipments. Business is brisk for the season, and prices are steady. We quote:

Oranges, fancy Washington navels, 96's, 112's, 126's, per case	....	2 75
Oranges, fancy Washington navels, 150's to 250's	....	3 00
Bitter oranges (for marmalade), 160's, 200's, 240's	....	4 00
Lemons, fancy California, 300's to 360's, per case (10c. off 5 case lots of oranges and lemons).	....	4 25
Bananas, fancy Limons, per bunch	2 50	3 00
Apples, fancy XXX Spies, per bbl.	....	5 00
" fancy XX Spies, "	....	4 50
Pineapples, per doz	4 00	4 50

VEGETABLES.

Tomatoes are cheaper, being quoted now at $1 per basket. Other prices are as before. We quote:

Native onions, per lb	....	0 04
Spanish onions, per case	....	1 75
Carrots, per bush	....	0 40
Beets, "	....	0 80
Turnips "	....	0 40
Potatoes "	....	0 65
Celery per case (6 to 8 doz)	....	6 00
" " (doz.)	0 90	1 00
Florida tomatoes (6 basket crates), per basket	....	1 00
Lettuce (small), per doz	....	0 40
" (large) "	....	0 80
Radishes (small) "	....	0 40
" (large) "	....	0 80
Parsley "	....	0 40
Mint "	....	0 45

APPLE SHIPMENTS.

Total shipments to European ports for week ending March 25, 1905:

From—	To Liverpool.	London.	Glasgow.	Various.	Total.
Boston	5,329	....	....	896	6,225
New York	9,659	3,793	4,101	5,135	22,688
Portland, Me.	8,474	....	3,301	....	11,865
Halifax	2,011	....	....	....	2,011
St. John, N.B.	676	1,969	....	....	2,645
Total for week	26,149	5,762	7,492	6,031	45,434
Same time 1904	13,800	117	6,217	6,177	26,311
Same time 1903	21,854	4,447	3,650	7,142	37,093
Total since season opened to date					2,276,446
" " same time 1903-4					3,382,327
" " " 1902-3					2,423,302

New Brunswick Markets.

GREEN FRUITS

St. John, Mar. 29, 1905.

Apples are low except for the very best stock. The banana season has opened, the first car of green fruit in bulk arriving last week. Prices are quite low. Oranges show little change but are rather firmer. Few Valencies are seen for the season. Lemons keep low. There is a fair demand. Some little green stuff is seen, but prices are high.

TORONTO'S PURE FOOD SHOW

IN MASSEY HALL, APR. 3RD to 15TH.

Convention of Retail Grocers of Ontario to be held in Toronto on same dates.

Reduced rates on all railroads. Complimentary tickets admitting to Hall on all days will be forwarded to our customers on application.

Take advantage of the grand opportunity to visit Toronto and see the show.

We will have an exhibit of our different Lines of Goods.

WHITE & CO., 64 FRONT ST. E., TORONTO

W. B. STRINGER J. J. McCABE

LEADING

Wholesales handle only "St. Nicholas" brand. It's been many, many years on the market, and still the Favorite. Sicily Lemons are going to be scarce. The "Wise Old Owls" are placing their orders now before price advances materially. How about you, Reader?

Sole Canadian Agents For "St. Nicholas" Lemons. **W. B. STRINGER & CO.** Fruit Brokers, TORONTO.

EXTRA FANCY

Ripe Bananas, cheap.

"Golden Orange" brand **Navels**

Best Navel Oranges packed.

This brand is packed EXCLUSIVELY FOR US IN CANADA.

Send us your orders and get the BEST.

HUGH WALKER & SON, GUELPH, ONT.

IRRESISTIBLY DELICIOUS



A QUICK, STEADY AND PROFITABLE ACCOUNT FOR ANY DEALER. ADVERTISED EVERYWHERE.

SPECIAL AGENTS:—Howe, McIntyre & Co., Montreal, Que.; D. H. Rennoldson, Montreal, Que.; Whitehead & Turner, Quebec, Que.; The F. J. Castle Co., Ottawa, Ont.; The Davidson & Hay, Limited, Toronto, Ont.; Balfour & Co., Hamilton, Ont.; Edward Adams & Co., London, Ont.; W. S. Clawson, St. John, N.B.; The Paulin Chambers Co., Winnipeg, Man.; Kelly, Douglas & Co., Vancouver, B.C. SEND FOR A SAMPLE.

LAMONT, CORLISS & CO., Agents, 27 Common St., MONTREAL

HAVE YOU AN ACCOUNT WITH US?

McGREGOR

Jams, Marmalades, Preserves, Confectionery are high grade.

THEY DO YOU GOOD TO SELL.

McGREGOR = HARRIS CO.
Limited
33 Pearl St., - TORONTO.

DIAMOND BRAND MAPLE SYRUP

has that exquisite flavor of the new sap syrup direct from the bush.

All Jobbers handle it

Sugars Ltd., = Montreal

40 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.



The Oldest and Largest Manufacturers of

PURE, HIGH GRADE COCOAS AND CHOCOLATES

Trade-mark.

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade-mark** is on every package.

Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 12 and 14 St. John St., Montreal

Biscuits and Confectionery

Relating to Canadian Gum Factory.

ALMOST everybody has chewed gum, is chewing gum or will chew gum at some time or other. In the minds of some people, chewing gum is an undesirable acquisition, but these highly aesthetic critics are in the minority, and as physicians the world over have endorsed and recommended the chewing of gum as an aid to digestion, the general public pays no attention to the carping critics—and keeps on chewing gum. It is a well-known fact that the chewing gum industry of the United States is one of the largest in that country of mammoth enterprises. In Canada, also, there are a number of very extensive factories located in the larger cities, and the industry is developing in every direction. One of the most up-to-date is that of A. Bodenweiser, better known as A. Bode, located at 28-30 St. George street, Montreal. Less than a year ago, Mr. A. Bodenweiser came to Canada from the United States with a view to establishing a plant for the manufacture of his special brand of gum known as "Bode's Brand of Gum." At that time he was located in a small room at 18 St. George street, with a plant having a capacity of about 6,000 packages per day. As a result of the energy displayed in pushing his goods to the front, he was forced in less than a year to take larger premises at 28-30 St. George street, which he still occupies.

A visit to the factory by a Grocer representative leads him to the conclusion that in every respect, cleanliness, up-to-date machinery and systematic arrangement, it stands in the very front rank of similar Canadian industries to-day, with a daily capacity of from 60,000 to 80,000 packages. From the foregoing statement it is evident that the Bode Gum Co. are giving to their Canadian patrons a gum that must give satisfaction in every respect, and as high quality of gum as can be offered. Their motto is "Cleanliness and quality."

As an advertiser of his wares, Mr. Bodenweiser (Bode) is right in line with the most modern ideas, and the City of Montreal bears visible evidence of his determination to place the merits of Bode's gum before the dealer and consumer. The Little Bode Slot Machine is ubiquitious, and the click of the falling pennies is to be heard from Maisonneuve to Lachine and Point St. Charles. These little self-vendors are ornamental, popular and profitable for any class of business. The demand for the same is ever on the increase, and Mr. Bode stated that in order to meet it there were at present in the factory 10,000 of these little money-makers. It will not be long before every city, town and hamlet in Canada will have them "out for business." These machines may be obtained through any jobbing house or direct by application to the L. B. Slot Machine Co., 28-30 St. Charles street, Montreal.

Consumption of Candy in U.S.

The consumption of sugar in the United States has been steadily rising for 20 years, says The New York Sun, and now exceeds that of any other country. It amounts to 72 pounds a head of population, the figures being as follows for other nations: England, 68 pounds; Denmark, 35; France, 30; Holland, 30; Switzerland, 27; Germany, 20; Sweden, 20; Italy, 10, and Spain 6.

The consumption of sugar in the United States exceeds in a year 2,500,000 tons, and it approximates the total consumption of sugar on the whole European continent—equalling that of all Europe, exclusive of Great Britain, in which the consumption amounts to 1,500,000 tons a year.

The American craving for sugar, so far from showing any indications of decline, seems to be on the increase, as is shown by the fact that the average consumption per capita has increased half a pound in five years.

Confectionery News.

Plans are now under way for the further extension of the Mooney Biscuit & Candy Co.'s plant at Stratford.

P. N. Hamm has begun operations at his biscuit factory, Moncton, N.B., and is already supplying the local trade.

W. White has severed his connection with the White Candy Co., St. John, N.B., and will shortly start in the confectionery business on his own account.

During one year, 1,150,000 pieces of chewing gum were taken from slot machines located in 400 Santa Fe Railway stations. The traveling public, therefore, chewed $11,500 worth of gum while riding on this road.



Imperial Scotch

An absolutely pure Marmalade of highest quality. Equal to the best English and Scotch makes. Certainly the best marmalade made in Canada.

SHIRRIFF'S

ORANGE MARMALADE

Cannot be made better. It is for the tables of the exacting.

Packed 1s and 2s (glass,) and 7-lb. tins.
Send for Price List.

Imperial Extract Co., Toronto

S

It stands for

"Southwell"—a name that stands, in its turn, for the best British qualities of

Jams and Marmalade

Grocers should certainly have Southwell's goods on shelf always.

SOLE CANADIAN AGENTS

FRANK MAGOR & CO.,

MONTREAL.

Valencia Raisins

F.O.S. Selected 4 Cr. Layers

Fine Filiatra Currants
Tarragona Almonds
Sicily Filberts
Barcelona Filberts
Grenoble Walnuts

Wholesalers sorting stocks for Spring Trade communicate with

D. RATTRAY & SONS

Import and Export Commission Merchants

QUEBEC **Montreal** OTTAWA

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Elite

true to its name, the best of good chocolates

Diamond

nothing better in this style is made anywhere AND IN ADDITION good profits to the Retailer.

For Sale by all Jobbers

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO. JOS. E. HUXLEY, WINNIPEG.

A TRADE WINNER FOR GROCERS.



The full flavor the delicious quality, and the absolute **purity of Lowney's Cocoa** distinguish it from all others. It is a **natural** product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the nutritive and digestible product of the **choicest** Cocoa Beans. A quick seller and a **profit** maker for dealers.

THE WALTER M. LOWNEY COMPANY,
No. 447 Commercial Street, **BOSTON, MASS.**
CANADIAN BRANCH: 530 St. Paul St., Montreal

CANNED GOODS FOR 1905

We are now booking orders for futures in Peas, Corn and Tomatoes, and will guarantee to deliver sixty per cent. of all orders received previous to June 1st and accepted by us.

You will be wise if you place your orders now for

Jersey Peas
Jersey Corn
Jersey Tomatoes

Old Church Corn
Old Church Peas
Old Church Tomatoes

NOT FORGETTING TO ADD WHAT YOU REQUIRE IN
GOLDEN WAX OR REFUGEE BEANS
We will be also on the ground floor in CANNED FRUITS of all kinds.

Quality will be guaranteed to be up to our usual high standard and prices as low as any goods packed of equal quality in Canada. Place your orders at once with our travellers or by letter.

STANDARD CANNING CO., - - Hamilton

LOOK OUT FOR OUR AD. NEXT WEEK RE COCOANUT.

Some retailers haven't ordered any



Some have ordered 3 MACHINES

THIS AD. HELPS US,
AND THE

Little Bode Slot Machine

WILL HELP YOU

DON'T WAIT; ORDER IT NOW

Grocers, Read this :—
10 Boxes or **1000** pieces of **Gum** for only **$8.00**
and the machine **FREE.**

Placed in front of your store **it pays your rent.** Every dealer of every description should have one.

LITTLE BODE SLOT MACHINE CO.,
28-30 St. George St., MONTREAL

SHREDDED WHOLE WHEAT

A GOOD FOOD IN STORE

The best foods you can have in your store are

Shredded
Whole Wheat Biscuit
and **Triscuit**

These products are the standard wheat foods of today and the most popular. They sell easily and are steadily demanded. They are marketed in a straightforward manner, with no premium, gift or other schemes to create bother and expense for you. ¶ This year they will be more heavily advertised than ever before. Be ready for the demand which they will bring to bear upon you.

The Canadian Shredded Wheat Company Limited
Niagara Falls Centre, Ont.
Toronto, Ont.

WE'VE a very nice traveller calling on your town, and if he has not yet found you out we would like to know the reason why.

Spring is an excellent time to stock a good line of biscuits. We've got the goods, and to be candid we know you can't do any better than give us a share of your business.

"Imperial Molasses Kisses" that we have been talking so much about are having a very large sale. The flavor of those goods is perfection and we absolutely guarantee their sale. Send us your order and we take all the chances. : : : :

Imperial Biscuit Co., Limited.
GUELPH, ONT.

British Columbia
The Territories
Manitoba
Ontario
Quebec
The Maritime Provinces
and
British West Indies
make up the field
occupied by

Perfection Cream Sodas

The grocers are the friends we count on—but when they sell "Perfection" Sodas they befriend themselves.

3-lb. Cards or Tins.
Your orders, please.

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

BRUSH DISPLAYS FOR SPRING TRADE.

VERY few grocers and general merchants make any attempt at a proper display of household goods, as required by the average purchaser, writes a correspondent signing himself "Traveler," and many dollars are lost every season owing to the carelessness of store keepers in neglecting to display scrub brushes, brooms, pails, wash boards, wash tubs, mop sticks, clothes pins, etc.

It is a good scheme for the grocer or general merchant to keep his barrel tops and hoops. Wind a hoop with turkey red or other suitable material, and place small screws, hooks or nails on the inside of the hoop. Adjust a small eye or hook in the end of each brush, and fasten the whole with hanger from the ceiling or window, just as you would hang a picture. This method of display may be utilized with all classes of brushes. Barrel covers can be used to good advantage by tacking or glueing them together, covering them with some colored material, and fastening brushes with tape, elastic or wire on both sides, and hanging the whole from the ceiling or window. You will be greatly surprised at the increased sales of brushes in Spring cleaning time if some such schemes for display are inaugurated.

INDEPENDENT VINEGAR CO.

The Independent Vinegar Co., Limited, Montreal, organized and supported by some of the leading distributors in the trade, has entered the field against the recently-organized combination of vinegar manufacturers in the west and east. The company is reported as financially strong, and as it numbers among its promoters and stockholders some of the largest distributors in the east, it should prove a successful business venture.

E
D S

Quality
First, Last, and Always.

Our Jams, Jellies and Sealed Fruits in Glass are made only from our very choicest fruits, the pick of our own large orchards.

E. D. SMITH'S
ORCHARDS AT
WINONA, - - ONT.

We beg to advise the Grocers of the Dominion that we are making the finest **MILK CHOCOLATE** produced in the world, and are using pure Canadian Milk.

COWAN'S COCOA (Maple Leaf Label)
Absolutely Pure.

THE COWAN CO., LIMITED, TORONTO

MAPLE SYRUP

"Red Shield" Brand, finest quality, exquisite, delicate flavor. In bulk and tins. This is the brand to sell.

WARREN BROS. & Co., - - TORONTO

Spring Drink

VAN HOUTEN'S COCOA

Spring Food

The Grocer who recommends Van Houten's Cocoa confers a favor on his customer that the latter will appreciate.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

old reputation **Attention!** old reputation

The BEST of Swiss Milk Chocolates

KLAUS'S CHOCOLATES

are now introduced in the Canadian Market.

(Klaus's Chocolates were awarded the **Gold Medal** at the Glasgow Exhibition.)

Wholesale Depot for Canada:

Canadian Swiss Trading Co.

17 ST. JOHN ST.,

MONTREAL.

MAPLE SYRUP

You are losing money if you do not carry a full line of Cabinet Maple Syrup in store.

NOTICE—Some parties claim to have Cabinet Maple Syrup put up under other brands. This is a mistake. All genuine Cabinet Maple Syrup has our name, MONTREAL MAPLE COMPANY, printed on every label.

PACKED IN TINS

6 gallons	wine measure,	$4.50	per case.
12 half-gal.,	"	4.80	"
24 quarts,	"	4.80	"
24 pints,	"	2.50	"
5 gal. tin,	imp. measure,	4.25	"

Freight prepaid up to 40c. per 100 lbs., all freight charges over 40c. per 100 lbs. to be added to invoice, in three case lots and over.

If your jobber will not supply you with our goods, write to us and we will see that your order is filled.

Accept no substitutes. None genuine unless our name is printed on every label.

THE MONTREAL MAPLE COMPANY

MONTREAL, - - QUE.

The Question Answered

The question of two weeks ago is answered this week in the light of science.

We submitted a package of

Orange Meat

bought in the ordinary way in the open market for analysis in the laboratory of Queen's University, Kingston.

The report is as follows:

Moisture	6.56	per cent.
Fat	.67	"
Ash	.217	"
Proteids	10.61	"
Dextrin	14.40	"
Maltose	23.76	"
Other Carbohydrates	41.73	"

Extract by shaking with cold water:

Specific gravity	1.012	per cent.
Total solids dissolved	46.20	"
Soluble nitrogen	.228	"
Proteids	14.25	"

Show your physician this report—he will understand it. We may say, however, that nearly half the weight of the food is composed of Maltose and Dextrin—substances most easily digested.

This is enough for this week on this phase of the subject—but it's good stuff.

The Frontenac Cereal Co.
Limited.
KINGSTON, Ont.

Flour and Cereal Foods

Wheat Situation.

THE quietness of the wheat market, noticeable during the last few weeks, continues to rule at the close of the market this week. Manitoba is down fully 5c. in price, while Ontario remains at about last week's level with a slightly upward tendency. It is a little early to prophesy about the coming crop; reports received from the country so far, however, indicate that grain has Wintered fairly well, and if nothing untoward happens between now and the early Summer, a good yield in all varieties may be expected.

A report was current last week in Toronto grain circles that the Ontario Fall wheat market had been cornered. This turns out to have been partly true in so far as four or five of the big grain interests have combined to put up the price of Fall wheat. They have not succeeded as yet; at the same time it is commonly known that Fall wheat is in a few hands, and it is believed in certain quarters that there is comparatively little more to come. In the event of the latter being true, the price of Fall wheat might easily advance in the near future; at the same time it must be remembered that there is plenty of Manitoba grain available at present, which factor would tend to prevent wheat in the east being boosted by speculators.

The bull interests have estimated that there are only between 100,000 and 150,000 bush. of the last crop left in the province, a ridiculously small amount, with practically no wheat in farmers' hands. Of the amount mentioned, the bulls claim to have cornered at least 90 per cent. of the available supply.

The Toronto Pure Food Show.

A PURE food show, under the auspices of the Toronto Grocers' Section of the Retail Merchants' Association of Canada, will be held in Massey Hall, Toronto, from April 3 to 15, inclusive. This enterprise is the outcome of an agitation on the part of the Retail Merchants' Association for more stringent Government regulations in regard to the manufacture and sale of pure food products, which has already been productive of excellent results.

The main object of the management is to assist the Retail Grocers' Section of the Association in the good work they have already accomplished by securing remedial legislation for safeguarding the interests of the trade and consuming public at large. Lectures and talks on food and cooking will be given by the best available persons with a view to educating the public and creating a greater demand for pure and wholesome food. Every possible effort will be made to bring the manufacturers, wholesalers and retailers closer together and into direct touch with the consumer.

During the last week of the show a convention of retail grocers, including 55 branches of the Retail Merchants' Association from all parts of Ontario, will be held. Special railway rates have been secured, and it is expected that there will be a very large attendance from all over the province. The committee hope to make this one of the most important events in the history of the grocery trade of Ontario, and are sparing no efforts to secure a representative gathering of the different branches of the trade, including manufacturers, wholesalers, retailers and the consuming public.

Among the large list of exhibitors are: The Walker Bins, Todhunter & Mitchell, McClure & Langley, E. D. Smith, Candy Floss, Fairless Milling Co., Dominion Canister Co., Windsor Salt Co., T. A. Lytle & Co., United Factories, Cowan & Co., Cerebos Salt Co., Pure Gold Mfg. Co., Edwardsburg Starch Co., Truro Condensed Milk, Bates Mfg. Co., J. J. McLaughlin & Co., John Klees, Grierson & Co., Imperial Extract Co., Mr. Fralick, Eby, Blain Co., Christie, Brown & Co., Canadian Shredded Wheat Co., E. W. Gillett & Co., City Dairy Co., John Sloan & Co., White & Co.

The committee of management is composed as follows: Chairman, G. Good; Treasurer, M. Moyer; Secretary, F. C. Higgins; General-Secretary, E. M. Trowern.

Mr. B. H. Blakeslee, who has been so successful in placing Orange Meat on the Canadian market, has resigned his position with the Frontenac Cereal Co. Mr. Blakeslee's interests are still in the trade and he is promising his friends an interesting announcement in the course of a few days.

The Snelgrove-Waddington Co. are about to erect a large general store in Fort William, Ont.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

Borden's



Stands for **BEST**

"Two lines that win trade for the dealer"—

"Eagle" Brand
CONDENSED MILK
AND
"Peerless" Brand
EVAPORATED CREAM



—Every grocer must have noticed the increased demand for Condensed Milk. **Borden** has caused it, on account of superior and reliable quality.

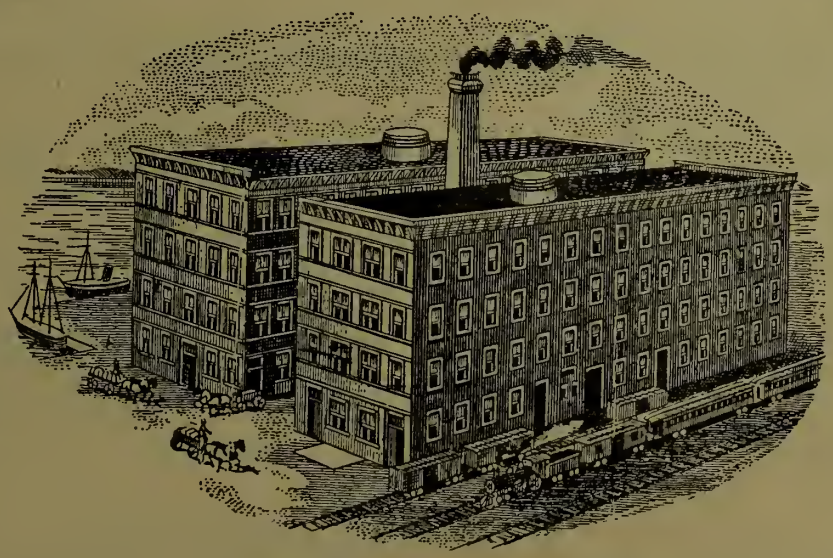
Ask your Jobber, or write to

WILLIAM H. DUNN, - MONTREAL

JOS. IRVING, 92 Wellesley St., TORONTO.
ERB & RANKIN, Halifax, N.S.
SCOTT, BATHGATE & CO., Winnipeg, Man.
W. S. CLAWSON & CO. St. John, N.B.
SHALLCROSS, MACAULAY & CO., Victoria and Vancouver, B.C.

We beg to call the attention of the trade to the fact that we have the most modern machinery for manufacturing the following goods:

Rolled Oats
Gran. Wheat
Gold Dust
Family Oatmeal
Ground Wheat
Sd. and Gr. Oatmeal



Pot and Pearl Barley
Ground Oats
Flaked Wheat
Split Peas
Pea Meal
Ground Corn
All kinds of Feed

Consequently the goods are the best in the market.

PHONE, WIRE OR WRITE US FOR QUOTATIONS. PROMPT DELIVERY IN MIXED CAR LOTS OR OTHERWISE. LETTER ORDERS A SPECIALTY.

WM. McCANN MILLING CO., OFFICE and MILLS FOOT JARVIS STREET Toronto

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Increase the Tobacco Department.

THE grocer cannot sell tobacco without making an effort. It is good stock and the sale of it is immense; but if the dealer keeps it carefully stored away in some obscure corner or under the counter, he is likely to go on keeping it there. Tobacco, like most other things, must be shown, if it is to be sold. It allows of good display, and, instead of being a cumbersome and unsightly department, as it is made in some stores, it should prove an attractive part of the store.

The grocer has a number of advantages over strict tobacco stores. The latter draw the entire trade of the youth who patrol the streets at night. But in very many cases the older man has a prejudice against these stores. This arises from the very causes which induce the young man to frequent them. The tinsel and glitter of the cigar store which is usually accompanied by the objectionable billiard room, while it attracts the impressionable young man, has just the opposite effect on the older and staider man. Quietness and respectability are what he seeks. Accordingly, he would prefer to make his purchases in the grocery store and smoke his pipe or cigar at home.

Of course, if the grocer is to secure this trade, he must have what his customers demand. A man soon becomes an epicure in tobaccos, and a fair assortment must be offered him. But the largeness of this class of trade justifies him in making big efforts to capture it. He cannot afford to lose it.

Cuba's Cigar Output.

Cuban Treasury returns of internal revenue collections upon cigars give the consumption as a trifle over 184,000,000 cigars per year, and which would be at the rate of 100,000 smokers about five cigars per day. At the same time over 3,000,000,000 cigarettes were consumed in one year in the Island of Cuba, or a trifle over twenty cigarettes per day for 400,000 cigarette consumers, as the latter number includes some women and half-grown boys. The actual consumption must be larger still, as the farming population does not pay taxes on their own "vegueros" and as the free cigars in the factories which are given away or surreptitiously taken will swell the total figures considerably more. The Island of Cuba, therefore, can be safely said to manufacture and consume 54 per cent. of her own tobacco production, or say 300,000 bales, while only 46 per cent., or 250,000 bales, are exported from there to all countries.

We've All Been There.

He swore off smoking, so he did,
And thanked his lucky stars;
His resolution gained, alas,
A lot of jolting jars;
For every friend he met for days
Would proffer him cigars.

He told them all he had sworn off,
His smoking days were o'er,
And when they laughed at him, of course
It made him very sore;
The chaffing of his wicked friends
He deemed a downright bore.

For three whole days he kept his pledge,
As cross as any bear,
As nervous as a setting hen
And prone to curse and swear,
And then went back to his cigars—
I guess you've all been there.

—Ex.

A Tobacco Monopoly.

Sometime when the troubles of the tobacco business press heavily on you, take a glance at the conditions in France and it will restore your good humor. There the Government has a monopoly of the tobacco business, and the consumer or manufacturer contributes $71,000,000 to the Governmental octopus for the pleasure of smoking. Curiously enough, the largest sum is derived from the sale of two-cent cigars.

SWEET CAPORAL



CIGARETTES
STANDARD OF THE WORLD
Sold by all Leading Wholesale Houses.

All First-Class Grocers
Handle
OLD CHUM
Cut Plug Smoking Tobacco
It's a Trade Bringer.

Let us Reason Together

—We shall take it for granted that you sell or are ready to sell Cigars.
—But whose? What brands?
—Popular and known ones, of course.
—Cigars that pay a decent profit.
—That will sell outright and that require to be renewed.
—Cigars that are guaranteed to sell with a money-back guarantee.
—Good—that means you will sell our **Pebble** for a 5-center and our **Pharaoh** for a 10-center.

YOU KNOW OUR STANDING OFFER.

J. BRUCE PAYNE, LIMITED, Makers, Granby, Que.

Letters to Tom, the Grocer.—No. II.

HAMILTON, March 31, 1905

Dear Tom:

We think you need a word of warning Young buyers are apt to over buy. The offer of an extra 10 per cent. discount on gross lots is a temptation, but it may be bad business to yield to it. If your business won't stand the safe purchase of more than a dozen, don't buy 11 dozen more just to reduce the price of one dozen by 10 per cent. We once knew a man who bought a gross of tubs this way. He sold most of them at a loss.

How is your stock of **T. & B.** Smoking Tobacco? You will find it the safest tobacco, as well as the best you can put your money into.

Yours truly,

GEO. E. TUCKETT & SON CO., LIMITED.

Per J.

KING BUFFALO CIGAR

More genuine goodness about this Cigar than in any other 5-cent line we ever saw—we are putting money in it—stock, workmanship, skill.

We supply grocers with an abundance of advertising matter. It sells because we make it sell.
$35.00 per M. Expressage paid on all sample orders when cash accompanies order.
Express paid on sample hundred if cash accompanies order; also on all time orders of ½ M or over
Return pockets and secure set of fine Art Pictures.

CANADA CIGAR CO., Makers, - London, Ont.

The Chamberlain Cigar

The **best value** in Canada! Sold the **world** over! It will help your **trade tremendously!** Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,
MONTREAL

MANUFACTURERS OF
Cigarettes and Cut Tobacco

Some people like oysters. Some don't.
It is a matter of taste.
Same with Tobaccos.

McALPIN'S TOBACCOS

are **preferred** by thousands of users. Their flavor explains it.

And whenever a tobacco user buys **McAlpin's Tobaccos,** the grocer makes a profit yielded by no other Tobacco—Smoking and Chewing—on the market.

Are you pushing **McAlpin's Tobaccos?**

WM. BRAID & COMPANY



TEA AND COFFEE IMPORTERS

The Big Tea and Coffee House of the Great West

We are the largest importers of Teas, Coffees and Spices in the Canadian North-West. We deal in them exclusively, therefore are in a position to take care of your smallest orders or handle your largest ones – Satisfaction guaranteed.

VANCOUVER, B. C.

Write us for samples and quotations.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

March 30, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—

Bee" brand, 48 5c. pkgs., per case	$1 75
" " 27 10c. pkgs, "	2 00
" " 10 25c. pkgs, "	1 75

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
½ doz.	12-oz.	3 40
½ doz.	2½lb.	10 50
¼ doz.	5lb.	19 75

JERSEY CREAM BAKING POWDER.

½ Size, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ½ lb., 4 doz.	$ 45
OceanBaking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.



MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ¼ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ¼ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz	$2 25

HOME BAKING POWDER, CO., MONTREAL.

Sizes.	Per doz.
2 doz. case ½ lb	$2 40
1 " 1 lb	4 75

1 to 5 cases, 5 per cent.
5 to 10 cases, 10 per cent.



EAGLE BAKING POWDER

Per doz.	
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

"BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	$3 50
" " 36 10 "	4 00
" " 24 16 "	4 50
"Beaver" brand, 24-16 pkgs.	4 80

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10



J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each, per lb.	16½c
"Sapphire"—14-lb. boxes, ½-lb. pkgs. per lb	12½
"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb.	10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.



JAMES' DOME BLACK LEAD.

	Per gross
5a size	$2 40
2a size	2 50

Borax.

Bee" brand, 5 oz., cases, 60 pkgs	2 25
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 45
" 5-doz. 10c. "	0 90

Boeckh's Brooms.

Bamboo Handles, A, 4 strings	$4 50
" " B, 4 "	4 20
" " C, 4 strings	3 95
" " D, 4 "	3 70
" " F, 4 "	3 40
" " G, 3 "	3 10
" " I, 3 "	2 70

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 [illegible]
" " 7-lb. cotton bags, per bag	0 13½

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins, per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	1 2[illegible]

BATGER'S

STRAWBERRY JAM

IF YOU HAVE NOT ALREADY DONE SO—ORDER A TRIAL CASE OF 4 Doz.

NEW STYLE

SQUARE JAR WITH METAL AND CORK SCREW TOP.

DO IT NOW.

ROSE & LAFLAMME, MONTREAL.



Save Waste Effort

in pushing poor goods, what if the profit is a little larger—you don't please your customer and you lose in the end. Sell

Paterson's Camp Coffee Essence

it always pleases.

ROSE & LAFLAMME, Agents, Montreal.

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ¼-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORF'S COOOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

½ lb tins, 4½ doz. to case	per doz.,	$ .90
¼ " " 4 " "	....	"	2.40
½ " " 2 " "	....	"	4.75
1 " " 1 " "	....	"	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.



	Per lb.
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ½s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb, tins.	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44
Sweet chocolate powder—	
6-lb. boxes, 12 boxes in case, ½-lb. tins.	32c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	34c.
Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	33c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	35c.
Medallion sweet chocolate—	
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs.	44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	44c.
Milk chocolate—	
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs	35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	35c.
Vanilla sweet chocolate—	
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs.	32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	32c.
Tid-Bit chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	30c.
12-lb. bxs., 6 bxs. in case, ½-lb pkgs.	30c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs	23c.

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65





Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20





TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream, per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffee.

"Bee" brand. 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70
"Beaver" coffee, 24-1 lb. pkgs.	4 80
"Sun" brand, 25 and 50 lb. tins—	
Gem, roasted or ground	0 30
Extra, " "	0 26
Fine " "	0 22
Fancy " "	0 18
"Beaver" (ground only compound)	0 15

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1?

JAMES TURNER & CO.	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 60

100 lb. delivered in Ontario and Quebec.

Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWINO'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	1? 00
Small size	"	1½ 00
Roquefort—Large size	"	2 40
Small size	"	1 40

One of the most seasonable articles and best sellers in the grocery trade to-day is **SYRUP.** The most reliable and most profitable brand in Syrups is

"Crown" brand Table Syrup

made from the finest selected corn. It is ***healthful, nourishing, palatable, flavory, clean*** and ***clear.*** When ordering from your jobber specify "Crown" brand.

PUT UP IN TINS—

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ½ Brls. Kegs and Pails.

Freight paid on 5 cases and over to all railway stations East of North Bay.

LOOK FOR THE "CROWN" ON THE PACKAGE.

MANUFACTURED BY

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

63 Front St. East, TORONTO, ONT.
Works: CARDINAL, ONT.
164 St. James St., MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
doz. packages (12 to a case)	0 75
doz. packages (12 to a case)	0 95

Cleaner.



	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Age

The Davidson & Hay, Limited, Toronto

Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

	Per doz.
" " 5 doz., at..	$ 1 40
" " 1 doz., at..	1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 06½
7 and 14-lb. wood pails, per lb.	0 06½
30-lb. wood pails "	0 06½
Pure Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate, per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate, per lb.	0 09

Liocrice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$ 3 60
3 cases "	3 50
5 cases or more	3 40

Matches.

UNITED FACTORIES, LIMITED.	Per case.
Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

	1 case.	5 cases.
Parlor—		
Imperial	$5 75	$5 50
Best	3 75	3 50
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., -lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins, per doz.	0 85
" ½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins, per lb.	$ 0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25



Orange Meat.

Cases, 36 15c. packages...$4.50
5 case lots.... 4.40 (Freight paid.)
Cases, 20 25c. packages... 4.10
5 case lots.... 4.10 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints), per doz.	$ 2 30
Corked " "	1 90

Soda.

COW BRAND.



Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 3? 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkas. containing 96 pegs.), per box, $3 00.

MAGIC BRAND

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. "}	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND.

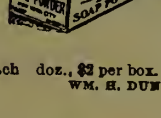
"Bee" brand, 8 oz., cases, 120 pkgs.	Per
" " 10 oz., cases, 96 pkgs.	case
" " 16 oz., cases, 60 pkgs.	$2 75

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

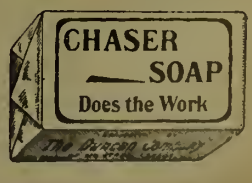
Maypole soap, colors, per gross	$10 20
" black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

BABBITT'S.



Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes as freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, bxs each doz., $3 per box.

WM. H. DUNN AGENT.



You'll Have to Hurry!

NEARLY ALL SOLD!

We haven't very many left. The book—

100 Good Ads for a Grocery Store

is finding its way to a good many grocers who want good ads at the smallest cost of time and trouble.

Sent for approval. If you keep it send $1.00; if you don't keep it, then we'll get it back.

THE CANADIAN GROCER, 10 Front St. E., Toronto.

CHASER SOAP.

1 case $2 40
Special quotations for quantities.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton.	$ 0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 04½
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
Ordinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
'Bee" brand starch—	
" laundry, 64-12 oz. pkg. per case	$5 00
" " 32-12 " per ½ "	2 50
" corn starch 40-16 oz. pkg. " "	3 00
"Sun" borated starch, 40-16 oz. pk. per case	3 00
" borated starch, 50 box. 100 lb. keg	0 06½
" laundry 50 " " "	0 05½
"Gem" " " 100 & 200 lb. kegs	0 05½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 04½
Acme Gloss Starch— 1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry— 3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch— Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch— Boxes of 45 cartons, per case	3 50
Ordinary Starches—	
Challenge Prepared Corn— 1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn— 1-lb. packages, boxes 40 lb.	0 06
Crystal Maize Corn Starch— 1-lb. packages, boxes 40 lb.	0 06½

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Ordinary Starches—	
St. Lawrence corn starch, 40 lb	0 06½
Durham corn starch, 40 lb.	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 06
" 100-lb. kegs	0 06
Canada Laundry, 40 to 46 lb.	0 04½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 20 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½



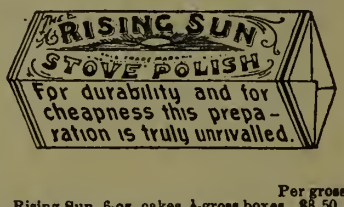
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

SAN TOY STARCH.

10c. pkgs, cases 5 doz., per case.... 4 75

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



DUNN GENT.



Enameline No. 0 4, bxs., ea. 3 dz.	0 38
Enameline No. 0 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 80
Blackene, 5-lb. cans, per lb.	0 10
Enameline stove dressing, per doz.	0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label— 2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10
(10 and 20 lb. tins have wire handles.)	

"BEAVER" BRAND. Per case.

1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 60

SMALL'S BRAND—Standard. Per case.

1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 30

Teas.



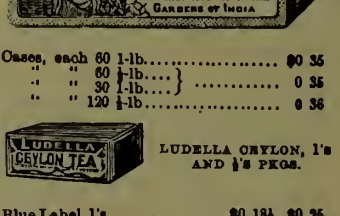
SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 23	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c.	0 22
Green Label. " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. } 30 1-lb. }	0 35
" " 120 ½-lb.	0 36

LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Lacel, 1-lb. and ½s	$0 25	$0 50
Blue Label, 1-lb. and ½s	0 18	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 40
" III 80-lb. boxes	0 35
EMD AAA Japan, 40 lb " at	0 30
" AA " 40 "	0 27½
Blue Jay, basket fired Japan, 70 lbs.,	0 27½
"Condor" IV 80-lb. "	0 30
" V 80-lb. "	0 26½
" XXXX 80-lb. boxes	0 22½
" XXXX 30-lb. "	0 23½
" XXX 80-lb. "	0 20
" XXX 30-lb. "	0 21
" XX 80-lb. "	0 18½
" XX 30-lb. "	0 19
" LX 60-1b. per case, lead packets (25 1's and 70 ½'s)	0 27½

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and 1s, 60-lb. cases ..... retail	0 25 at 0 30
Grey Label, ½s, ¼s and 1s, 60-lb. cases ..... retail	0 30 at 0 35
Yellow Label, ¼s and 1s, 60-lb. cases ..... retail	0 35 at 0 36
Blue Label, ½s, ¼s and 1s, 50-lb. cases ..... retail	0 40 at 0 50
Red Label, ½s, ¼s and 1s, 50-lb. cases ..... retail	0 50 at 0 54
White Label, ½s, ¼s and 1s, 50-lb. cases ..... retail	0 at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 ..... per lb.	0 35
No. 2 ..... "	0 30
No. 3 ..... "	0 25
No. 4 ..... "	0 20
No. 5 ..... "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 30
" Amber, 8s. and 3s.	0 60
Chewing—Stag, bars, 10½oz.	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s.	0 44
" Currency, 12 oz bars, 12s.	0 47
" " 6½s. and 12's.	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½oz b'rs, sp'o'd 6½	0 51
" Pay Roll, 7s and 6½s.	0 [illegible]
" Fair Play, 8s. and 12s.	0 [illegible]

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality.	$0 30
Condor, pure distilled	0 25
Old Crow	0 20
Special prices to buyers of large quantities	

GRIMBLE'S MALT.

Bulk, ½-casks, 25 gals.	$5 45	$10 95
" casks, 60 "	10 25	22 45
Bottles, cases, 3 doz.	3 25	4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted— 24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90
1 case 50 5c. packages free with 5-case lots	
Freight prepaid.	

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz
Washboards, Victor	$1 30
" Crown	1 35
" Improved Globe	1 50
" Standard Globe	1 80
" Original Solid Globe	1 80
" Superior Sld. Bk. Globe.	1 95
" Jubilee	1 20
" Pony	0 90
Diamond King (glass)	2 20
Tubs, No. 0	11 25
" " 1	9 00
" " 2	8 00
" " 3	7 00
Pails, No. 1, 2 hoops	1 85
" No. 3, "	2 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz.	1 05
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " 3 doz. 5c.	1 00
" " 3 doz. 10c.	1 80

Try a barrel of

WILSON'S PURE REFINED CIDER

if you want the best.

Ask for it. Take no other.

THE
W. H. WILSON CO., LIMITED
TILLSONBURG, CANADA

CANE SUGAR SYRUP

We have a very fine lot of Choice Pure Cane Sugar Syrup, bright, sweet and heavy.

In Barrels, Half-Barrels, 2-lb., 3-lb., 5-lb., 10-lb. Tins.

For prices and samples write to

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

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GEO. MUSSON & CO.,	TORONTO
JOHN W. BICKLE & GREENING,	HAMILTON
GEO. H. GILLESPIE,	LONDON
JOSEPH CARMAN,	WINNIPEG

All About Tea From A to Z

Tea Hints for Retailers

BY JOHN H. BLAKE, TEA EXPERT

If you aspire to a greater knowledge on the subject of Tea, a knowledge that will make you an authority—Buy this book. The chapter on Tea-Blending is alone worth the price of the book.

Money refunded if you conclude, after a week's examination, you don't want it.

Postpaid, $2.00

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MacLean Publishing Co., Limited
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BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

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Oakville, Ont.

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Terms—100 Clippings,		$ 5.00
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500	"	22.00
1,000	"	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

CANADIAN PRESS CLIPPING BUREAU,

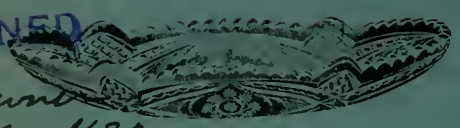
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Telephone Main 1255.
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'is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.

RETURNED
To Our
Cut Book 32
Page 2



CELERY TRAY

ALL THE PIECES ARE CHEAP AT 10c. AND YOU CAN GET 25c. FOR SOME.

Some more of the pieces you can sell for

10c. EACH

IN OUR



BUTTER DISH

DAZZLER ASSORTMENT

RETURNED
We sell
Good Goods
Cheap:

Write for sheet showing every article and giving list and prices of assortment.

GOWANS, KENT & CO.
TORONTO



"Perfectly clean from our kitchen to your customer's."

You are the merchant we want to convince—you are the one we know will do better and more profitable business if you sell

Wethey's Mince Meat

The best way to get you thoroughly sure of this is to have you ask your customers. They'll tell you that Wethey's is the best, cleanest, most wholesome on the market. Ask them and see.

J. H. Wethey, Limited
ST. CATHARINES, ONT.

C. & B.

Pickles, Jams, Marmalade

and the finest

Preserved Provisions

CROSSE & BLACKWELL, Limited
LONDON, ENG.

C. E. COLSON & SON, MONTREAL, Agents.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision and Food Stuffs Trades of Canada.

VOL. XIX. MONTREAL AND TORONTO, APRIL 7, 1905. NO. 14.



The Blueing of the clothes in the Laundry is always associated with the words

Keen's Oxford Blue

the selling of

Keen's Oxford Blue

by the grocers of Canada is always profitable.

Sold Everywhere in One Ounce Squares—FULL WEIGHT.

SELF-INTEREST

Is the mainspring of human actions. Self-interest necessitates the grocer handling only those goods which he knows will give satisfaction. **Christie's Zephyr Cream Sodas** in 3-lb. tins give satisfaction. Therefore it is to the interest of the grocer to keep them in stock.

Christie, Brown & Company

TORONTO and MONTREAL Limited



One of the 57

HEINZ MUSTARD DRESSING

It would be a capital thing to push this variety at this time. As a fish sauce it is unexcelled. Appreciated in Lent and all times when fish is an article of diet. For Spring trade when salads begin to rise in importance it is worth setting out prominently. Not a mayonnaisse but a dressing of a delicate, exquisite mustard flavor.

H. J. Heinz Company
Pittsburgh, U S.A.

HEINZ

National Licorice Co.



Y. & S., SCUDDER and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.
Illustrated Catalogue on request.

Brunner Mond & Co.'s

WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

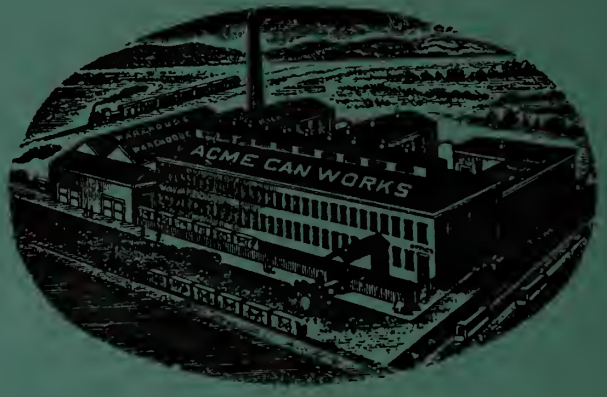
Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland

Montreal

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When in Need of Cans, Serve Your Best Interests and Consult Us.

Acme Can Works

make the largest assortment of any factory in America of TIN CANS by the latest up-to-date automatic machinery

We are the only makers in Canada of
KEY-OPENING MEAT CANS, POULTRY CANS.
They are our specialties.

Manufacturers for Canada of

Jewett's Self-Heating Can.

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Lard, Syrup, Butter } Pails

ACME CAN WORKS
Ontario Street East, - - MONTREAL, P.Q

67% Pure Oil!

Seven per cent. more of pure oil than you'll get in ordinary Castile Soap—*Seven per cent.!* It seems a trifling matter, perhaps, yet it may make or mar your success in holding a customer's permanent trade.

The "Shell" Brand of Castile Soap is packed only by Couret Frere, of Marseilles, France. Highest quality always, in one pound bars and upwards.

Pressed cakes in boxes also. Sixty-seven per cent. of Pure Oil in the "Shell" Brand.

"Shell Brand" Castile Soap

Sold by Leading Wholesalers.

"Thistle" Brand

Maple Syrup that makes the mouth water for "more." The real syrup of your boyhood days—the "Thistle" Brand.

You best preserve your customers' interests by selling what they expect and want and yet so seldom get — palate-tickling maple syrup—the "Thistle" Brand.

Maple Syrup

Sold by Leading Wholesalers.

ARTHUR P. TIPPET & CO.,

AGENTS,

8 Place Royale, Montreal,
20½ Front St., Toronto.

MANUFACTURERS' AGENTS AND BROKERS DIRECTORY.

CALGARY.

Start the New Year Right

Increase your business by appointing us your Western Representatives. If you have anything to sell write us.

NICHOLSON, BAIN & JOHNSTON,
Wholesale Commission Merchants and Brokers
CALGARY, ALTA.
Head Office: NICHOLSON & BAIN, WINNIPEG.

MONTREAL

A. J. HUGHES
Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,
1483 Notre Dame Street
MONTREAL.
Open for few more foreign and domestic agencies. Correspondence Solicited. Highest References.

J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
Tel. Main 778. Bond 28.

WINNIPEG.

Dingle & Stewart
WINNIPEG, - - CANADA.
COMMISSION BROKERS.
Excellent Storage Accommodation.
Consign Your Cars to Us.

EASTERN MANUFACTURERS
—AND—
SHIPPERS.
All EYES are turned on
MANITOBA AND THE WEST.
WE
Represent some of the leading houses in
CANADA and the U.S.
INCREASE YOUR TRADE. WRITE US.
NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.

WINNIPEG.

REGINALD LAWSON
MANUFACTURERS' AGENT and WHOLESALE COMMISSION BROKER
UNION BANK BUILDING
Correspondence Solicited
WINNIPEG, MAN.

JOSEPH CARMAN
Wholesale Grocery Broker and Manufacturers' Agent
Member Western Wholesale Brokers' Association
Union Bank Block, Rooms 722 and 723
Winnipeg, Man.
Open for good Canned Goods Agency
Correspondence Solicited

TORONTO.

W. G. A. LAMBE & CO.
TORONTO.
Grocery Brokers and Agents.
Established 1885

C. E. KYLE
WHOLESALE GROCERY BROKER and MANUFACTURERS' AGENT
27 FRONT ST. E., - TORONTO
Highest references. Commissions solicited.

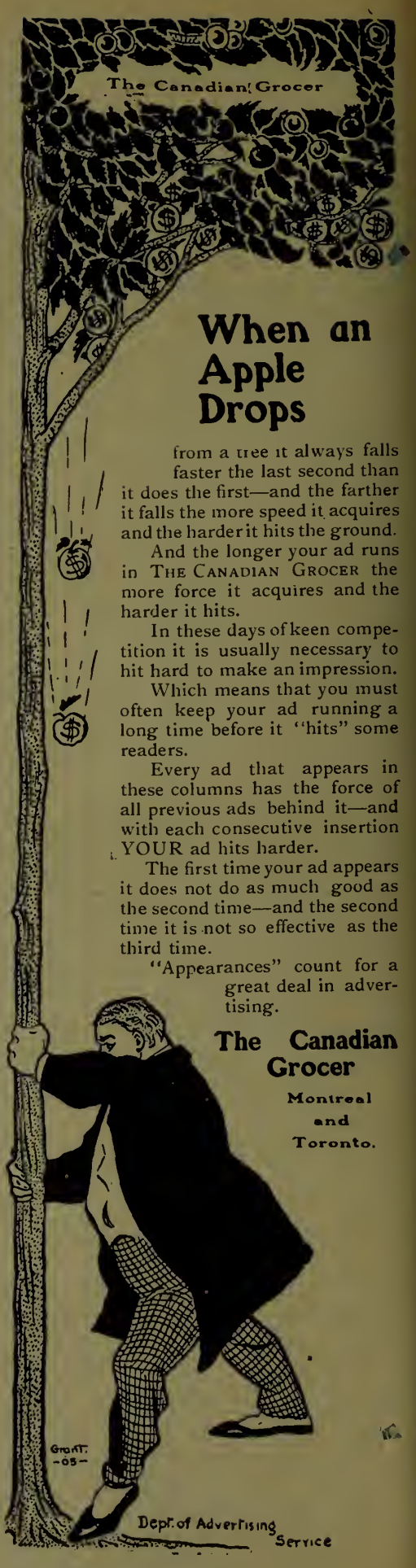
W. H. Millman & Sons
Grocery Brokers
27 Front St.,
TORONTO.

HAMILTON, ONT.

Long Distance Phones
OFFICE 715 HOUSE No. 1556
Norman D. McPhie
BROKER and Commission Merchant
OFFICE: 158 KING ST. E.
HAMILTON, ONT.

WOLSELEY, ASSA.

G. C. Warren
Wolseley, P.O.
Direct Importer, and Distributer of Teas and Jellies, will act as manufacturer's agent in other lines.



SALT—All Kinds

Best facilities for shipping.
No better prices or service anywhere.

VERRET, STEWART & CO., - MONTREAL

CAPSTAN BRAND

HIGH-GRADE TOMATO CATSUP



Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see our travellers' samples.

The Capstan Mfg. Company

TORONTO, ONT., CAN.





At all times, wherever the best of food products are in evidence you will find

Sterling Brand Pickles

in the lead.

There's an appetizing charm about them that is very distinctive and exclusive.

All best grocers sell them.

Made in Canada by

THE T. A. LYTLE CO., LIMITED

124-128 Richmond St. W.

TORONTO, CAN.

BY ROYAL APPOINTMENT

CEREBOS TABLE SALT

Used like Common Salt, but contains the Vital Phosphates of Whole Wheat.

USED IN ALL THE ROYAL HOUSEHOLDS AND ALL THE BEST HOTELS AND FAMILIES IN EUROPE.

Sold wholesale by the following firms:

Quebec: Whitehead & Turner.
Montreal: D. H. Rennoldson.
Ottawa: H. M. Bate & Sons, Ltd.
Kingston: Geo. Robertson & Son.
Toronto: W. G. Patrick & Co.
Hamilton: James Turner & Co.
Winnipeg. The Kenneth Mackenzie Co.
Victoria: R. P. Rithet & Co., Ltd.
Vancouver: Kelly, Douglas & Co.



JAPAN TEAS

always please.

A short expression but a true one. Experience will teach you that for **real genuine satisfaction** there are no teas so deliciously satisfying as the teas of **JAPAN.**

They are pure, healthy, invigorating and profitable to handle.

Made in Canada

These words are the key to the success that every true Canadian heartily desires for this fair Canada of ours!

Why should we buy goods of any description that are made in a foreign country? The making of foreign goods does not give employment to our artisans. It does not retain money in this country.

Why use Foreign Salt? We have CANADIAN SALT that is superior to any foreign salt that is made.

Why not help build up Canada by using

Canadian Salt

and thereby employ Canadian labor, Canadian works, and Canadian capital?

Demand of your wholesale grocer Canadian Salt, and if he does not keep it write to us for prices and samples.

ADDRESS

THE DOMINION SALT AGENCY

LONDON, ONT.

Telephone No. 1971

Offices: 2nd FLOOR MERCHANTS' BANK BUILDING. Entrance on Queen's Avenue.

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND"

MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.



ROSE & LAFLAMME,

AGENTS, MONTRFAL.

Flett's

PICKLE EXAMINATION.

"Truth never fears a rigid examination."

Examine FLETT'S PICKLES carefully and you will find them honest goods clear through. Best fresh vegetables and pure English malt vinegar only used in the making.

ROSE & LAFLAMME

Agents, MONTREAL

MHS

ONLY TOO TRUE

The best of friends must part. The oftener you part with Ceylon Teas the better friends you become because with every parting there's a profit

FOR YOU

CEYLON TEAS

Teas that linger are poor teas.

Have you any such in <u>your</u> stock?

APPRECIATE YOUR FRIENDS

FISH and OYSTERS

WHOLESALE.

The F. T. JAMES CO., Limited

76 Colborne Street, TORONTO.



They Cost Something, Of Course.

But enough Allison Coupon Books to last a year won't cost asmuch as the amount you will lose by thecarelessness of your clerks in forgetting to "charge up" numerous small purchases; and disputed pass-book entries, where you have to allow your customer's kick, or lose him.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

STOCK NOW.



Sutton's Worcestershire Sauce cannot be beaten for quality and price

G. F. Sutton, Sons & Co.

King's Cross

London, Eng.

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT



¾-lb. tins—3 doz. in case.

SOLD BY ALL JOBBERS

YOU WILL SELL MORE METAL POLISH

IF YOU SELL

YORK

Quick, clean, brilliant. Cleanses and polishes at one operation. Free samples with every order. Sample on request to any dealer.

ANGLO-CANADIAN SUPPLY CO.

3 Wellington St. E., TORONTO

To the Wholesale Trade

We are now fully equipped and prepared to give quotations for the Manufacture of any Woodenware Specialties.

Our Shelf Box is selling itself. Write for prices.

The Bennett Mfg. Co.

Pickering, Ont.

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL.



Do You Sell It?

Remember, we give larger profits than any other **Premium Soap,** and you give your customers **Better Premiums.**

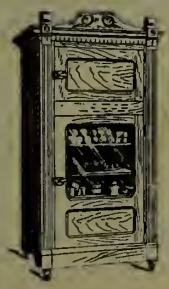
Each coupon is redeemable for one cent in goods.

WRITE FOR PARTICULARS.

The Duncan Company of Montreal

P. O. Box 292.

REFRIGERATORS



FOR

Butchers and Grocers

Any Size. All Guaranteed to do the work.

Write for Catalogue and Prices.

Eureka Refrigerator Co., Limited.

54 and 56 Noble St., Toronto, Canada.



A woman doesn't like to put her hands in dirty, hot, lye-charged scrub-water.

And she doesn't have to if she uses

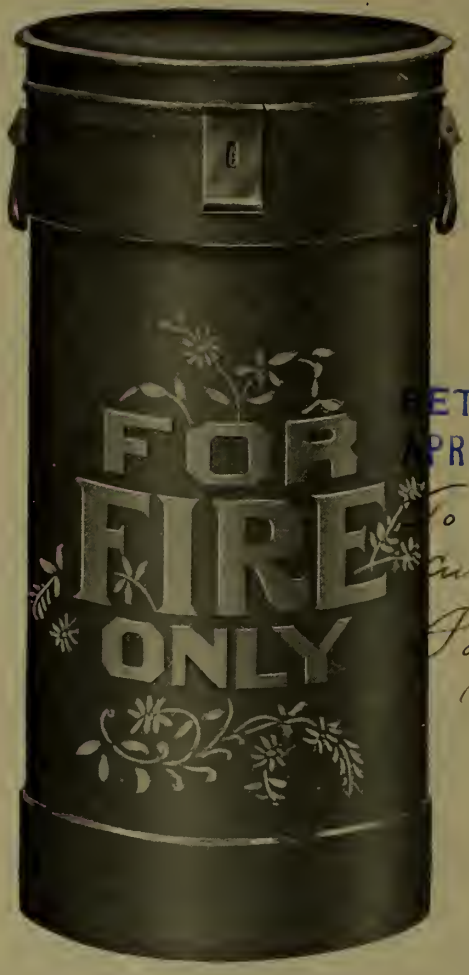
The Tarbox Self-Wringing Mop

We hope you sell it. **You can sell more Tarbox Self-Wringing Mops,** even at their higher price, than you can of all other kinds.

Your jobber keeps them.—Have you given an order?

Tarbox Bros., Toronto

SAVE FIRE INSURANCE



RETURNED
APR 17 1905
To Owner
Cut Book 33
Page 25



TURNED
R 17 1905

BY USING A FAMOUS FIRE BUCKET TANK

Recommended by the Fire Underwriters' Association

No grocer wants a bunch of unsightly, half-empty, dusty water buckets, occupying a lot of valuable space in his store.

The "Famous" Fire Bucket Tank is a new idea and the common sense of it strikes you at once.

It is always full of water, ready for use, takes but very little space and is moderately priced.

By using it you can get a lower insurance rate.

Write for prices and full particulars.

THE McCLARY M'F'G CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, HAMILTON

We have it
absolutely **PURE**

MAPLE SYRUP

New Syrup and new Sugar from farmers making under most modern and guaranteed pure conditions.
We have the best trade and want **YOURS.**

Write for particulars.
We want your confidence as we want your trade.

THE GRIMM MFG. CO.
Manufacturers of Champion Maple Sugar Evaporator and Maple Sugar Makers' Supplies
MONTREAL

FOUR STRONG POINTS
about WALKER BINS

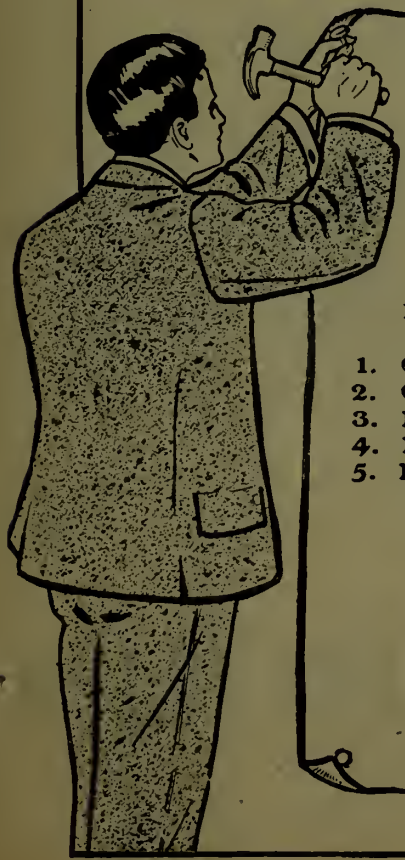


1—They make an ideal store arrangement.
2—They economize space.
3—They afford clean and attractive interior displays.
4—They facilitate quick handling of goods.

BOOKLET GIVES FULL PARTICULARS. WRITE FOR IT.

The Walker Pivoted Bin and Store Fixture Co.
Factory, BRAMPTON. Head Office, TORONTO.

STRIKE FOR SUCCESS!



A National Cash Register

Drives the Profits Into the Cash-Drawer

IT IS A PERFECT SYSTEM FOR
1. **Cash Sales**
2. **Credit Sales**
3. **Money Rec'd on Acc't**
4. **Money Paid Out**
5. **Money Changed**



A National Cash Register

enforces carefulness, honesty and accuracy among the clerks.

IT PAYS FOR ITSELF

within a year out of the money it saves and then earns 100% on the money invested.

Let one of our representatives call and explain our system to you.

CUT OFF HERE AND MAIL TO US TODAY

National Cash Register Co.
DAYTON, OHIO

I own a_____store. Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy.

Name
Address
No. Clerks

A SELLER

COPPER KING WASH BOARD

Extra Heavy Electro-Plated Zinc—Will last four times as long as the ordinary board.
A ***handsome, very durable*** Board—Will delight your customers and bring repeat orders
Freight paid on five dozen lots as far north as North Bay.

Ask our Travellers about this.

W. H. GILLARD & CO., HAMILTON

Wholesale Grocers, Tea and Coffee Importers.



WOOD'S

"Be sure you are right, and then go ahead," is the straight, sure way to build up business. A record of 25 successful years makes these Coffees well worthy your confidence and study.

BOSTON

They comprise what is best in the Coffee line from all parts of the world, and are selected with all the art and deftness of the expert and connoisseur. People demand better Coffee than they formerly did, without paying more. Haphazard trading does not suit them. Don't risk experiments. Be sure you get the best at 428 St. Paul Street, MONTREAL.

COFFEES

50 % of your customers will carelessly take what you offer them ; but 99 % of them know a good thing when they get it. It is the ninety-nine you are after, and by supplying them with Chase & Sanborn's Coffees you will get them.

CHASE & SANBORN

The Importers, Montreal

TORONTO PURE FOOD SHOW

Under the auspices of the Toronto Grocers' Section of Retail Merchants' Association of Canada, Toronto, April 3 to 15, 1905

IF frequenters of Massey Music Hall, Toronto, will only allow themselves to be transported to the ground floor of this splendid auditorium during the next two weeks they may have the pleasure of experiencing the novel sensation of "not knowing where they were at," so complete is the transformation wrought by the directors of the Toronto Pure Food Show. The entire floor space has been planned as a miniature village, only, instead of ordinary every-day houses, the streets are lined with gorgeous booths representing no less than fifty Canadian manufacturers and dealers in footstuffs. The Grocer representative spent an hour or two at the show on Monday, April 3, the opening day, being jostled about by good-natured throngs of sight-seers, and imagining he was once more going the rounds of the Canadian National Exhibition or, as is more familiarly known, the Toronto Fair, of which it is practically a miniature reproduction. The free lunches are quite as numerous, the kaleidoscopic color effect, a veritable feast for the eyes, and the incidental entertainment provided a distinct credit to the management. Judging from the frequent nods of approbation and general satisfaction expressed by the numerous visitors on opening day, the success of the show is already assured. A pure food show is something out of the ordinary for the Canadian retail grocery trade, and it is, perhaps, largely because of this fact that the idea has taken from the very first.

Among the Exhibits.

At the entrance to the show you are confronted by the ubiquitous sign "White & Co." The Grocer had been prepared beforehand for something out of the ordinary from these people and was not disappointed. They have, to all intents and purposes, transported a whole southern vegetable garden to Massey Hall, and are showing in addition an attractive display of tropical fruits, including orange and banana trees.

A brawny Scotchman and a typical lassie in Highland costume are in charge of a booth close by, which has very appropriately been styled the "Wee McGregor." A hearty greeting and the ever welcome: "Will ye no hae an oatcake?" convert the most skeptical in short order, and ere you are aware of it another crowd is forming in the background waiting their turn to taste the national food of Scotland, cooked in old-time fashion before the open fireplace.

Farther along Society Row you meet the Imperial Extract Co., with a very attractive exhibit of "Shirriff" marmalades; and the Eby, Blain Co., with their "Gold Medal" coffee, "Kolona" tea and "Kin Hee" coffee-pot. Mr. John W. Maybee is in charge of this booth, which he had built after a special design of his own, and if you want a delicious cup of tea or coffee, served under the immediate direction of one Maybee—who knows all about it—just tell Mr. Maybee what a fine booth he has.

Attractive Displays.

We note with pleasure that the sign of the "Peacock" which, as everyone knows, is associated with the Bates Mfg. Co.'s mincemeat products, is looming up larger and more resplendent than ever. This firm are making an elaborate showing of their special brands of cream cheese and hard-boiled candies. The Grocer overheard a buxom housekeeper asking the man in charge of the Bates Mfg. Co.'s exhibit whether they were demonstrating mince pies like they did at the Toronto Fair. The worthy lady in question looked as if she could have departed this life in peace directly she was assured that she might again have the opportunity of tasting those delicious pies.

"Reindeer" brand of condensed milk, and "Jersey Cream," occupy a position of prominence where they rightly belong. Demonstrations are given daily and refreshment provided for the hungry, tired and curious. Tea and coffee are delicious, but it is the "Jersey" ice-cream that brings back the days when, as a small boy, the writer hoarded his pennies until he could afford to buy a certain luxury called "Jersey" ice-cream. He is forced to the conclusion that the old-time stuff must have been made of "Jersey" cream, or something very like it.

Mr. Hewitt is on hand as usual directing the faithful to the headquarters of "Shredded Wheat" and "Triscuit," where they are freely regaled with "pure food." The name of "Shredded Wheat" has become associated at our exhibitions and fairs with attractive booths and pretty girls. How is it?

"Pure Gold" is much in evidence, on account of its lavish display and the sterling quality of the products shown; for further proof watch the crowds of samplers hovering about the booth any hour of the day. Nearby you are face to face with Christie, Brown & Co.'s biscuits. For quiet elegance, nothing about the show excels C., B. & Co.'s booth. It is, so to speak, among the aristocrats, and the 445-odd varieties tell their tale most effectively behind as many glass cases.

In confectionery, almost an entire row of booths is devoted to leading lines, including Cowan & Co.'s and Tobler's. In condiments and pickles, T. A. Lytle & Co. deserve special reference for their excellent display of "pure goods" products."

Over Fifty Firms Represented.

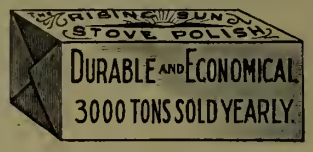
Among other exhibits may be mentioned the Walker Bins, which exhibit was described perfectly by an out-of-town grocer when he remarked that "this was the only way to keep pure foods pure." E. D. Smith, of Winona, in the opinion of many, is sure to come in for special commendation when the lectures on pure foods begin later in the week, likewise E. W. Gillett & Co., the Cerebos Salt Co., the Windsor Salt Co., John Sloan & Co., D. Grierson & Co., and the Frontenac Cereal Co., all of whom are making creditable showings at Massey Hall. It goes without saying that "Blue Ribbon" and "Ludella" teas would receive a lion's share of attention from the grocers and their friends, and in their search for representative pure-food beverages, the management of the Pure Food Show have chosen wisely in selecting these brands for purposes of demonstration.

But, for lack of space, The Grocer would like to comment on the remaining exhibits, including the Fairless Milling Co., the Dominion Canister Co., J. J. McLaughlin & Co., and the United Factories, the latter of whom have a claim to a place in the show on account of pure foods being so closely associated with cleanliness in the store.

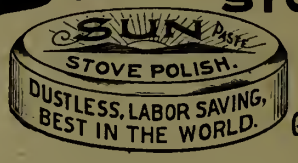
Grocers' Convention.

We recommend our readers in Toronto and nearby towns to take a day off and visit the show, which is not only entertaining, but instructive in the extreme. Next week, as a fitting climax to the first pure food exhibition ever held in Toronto, will be held a conven-

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE.



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers ; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

tion of grocers from all parts of Ontario, at which matters of common interest to the trade will be discussed. We learn that a very large number of delegates have signified their intention of being present at this provincial conference, but as the list is not as yet complete for publication, we are obliged to hold it over until next week.

GLEANED FROM THE TRAVELERS.

HENDERSON & CO., Acton, have improved the appearance of their store by putting in a handsome new front.

Mr. D. Cain, Bobcaygeon, is dead. Mr. Cain was known to the trade as one of the veterans in the general mercantile trade. His business will be continued by his son.

Hopkins Bros. & Marks, Kinmount, have been doing a strictly cash business since April 1.

Mr. H. Wilson, Cannington, has entirely recovered from his recent attack of grippe and is able to be about his store.

Mr. J. S. Ireland, Mount Forest, played the part of host on Mar. 15 to a number of his Winnipeg friends. Among the numerous guests present were several members of the traveling fraternity from Toronto, all of whom are enthusiastic over the enjoyable evening spent.

Mr. T. H. Ellis, of T. H. Ellis & Co., Mount Forest, has improved much in health since his return from Toronto a few days ago.

McClarty Bros., Owen Sound, are improving the appearance of their place of business—a difficult thing to do. Their policy is to spare no pains in making their store attractive and to provide a perfect service for their customers.

Mr. J. Lindsay, Orangeville, who has engaged successfully in the general mercantile business for many years is retiring in favor of his nephew, Mr. E. C. Clark. Mr. Clark's many friends wish him a continuation of the prosperity enjoyed by his predecessor.

Mr. E. Berwick, Shelburne, the proprietor of one of the handsomest departmental stores in the north country, reports business as fair considering the state of the roads.

Mr. H. J. Colwill, Arthur, is looking forward to a big Summer trade. Mr. Colwill is in a particularly happy position to buy farmers' produce this year.

J. Reith & Co., Grand Valley, are buying extensively in anticipation of a big Spring trade. They enjoy the distinction of being one of the leading mercantile firms in the Grand Valley district.

Painters and decorators have been refurbishing the premises of McFarland & Stafford, Markdale, who are anticipating a big Summer business.

W. A. McClean & Co., Owen Sound, have one of the most up-to-date groceries in Northern Ontario. The traveling men are unanimous on this point and say their store bears comparison with anything in the country as far as appointments and service are concerned.

Mann & Ewing, Teeswater, have redecorated their store throughout, and in anticipation of a heavy season's trade placed a large stock of good goods, which they are offering at attractive prices.

Mr. Wilson, of the Eby, Blain Co., reports prospects for business at the Soo as excellent. The weather is exceptionally mild for this season of the year, and the ferries have already been placed on the river service.

BACK IN BUSINESS AGAIN.

Mr. Jos. Lord, an old grocer, of St. Johns, P.Q., who retired from business some time ago, is opening up again in his old stand with a new and complete stock of groceries and meats. The old premises are being thoroughly overhauled and improved, and when opened, which will be about April 15, will be most modern and up to date. Mr. Lord is installing a large refrigerator for the careful handling and keeping of his meat stock.

CHANGE IN FIRM.

Reference was made in last week's Grocer to a change in firm of Girard & Corbier, Lacolle, P.Q., to Girard & Landry. This should have read that the business has been sold to Corbier & Landry. The new firm are young and energetic men and enjoy the confidence of their patrons. Mr. Landry was a clerk for Mr. Girard, of the late firm, and the change is one that will be beneficial with increased trade. They carry a general stock, large and well assorted. The business will be specially indicated as The Corner Store.

MR. CAMERON ENJOYS SEA BATHING.

MR. JOHN CAMERON, traveling representative of the MacLean Trade Newspapers, which form a distinct feature of Canadian journalism, has been touring Bermuda, British Guiana and the West Indies, in the interest of his firm, and has spent the last week in Barbadoes. He has largely added to the MacLean subscribers' list. Trade, Mr. Cameron said on Saturday, is steadily growing between Canada and the West Indies, and the Canadian manufacturers are getting a firmer footing in these markets. The excellence of Canadian goods is now so acknowledged that all the goods are specially marked "Made in Canada." Mr. Cameron spoke in high terms of the Barbadian climate for those seeking to escape the rigors of the Winter, and for the bracing effects of our sea-bathing he could not say too much. He leaves for St. Lucia this evening by the Pickford & Black steamer on his return home.—Barbadoes Advocate, March 20.

CANADA FIRST

We carry an assortment of

SMITH'S PURE JAMS and PRESERVES

Quality better than Imported goods. Will assort any way you wish.

LUCAS, STEELE & BRISTOL
HAMILTON

House Cleaning Time is Near

WE HAVE SOME HELPERS.

H. and H. *THE "UNEQUALLED" CLEANER*

Harvey's Ammonia, *both clear and cloudy.*

Brooms *—These are elegant value.*

All of the above are business bringers. Drop us a card, and your order will be shipped same day as received.

JAMES TURNER & CO.

Wholesale Grocers, HAMILTON

If you want to give your customers a treat send us an order for

TARTAN Peaches, Pears, Plums, Raspberries, Strawberries, etc.

THESE ARE THE FINEST GOODS PACKED. *ALL TARTAN* BRAND GOODS GUARANTEED BY

BALFOUR & COMPANY,

WHOLESALE GROCERS - - HAMILTON

West India Molasses

In tins to retail at 10c.

THOMAS KINNEAR & CO.

TORONTO AND PETERBORO

Truth in Indifferent Rhyme.

At a counter fresh and pinky—
At a pink-topped corner counter
Sat a tiny brown-haired maiden,
Such a little English maiden !
Crying — "Won't you taste my cheese ?'

And she gave us tastes of salad—
Tastes of cheese so fresh and creamy,
Looking up with blue eyes dreamy,
Saying softly—very softly,
"Come and taste MacLaren's Cheese !"

'Till one day an idle fellow—
Passing idly—only passing,
By the cheeses richly yellow—
Glanced down at the tiny maiden,
Tasted of MacLaren's Cheese.

"Why ?" he queried, sniffing Roquefort
(Grafting idly, only grafting)
"Don't you demonstrate Limburger
Far more lasting than most perfumes,
Cheesier than MacLaren's Cheese ?"

Quoth the maiden, sneering slightly,
Looking up, and smiling brightly,
"No, we never employ *Ladies*,
Sir, to demonstrate that cheese,
Only mild MacLaren's Cheese.

We employ great strong men only—
Strongest of the strong men only—
Pugilists and ex-weightlifters,
Who have chains and ropes all ready,
To secure—that powerful Cheese !"

—Ethel B. Green.

NOTHING BETTER.

A. F. MacLAREN IMPERIAL CHEESE CO., LIMITED
MANUFACTURERS AND AGENTS, TORONTO, ONT.

Business Changes

ONTARIO.

J. E. BERRINGER, grocer, Sault Ste. Marie, has assigned to D. W. Gemmill; meeting of creditors held Mar. 30.

G. A. Heatherington, Miller, Rodney, is dead.

J. Lenden, grocer, Florence, has sold to W. B. Carey.

W. S. Richard, confectioner, Chatham, has been burnt out.

J. Scott, grocer, Guelph, has sold his business to C. Hicks.

M. W. Everttts, grocer, Smith's Falls, has disposed of his business.

W. Drew, general merchant, Florence, has sold to Drew & McCrary.

C. Ringrose, general merchant, Mount Brydges, has sold to G. Bignell.

Paisley Bros., general merchants, Ilderton, have sold to T. J. Kestle.

G. Simpson, general merchant, Mount Brydges, has sold to W. F. Brown.

W. F. Pickersgill, general merchant, Wyecombe, has been succeeded by Arthur Smith.

D. Young, general merchant, Glasgow Station, has suffered small loss by fire; insured.

D. Steinbach, general merchant, Zurich, has assigned to J. Snell and J. F. Rickbell.

The effects of W. K. Smith, grocer, Kingston, are under seizure and advertised to be sold.

A meeting of creditors of M. J. Christie, general merchant, South Mountain, is to be held April 7.

T. W. Tennant, fruiterer and confectioner, Prescott, has assigned to C. H. Rowe; meeting of creditors April 10.

J. F. Brownscombe & Co., general merchants, Uxbridge, have amalgamated with W. H. Brownscombe, Port Hope.

E. & S. Atkinson, general merchants, Haileybury, have dissolved partnership; business to be continued by S. Atkinson.

QUEBEC.

Hetu & Dupuis have registered as grocers, Montreal.

H. Lunan, grocer, Ste. Agathe Des Monts, is dead.

J. A. Leblanc, grocer, Hull, has retired from business.

Bell & Frere grocers, Montreal, have dissolved partnership.

John Rooney & Co., are registered as confectioners, Montreal.

MAPLE SYRUP AND SUGAR

WE CARRY THE BEST GOODS ON THE MARKET. ALL SIZES, CANS AND BULK. 5c/s LOTS, FREIGHT PREPAID.

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

W. Fawcett & Son, grocers, are moving to Moose Creek, Ont.

Lefort & Frere, grocers, Montreal, have dissolved partnership.

The Canadian Dairy Supply Co., Montreal, have suffered loss by fire.

L. Weinstein & Co. have registered as general merchants, Black Lake.

A. Brunet, crockery merchant, Montreal, has retired from business.

Geo. Moore & Sons have registered as general merchants, Lisgar Station.

A. Lussier, general merchant, Ste. Rosalie, has assigned and is offering to compromise.

J. Ward & Co., wholesale produce and seed merchants, Montreal, have suffered loss by fire.

The Loynachan Scriver Co., wholesale produce dealers and exporters, have suffered loss by fire.

L. P. Martin, general merchant, Ste. Helene, has assigned to Lefaivre & Taschereau, Quebec.

The Bennett Foster Co., general merchants, Riviere Desert, have disposed of their branch store at Low, Que.

NEW BRUNSWICK.

H. Winter, tobacconist, St. John, is dead.

MANITOBA AND N.W.T.

S. Coppleman, general merchant, Moosomin, is resuming business.

Dalton & Co., general merchants, Wellwood, have been burnt out.

Olson Bros., general merchants, Vestfold, have dissolved partnership.

Prince Bros., general merchants, Battleford, have suffered loss by fire.

Smith Bros., general merchants, Duhamel, have dissolved partnership.

N. Rosenstock, general merchant, Poplar Park, has sold to N. T. Cohen.

E. R. McPhee, general merchant, North Portal, has sold to R. H. Douglas.

G. J. Tremourin, general merchant, St. Claude, has sold to E. L. B. McLeod.

G. A. Jupp, general merchant, Fleming, has compromised at 75c. on the dollar.

Broadfoot Bros., general merchants, Gladstone, have advertised their business for sale.

Johnston & Lorimer have opened up a new flour and feed establishment at Saskatoon.

The stock of Upham & Titus, general merchants, Wellwood, has been damaged by removal.

Postill & Co., general merchants, Red Deer, have sold their hardware stock to Tellmand & Co.

The stock of the estate of S. Brotman, general merchant, Wapella, is advertised for sale by auction on Apr. 11.

McKenzie Bros. have purchased the grocery business of A. S. Elsom, Moose Jaw, and will continue the same under the management of Mr. Rupell.

BRITISH COLUMBIA.

J. E. Rogers & Co., confectioners, Fernie, are giving up business.

Guiletto & Gallo, general merchants, Revelstoke, have dissolved partnership.

McArthur & Harper, general merchants, Kamloops, have been incorporated.

INQUIRIES FOR CANADIAN TRADE.

The following inquiries have recently been received at the Department of Trade and Commerce, relating to Canadian Trade:

No. 519. Wine and liquor houses of Algiers and France want representatives to export to Canada their wines, brandies and liquors.

No. 520. Wanted by a French agent, established in the United States, a good representative to sell in Canada first-class brands of olive oils, perfumes, brandies and champagne.

No. 526. A Parisian firm exporting Arabic gum wants to be put in connection with Canadian houses who might use that produce, as druggists, confectioners, etc.

The names of firms making these inquiries may be had from the Supt. of Commercial Agencies, the Department of Trade and Commerce, Ottawa, provided the number of the inquiry is mentioned in the application.

REMOVAL.

The Bates Mfg. Co., Hamilton, have moved their plant to Toronto, and are locating at 9 and 11 Francis street. The company has been entirely reorganized and is now in a position to compete with any Canadian manufacturers of similar lines.



UPTON'S

GOLDEN-SHRED

Orange Marmalade

Absolutely Pure Oranges and Granulated Sugar.

Something New and Very Choice.

SELL MORE FISH

IT PAYS TO SELL FISH PEOPLE CAN EAT—

Fish that people will always like. Just look at

"HALIFAX" or "ACADIA"

Prepared Codfish.

—Doesn't it **look** good? Try it—doesn't it **taste** good? Eat it frequently—isn't it a good and desirable diet? Your customer will judge it by these very same tests. Their verdict will be the same as yours. They will buy it from you because they can eat it and enjoy it and benefit by it.

BLACK BROS. & CO., LIMITED

HALIFAX and LaHAVE, N. S.

Agencies

A. H. BRITTAIN & CO.
Board of Trade Building, MONTREAL

REGINALD LAWSON
Winnipeg, Man.

CHAS. MILNE
Vancouver, B.C.

Fresh and Cured Fish

Codfish Scarce.

THE demand for prepared boneless codfish continues brisk, and as there is no codfish to be had at the present time, it is very difficult for dealers to secure sufficient stocks to enable them to supply the market.

Reports just to hand indicate extremely high prices for bank codfish at Halifax, which, by the way, is the largest fishing centre on the Atlantic coast. The enormous price of $6.25 per quintal was paid for a cargo of bank cod last week from Lunenburg, N. S., which it is stated is the highest price ever paid for this class of fish.

This condition of affairs not only exists in Canadian waters, but abroad. A reference to the Norwegin cod fisheries shows that the output there is considerably smaller than that of last season, notwithstanding 1904 being a very poor year for the cod fisheries.

In an interview with Mr. A. H. Brittain, agent for Black Bros. & Co., Halifax and La Have, N.S., we are informed that his firm in trying to fill the demands for their Halifax and Acadia brands, made arrangements to secure a large quantity of codfish from Newfoundland sometime ago and sent two of their schooners down to collect it. Owing to the weather conditions there it was found impossible to get away as they had hoped. When, however, the first vessel was released, the beginning of the present month, she was caught in the ice and badly damaged, and had to be put into St. Pierre Island for repairs. Through the courtesy of the Governor of the island, Black Bros. & Co. were allowed to tranship a portion of this cargo by the steamer "Propatre."

This consignment of codfish arrived in Halifax last week, and Mr. Brittain states in the course of two or three weeks an abundant supply of this fish will be on the market. Weather conditions all over the Atlantic coast for the past month have been most severe, and the oldest captain of a large schooner, who has made over 150 voyages to St. Pierre during many years, stated he had never experienced such a quantity of ice so near the Island as this season.

A Lenten Suggestion.

During the Lenten season fish should be made a feature of the window display.

While salt fish are not in themselves very attractive articles for window display, yet there are other kinds of fish that can be used in the windows.

As a suggestion, a large fish might be cut out of paper and suspended in the window by small wires.

A little crayon—black or colored—can be used to mark its tail, fins, etc.

Under this some of the various fish on sale can be displayed.

There are many kinds of fish in packages that are perhaps unknown to much of the public. Besides the salmon and the sardines there are codfish in packages, clams, lobster, shrimp, mackerel, brook trout, Russian cavier, etc., all put up in attractive packages.

With these a complete "fish" window can be trimmed. A box or two of salt fish may be opened and placed so as to be visible. In fact, about any fish in the store can be displayed and should make an attractive showing to all that observe the Lenten season.

With such a trim as this there should be some placards calling attention to some of the various kinds of goods, especially those that are not so well known.

Occasionally through Lent this fish window may be repeated—with variations, of course—and it will be found a new idea in most places.

Whale Fisheries of Newfoundland.

During 1904 the Newfoundland whaling fleet comprised eleven steamers, whose total catch was 1,270 whales, or an average of 115, whereas in 1903 there were only four steamers employed, they killing 859 whales, or an average of 215. Eleven steamers and crews and 14 whale factories and gangs of workmen have had to be maintained out of a catch only 50 per cent. larger than that of the four ships of the previous year. When it is considered that the price of whale oil has been cut in two, it is doubtful if the aggregate gross earnings have exceeded those of 1903. Only three out of the eight whaling companies have paid any dividend, two paying 6 per cent. and the third, which operated under exceptional circumstances, 15 per cent. Still other companies will be in the business the coming season, and with more steamers employed the tendency will be to still further reduce the kill per ship.

New Syndicate in Alaskan Salmon.

John Rosene, manager of the Northeast Siberia Co., has secured from the Russian Government certain valuable

DO YOU REALIZE?

That Your customers require the HIGHEST quality at a reasonable price.

Holbrook's

WORCESTERSHIRE

Sauce

Is the Premier of the

Acknowledged Sauce World



25c. per Bottle.

25c. per Bottle.

SPRING HOUSE CLEANING

Is always time for special activity in household requirements.
There'll be the demand—See that you are prepared to meet it.

WE HAVE THE STOCK THAT'S RIGHT -- AT RIGHT PRICES.

— BRUSHES —

SCRUB, SHOE, STOVE, KALSOMINE, WHITE WASH.

BROOMS, MOPS, CLOTHES PINS,

Special quotations on 6 doz. lots of BROOMS, freight prepaid to your station.

COTTON — CLOTHES LINES — SISAL

— WASHBOARDS —

Light Improved, Solid-Back Globe, Nickle Plate, Brass King, Glass King.

— PAILS — WOODENWARE — TUBS —

The "MADE IN CANADA" kind that gives satisfaction to both seller and user.

SPECIAL QUOTATIONS ON LOTS PREPAID FROM FACTORY.

ALSO A FULL STOCK of every well known brand of **SOAPS, WASHING POWDERS, METAL POLISHES, etc.**

WE ARE QUOTING SPECIALLY LOW PRICES ON ALL LINES. SEND US YOUR ORDERS.

THE EBY, BLAIN CO., LIMITED, Wholesale Grocers TORONTO

salmon concessions on the Kamchatka peninsular and along the coast of that portion of Siberia. It is understood that a merger will be effected with the Alaskan plants of the defunct salmon combine now owned by the Northwestern Commercial Co., and a new syndicate financed by eastern capitalists will be formed to exploit the entire undertaking under the name of the Northwestern Pacific Fisheries Co.

Another Cold Storage Plant.

Petrie & Co., Louisburg, C.B., have begun work on a cold storage plant, to have capacity for 400 tons of ice and 60 tons of bait. This bait will be sold to the fishermen of Louisburg, Big Lorraine, Little Lorraine and Baleine, where the firm of Petrie & Co. carry on a general fish business. This firm will also shortly begin the erection of the smoke house and canning factory in connection with their Louisburg business.

Will Seize Canadian Fish.

Canada's refusal to stop seine fishing in Missisquoi Bay, Lake Champlain, has resulted in the introduction of a bill in the New York State Legislature prohibiting transportation lines from carrying into the state fish shipped from Missisquoi Bay, and providing for the confiscation of all fish consigned from that locality.

It is believed that Massachusetts will pass a similar law. If such legislation becomes effective the markets of New York and Boston will be shut off to Canadian fishermen and there will be no sale for the perch, pike and bass taken by the ton from Missisquoi Bay at this season of the year.

Fish Gossip.

There is talk of a sardine factory being established in the near future at St. John, N.B.

The fish catch for the season 1904-05 in Lake Winnipegosis was the largest in the history of the lake.

J. H. Todd & Sons and W. Munsie, Victoria, B.C., are preparing to construct a new cannery at Esquimalt.

Manager Kenry is planning a special fishery exhibit at the Dominion Exhibition to take place in British Columbia next Autumn.

D. Hatton, fish merchant, Montreal, has been granted a building permit for the erection of a fish market on Craig street to cost $15,000.

P. Birrell, formerly of the B. C. Co.'s cannery, Annieville, is reported to have purchased the Industrial Cannery from C. Windsor, of Vancouver.

According to latest advices from the French colony of St. Pierre and Miquelon, the inhabitants have been reduced almost to the verge of starvation owing to the failure of the fisheries.

Another cannery is being built on the Fraser River at Westham Island this year with equipment for handling a pack of between 20,000 and 25,000 cases. The promoters are A. J. Buttimer and G. W. Dawson, both well-known canners.

Plans are on foot for the establishment of a cold-storage plant for the preservation of bait at Gloucester, Mass., in view of the decision of the Newfoundland Government that bait shall not be sold to American fishermen at Newfoundland ports.

The proposal of the Newfoundland Government to impose an export tax on herring will mean a loss of nearly $100,000 a year to the port of Bay of Islands. The tax will drive American fishermen outside the three-mile limit to take cargoes instead of permitting a continuance of the present custom of buying the fares of Bay of Islands men.

A remarkable run of fish took place on Mar. 30, at Springhill Mines, N.S., when thousands of small fish like minnows were found on the snow covering the fields. It is believed the fish must have been drawn by the clouds from some southern sea on the Gulf Stream and carried till the clouds came over Springhill.

Pickled Lake Trout

$4.50 per keg

NEW PACK LEAN FISH

Boneless and Prepared Fish
Salted and Pickled Fish
All Kinds of Fresh Fish

LEONARD BROS., 20, 22, 24 and 26 YOUVILLE SQUARE, **MONTREAL**

P. O. BOX 639.
MONTREAL, P.Q. ST. JOHN, N.B., WESTPORT, N.S., GRAND RIVER, P.Q., GASPE, P.Q.
Long Distance Telephones

Red Feather Ceylon Tea

Is distinguished by ***Quality.***

Our travellers have samples.

TORONTO **JOHN SLOAN & CO.,** BELLEVILLE

SOCKEYE **SALMON**







"Sovereign" and "Lynx"

Brands

ARE THE OHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

1904 NEW PACK



"Horse Shoe" SALMON

NOW IN STORE

SUPPLIES ARE LIMITED OWING TO SHORT CATCH

ORDERS SHOULD BE PLACED EARLY TO AVOID DISAPPOINTMENT.

1-LB. FLAT TINS ARE PERFECTION AND CAN BE CONFIDENTLY RECOMMENDED.

THE STANDARD OF QUALITY FOR BRITISH AND CANADIAN TRADE.



WE ARE HAMMERING AWAY

at the QUALITY of

"Prince of Wales" Mocha and Java Coffee

Our competitors are busy hammering us, only in a different way—both are good signs.

"PRINCE OF WALES" is gaining ground every day—People know when they get the **COFFEE** they like—really delicious Coffee—It helps the Merchant, too—If you are not handling **"PRINCE OF WALES"** drop us a line and let us explain our method of "Helping the Dealer"—advertises you and helps introduce the Coffee. No premiums; Actual Merit does it. A post card brings the information. Write it now.

S. H. & A. S. EWING,

ESTABLISHED 1845.

Montreal Coffee & Spice Steam Mills, - **53 & 55 Cote St., Montreal**
Cor. Lagauchetiere St.

"Quality is our first consideration."

For over **30 years** we have made **Coffees** and **Spices** a close study. Everything relating to the preparation of these goods with a view of giving the Best that is in them has been our aim and study. We claim we know these goods. As a test, send for a sample of our **high-grade Coffees**

A. M. PIPER & Co.,

116 Jarvis Street, TORONTO, ONT.

EASTER

HAM BACON EGGS

Just as sure as Bonnets. You must have them if you want the Easter trade. You may gather the eggs yourself, but if you want the very nicest assortment of Hams and Bacon you ever saw, send your order to us, early.

F. W. FEARMAN COMPANY,
Limited.

HAMILTON, ONT.

EASTER, 1905

We offer exceptional value this season in

Mild Cured Hams

English Breakfast Bacon

Choice Rolled Bacon

prepared from Special Selected Pea-fed Hogs.

We are booking Easter requirements. Please order early.

The Park, Blackwell Co.,
LIMITED

PORK AND BEEF PACKERS,

TORONTO, ONT.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

The Bacon Situation.

THE present week has seen a decided improvement in the country roads, followed by much larger deliveries of hogs to the packers than there have been for some weeks past. Prices as quoted last week are still maintained, viz., $6.25 to $6.50, but there is an easier feeling in the market and prospects are that lower prices will rule very shortly. Domestic business continues in about the usual volume for this season of the year.

The export market is exhibiting an easier feeling, this week's quotations being 48 to 53 shillings. Slaughtering in Denmark for the week is keeping up to its usual average, and the Danish packers have reduced their selling price from 2 to 3 shillings. The prospects in foreign markets point to a continuation of present conditions; in any event it is unlikely that there will be any appreciable improvement for some weeks.

Lard Statistics.

The following comparative estimates of stocks of lard held in Europe and afloat on April 1, 1905, have been submitted by The N. K. Fairbank Co.:

	1905. Apr. 1.	1905. Mar. 1.	1904. Apr. 1.	1903. Apr. 1.	1902. Apr. 1.	1901. Apr. 1
Liverpool and Manchester	25,500	34,500	27,000	11,000	12,000	6 000
Other British ports	15,000	17,000	5,000	2,500	4 000	5,000
Hamburg	9,000	10,000	12,000	12,000	14,500	12,500
Bremen	1,500	2,000	1,000	1,000	1,500	1,000
Berlin	1,000	2,000	3,000	1,500	1,500	1 500
Baltic ports	17,500	21,500	13,000	13,000	8,000	9,500
Amsterdam, Rotterdam, Mannheim	1,000	3,000	3,000	1,500	2,500	1,000
Antwerp	6,000	5,000	4 500	7,000	1,500	1,500
French ports	1,200	1,100	1,200	1,100	2,500	5,000
Italian and Spanish ports	750	500	500	500	1,000	1,000
Total in Europe	78,450	96 600	70,200	51,100	49 000	44,000
Afloat for Europe	90,000	85,000	45,000	40,000	78,000	70 000
Total in Europe and Afloat	168,450	181,600	115,200	91,100	127,000	114 000

Canadian Produce in Great Britain.

IN his latest report to the Department of Trade and Commerce, Ottawa, dated March 15, P. MacNamara, Manchester, states that stocks of bacon and ham held in Liverpool on March 1 of this year were nearly fifty per cent. in excess of same period of 1904. In the case of butter the stock was one hundred and eighty-five per cent. less, and in cheese nearly twenty per cent. less. The inference is that better prices should be obtained for these products in the ensuing season than prevailed last year. The trade condition of the entire kingdom has improved, as shown by the trade returns just issued. The imports for month of February have decreased £1,588,632, $6,150,777, whilst the exports have increased £1,588,632, $7,720,762. The chief articles affected in the decline of the imports are corn, flour, drink and tobacco, and in connection with the decline of drink might be mentioned the assertion of some chairmen of brewery directors, that the consumption of beer is materially decreasing, and dividends as large as formerly cannot be expected, and from this fact might be evolved the conclusion that the purchasing power of the public in the direction of food necessities would be increased.

REFRIGERATORS.

The use of the refrigerator is gradually extending throughout England, and it seems strange to a Canadian who deems it indispensable in his house, to find its use so restricted. It is true that ice per season may cost more than in Canada, as it has to be carried a considerable distance by rail and water, to the large centres of distribution, and this may have a tendency to restrict its use, but only amongst the class that could not afford it under any conditions.

The German and American refrigerators are the only kinds to be found in Manchester, and the reason alleged by the dealers is that the Germans construct theirs to suit the public idea of ice compartment. The American Alaska is exact to the lines of the Canadian in almost every particular, and why the latter is not to be found on sale is surely the fault of the Canadian manufacturer.

Quebec Leads in Cheese and Butter.

Mr. J. A. Ruddick, dairy commissioner, Ottawa, has made the interesting announcement that the Province of Quebec now probably leads in the production of cheese and butter. Quebec has for many years been a larger producer of creamery butter than any other province, and it must be conceded that parts of the province also have a reputation for making the finest creamery butter in Canada. The Maritime Provinces, although eminently adapted for dairying, have not, barring Prince Edward Island, shown as much progress as some of the other parts of Canada. A considerable quantity of butter and cheese from the Maritime Provinces now goes to supply the West Indian markets, where it is already taking the lead. Northern Alberta is also a very promising district, and the indications are that it will be one of the great dairying districts of the Dominion. Considerable development has also taken place in the lower mainland of British Columbia.

Municipal Abattoir.

The London, Ont., City Council has made application to the Government for an amendment to the Municipal Act, in order that they may enter into an agreement with a local company for the establishment of a public abattoir and stockyard for the city. It is the intention that the abattoir be under the supervision of the Board of Health.

Fire in Pork Packing Plant.

Fire did $25,000 damage to the stock and plant of J. Y. Griffin & Co., in Winnipeg, last week. The frame annex was completely destroyed and a large stock of lard was lost. The loss is almost entirely covered by insurance, and, although the fire will inconvenience the firm, they will still be able to fill orders.

The building burned was the original packing house built eight years ago, and it contained a lot of expensive machinery, installed only last October. The departments destroyed are the beef plant, cooler, and slaughtering rooms, ice-houses and storage rooms. These are a total loss.

To the Jobbing Trade

We beg to announce that we have been appointed selling agents for Montreal for the

St. Charles Condensing Co.

Canadian Factory, Ingersoll, Ont.

Whose well-known brands of Evaporated Creams are favorites with the trade.
Full information will be furnished on application.

S. H. EWING & SONS, Toronto Branch, 29 Church Street.

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TELEPHONE MAIN 3171
Telephone orders receive prompt attention.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices throughout the Civilized World

Executive Offices : Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gatbers information that reflects tbe financial condition and tbe controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the mercbants, for the merchants. In procuring, verifying, and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections bave been steadily extended, and it furnisbes information concerning mercantile persons tbrougbout the civilized world.

Subscriptions are based on the service furnisbed, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

OFFICES IN CANADA

HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada Toronto.

GILLETT'S



HIGH GRADE

CREAM TARTAR

ABSOLUTELY PURE.
SOLD IN PACKAGES AND CANS.
Same Price as the cheap adulterated kinds.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904

YES

Eggs AND Butter

THAT'S WHAT WE WANT

IN ANY QUANTITY
and at ALL TIMES

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491, Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—Trade is hardly as brisk as it has been, on account of buyers waiting for the opening of navigation. Hogs remain at practically the same level as last week, namely $6.25 to $6.50, and cured meats continue unchanged throughout the entire list. Lard is up from 1-4c. to 1-2c. all round. Fresh meats are quiet and without special feature except yearling lamb, in which there has been an advance of 2c. owing to scarcity. We quote the following prices:

Long clear bacon, per lb	$0 09	$0 09½
Smoked breakfast bacon, per lb	0 13	0 13½
Roll bacon, per lb	....	0 10
Small hams per lb	0 13	0 13½
Medium hams, per lb	....	0 13
Large hams per lb	0 11½	0 12
Shoulder hams, per lb	0 09	0 09½
Backs, per lb	0 15	0 15½
Heavy mess pork, per bbl	16 00	16 50
Short cut, per bbl	....	19 00
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb	0 08½	0 09
" tubs "	0 09½	0 09¾
" pails "	0 09½	0 10
" compounds, per lb	0 07	0 07½
Plate beef, per 200-lb. bbl	11 00	11 50
Beef, hind quarters	6 00	9 00
" front quarters	4 50	6 00
" choice carcases	7 00	7 25
" medium	5 50	6 50
" common	5 00	6 00
Mutton	6 00	8 00
Lamb, spring, cold storage	....	10 00
Lamb, yearling	....	0 15
Veal	0 07	0 09
Hogs, light, carlots	....	7 75
" " street lots	....	8 25

Butter—Provisionmen are complaining of scarcity of both creamery and dairy butter and say very little is coming from the country. In fact the local butter situation is almost as bad as it was stveral weeks ago. Last week's quotations still rule, although in some cases even higher prices are being paid. We quote the following prices:

	Per lb.	
Creamery prints	0 26	0 27
" solids, fresh	0 25	0 26
Dairy prints	0 23	0 24
" large rolls	0 21	0 22

Cheese—A good local demand and firm export market are reported for the week, quotations for the latter ruling at 56s. to 59s. The cheese factories will begin to operate about the end of the present month. It is interesting to note, however, that cheesemakers are not paying nearly so much attention to fodder cheese of late as to grass, and rightly. We quote the following:

	Per lb.
Cheese, large	0 11½
" twins	0 12

Montreal.

Provisions—The weakness developed in live hogs has been the feature of the local provision market. Supplies have been coming in very much better, due, no doubt, to the strong position held here for some weeks past, and the sudden influx of liberal supplies has eased off prices, the decline ranging from 50c. to 75c. per 100 lb. Fresh abattoir killed $9, country dressed $8 to $8.25. Other lines of provisions slow, and the market is quiet.

Canadian short cut mess pork	$18 00	$19 00
American short cut clear	18 50	19 50
American fat back	18 50	19 50
Bacon, per lb	0 07½	0 13
Hams	0 11½	0 13
Extra plate beef, per bbl	11 50	12 00
"Boar's Head" brand, tierces, per lb	....	0 06¾
" " ½-tierces, per lb	....	0 07
" " 60-lb. fancy tubs	....	0 07
Cases, 20 3-lb. tins, per lb	....	0 07¾
" 12 5-lb. tins "	....	0 07¾
" 6 10-lb. tins "	....	0 07½
20-lb. wood pails, each	....	1 45
20-lb. tin pails, each	....	1 35

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	1 57	1 70
" tubs	0 07¾	0 08¼
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08¼	0 09¼
" cases (24 3-lb. tins)	0 08¼	0 09¼

Butter—The butter market is maintaining a strong position, and prices have advanced from 1c to 2c per pound since our last quotation. The consignment of Australian butter received her two weeks ago was tried by the trade as an experiment, and from opinions gathered it would appear that it will not be popular. Best creamery Canadian is coming in very slowly, and this is keeping up prices. The make does not as yet appear to be as large as usual at this time of the year:

Finest creamery	0 28	0 30
Fine	0 26	0 27
Medium	0 24	0 26
Fine western dairy	0 24	0 25
Fair to good western	0 22	0 24
Undergrades	0 21	0 22

Eggs—The egg market has declined and is gradually getting down. Old stocks are exhausted, and the demand for fresh stocks is good. The grocery trade is buying at 17 1-2c. to 18c., the former for ten-case lots. Supplies are not coming in freely yet, and what does arrive is readily sold.

Selected Fall fresh	0 17	0 18
Montreal limed	0 14	0 16
Strictly fresh	0 18	0 19

Cheese — Local market unchanged. Undertone is firm. Supplies are light on spot. Fine wheat is going at 12c. to 12 1-4c., though no heavy sales are reported.

Winnipeg.

Butter—Creamery butter is still in small supply and in brisk demand. Prices to the trade are as follows:

Dairy, assorted pkgs., selected	0 21
" " round lots	0 17
" (separator), 1-lb. bricks	0 27
Finest fresh creamery, in 56-lb. boxes	0 27
" " in 28-lb. boxes	0 27
" " in 14-lb. boxes	0 27
" " in 1-lb. bricks	0 28

Cheese—Prices steady. We again quote as follows:

Finest Manitoba, large	0 11
" Ontario, "	0 11½
" " twins	0 12
Square cheese	0 12½

Lard—Firmly held at the recent advance. We quote:

Lard, 50-lb. pails, per pail	5 25
" 20-lb. " "	2 10
" 3-lb. tins, per case 60 lbs.	6 60
" 5-lb. " " "	6 45
" 10-lb. " " "	6 30
Pure lard in bbls, per lb	0 10½

Cured Meats—Prices are steady. We again quote as follows:

SMOKED MEATS.

Hams, selected stock, special mild cure	0 15
Bacon, " " "	0 16
Backs, " " "	0 10½
Picnic, " " "	0 09
Hams, sugar cured, assorted sizes	0 13
" " heavy 20 to 30	0 12½
Picnic, " assorted sizes	0 08½
Shoulders, "	0 08½
Bacon, " breakfast bellies	0 13
" " breakfast backs	0 10½
" " Wiltshire sides	0 15
" " spiced rolls, long	0 09½

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Manitoba butts	0 09½
" " skinned	0 10
" " boneless and rolled	0 11
" rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 08½
" " " smoked	0 09½
" " " boneless backs	0 09½
Shoulders " "	0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl	18 00
" " " per ½ bbl	10 50
Standard mess pork, per bbl	16 00
" " " per ½ bbl	9 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00
Sweetpickled spare ribs, not cooked, per lb				0 04
" hocks, " "				0 04

Halifax.

Butter—The dairy produce market is now fairly well supplied in most lines. Butter is coming in more freely, but high prices are still maintained. Dealers are not free buyers, as they anticipate a decline to normal prices in a very short time. This will, however, depend on the western market, which is still firm. Producers note the prices there from week to week, and are accordingly firm in their ideas for prices here. Eggs continue comparatively scarce, and prices though slightly declined, are still too high. In the open market on Saturday fresh-laid brought 27c. to 30c., according to color and size. Many country dealers and producers are holding stock for high Easter prices, but it is predicted that so much will be thrown on the market before that date that prices will be easy.

The market for cheese is dull.

Provisions—The provision market is now well stocked, and beef, pork, mutton and lamb are coming in in good quantities. Beef prices are considered high, but other meats are normal. Fowls, chickens and turkeys are scarce, and consequently high.

St. John.

Provisions—Pork is rather firmer, particularly domestic mess pork. Business is not large. Beef, while not selling freely, is rather higher. Pure lard is held at full figures. Refined is still quite low. Hams and rolls are high. In fresh meats beef is freely offered at even prices. Veal is quite firmly held. Mutton is dull. It is still early for lamb. Pork is held at quite full figures.

Mess pork, per bbl	$16 00	$18 00
Clear pork "	16 00	17 00
Plate beef "	13 00	14 00
Mess beef "	10 50	12 00
Domestic beef, per lb	0 04	0 06½
Western beef "	0 07	0 08
Mutton "	0 04	0 05
Veal "	0 06	0 08
Lamb, "	....	....
Pork	0 08	0 09
Hams "	0 13	0 14
Rolls "	0 10	0 13
Lard, pure, tubs "	0 09½	0 10
" " pails "	0 10	0 10½
Refined lard, tubs	0 08	0 08½
" " pails	0 08½	0 09

Butter—While there is rather a better supply, there is little real good stock outside of creamery, which is still high.

Creamery butter	0 26	0 30
Best dairy butter	0 22	0 24
Good dairy tubs	0 18	0 20
Fair "	0 17	0 18

Eggs—Supply is light. Some shipments are being brought from the west. Prices are unchanged.

Eggs, hennery	0 28	0 30
" case stock	0 23	0 25

Cheese—While stocks are light, there is little change in price. Market rather dull.

Cheese, per lb	0 11	0 11½

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Oriental and Forest City Extracts

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Gorman, Eckert & Co., Limited,

London, Ont.
Winnipeg, Man.,
108 Princess Street

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

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Leake, J. H., Scarborough, Eng.
McClary Mfg. Co., London, Ont.
McPhie, Norman D., Hamilton.
Sleeman, Geo., Guelph, Ont.
Verret, Stewart & Co., Montreal.
Warren, G. C., Wolseley, Man.

CANADIAN TRADE VIA U.S. PORTS.

READERS of The Grocer may be surprised to know that there has been a very large increase in the percentage of foreign Canadian trade handled yearly by steamships sailing from United States ports. For instance, the value of actual shipments of Canadian in-transit breadstuffs from the port of New York for twelve months ending December, 1904, was no less than $11,128,818. The biggest item was wheat, valued at $6,869,534. Of this $816,697 was apportioned to the United Kingdom, and $214,037 to Belgium. Canada's foreign customers for wheat flour via New York last year were also large and numerous, being represented in the main as follows: United Kingdom, $283,967; Newfoundland, $290,772; British Africa, $152,931; British West Indies, $144,200, and Denmark, $132,708. The United Kingdom bought Canadian oatmeal in 1904 to the value of $118,117, and British Africa to the value of $104,597, while Canadian oats worth $139,583 were forwarded by New York steamships to the British West Indies.

Such statistics are ample justification for re-opening the whole question of foreign transportation. Is there any reason why over eleven million dollars' worth of trade should be lost to Canada every year? Our railroads and ocean steamship companies are responsible in the main for the abnormal situation, and it is difficult to understand why they, who are most immediately concerned, are content to allow American concerns to meet our export shippers in the matter of freight rates and transportation facilities and capture the trade before their very eyes. The objection will probably be raised that a good share of Canadian foodstuffs going to foreign countries in 1904 via New York was on account of New York houses, which bought Canadian goods to fulfil regular contracts. This we believe to have been true in a measure. It does not, however, account for a shipment of Manitoba beef to England via New York a couple of weeks ago. An American exchange says it was "an experiment to see if the American route to England for Canadian Northwest carcass stuff and cattle was not shorter and more profitable than the old ice-bound route through the Dominion and from a Canadian port."

DEMURRAGE COMPLAINT.

THE Canadian railways are having their own time of it in the face of the multitudinous requests that are pouring in from manufacturers and wholesale and retail merchants throughout the country for more satisfactory arrangements in regard to freight regulations. No one seems to be satisfied with existing conditions and directly a man registers a complaint he is passed to the Government and back again to the railway authorities, until he loses himself in the tangle and prefers to put up with the inconvenience rather than to be subjected to so much fruitless annoyance.

As an example of the unfair treatment that is being meted out to Canadian manufacturers every day, we may cite a case in Hamilton, where the railways take their own time in delivering shipments of clay to private sidings, regardless of the convenience of the consignee, whereas extra charges are imposed on the latter if a car is not emptied within the time prescribed in the railroad schedule. Anyone conversant with the pottery business knows that clays are very susceptible to weather conditions, and that to unload in rainy or damp weather practically means their ruination. It is a pity that those in charge of Canadian transportation cannot secure an equitable adjustment of such grievances.

HAVE APPLE GROWERS COMBINED?

THE Canadian Associated Press is authority for the startling news that Canadian apple exporters have formed a combine to control the export trade. One hundred and fifty thousand barrels are to be sent to Old Country markets this year, and the number will be increased to two hundred and fifty thousand in 1906, if the plan works out satisfactorily. The aim of the combine is to effect a revolution in the system of distribution; heretofore Canadian apples have gone to foreign markets largely on consignment; in future they will be sold f.o.b. at a fixed price.

The movement is attracting an extraordinary amount of attention in the fruit-producing and distributing centres of Great Britain. London dealers consider it an attempt to interfere with the established system of distribution and are unanimous in their opinion that it will strike a serious blow at the market commission system. Already a market combine to offset that of the Canadian shippers is under consideration, and several large distributing firms throughout the country have signified their intention of opposing the attempt of the Canadian combine to disorganize the

system to dispose of fruit at present utilized by British wholesale commission houses.

It is singular that Canadian exporters should be entirely ignorant of the formation of such a combine. The Associated Press have evidently got things twisted in some unaccountable manner; either they have taken the report from an irresponsible person, or they have unduly magnified the recent action of the Dominion Government in endeavoring to introduce in Canada a system of co-operative packing for export as well as domestic trade. It has been felt for some little time that Canadian apple growers were not getting the best possible results out of the apple business, and, as a remedy, the Government propose to start a number of packing stations in the various fruit-growing districts, where apples will be put up by exporters in uniform packages. Just how far a scheme for co-operative marketing will grow out of this is difficult to say. Growers in Eastern Ontario have been advocating something along this line for the past year, recognizing the importance of strengthening their position in the British markets. As for any actual apple combine, however, it is nothing more than an idle imagination on the part of some sly individual anxious to make capital at the expense of Canadian exporters. This is the second report emanating from the Associated Press within the last six months on the Canadian fruit situation in Great Britain which has turned out to be absolutely without foundation.

CANDIED PEEL NOT SUBJECT TO SPECIAL DUTY

SOME weeks ago reference was made in The Grocer to the action of the Dominion Government in placing candied peel on the list of articles subject to special duty under the dumping clause. It was pointed out that, although candied peel was manufactured in Canada in a small way up to the last year or two, it is at the present time a straight importation from foreign countries, and on this account not liable to the special duty imposed by the Government as a protection to domestic products against similar articles of foreign manufacture.

The trade was affected in two ways: first, Canadian importers were seriously inconvenienced in so far as there is a growing demand in this country for American peel, and the dumping clause was a serious obstacle in the way of its importation on a sufficiently large scale to make it an attractive proposition to commission men; second, the Government saw a possibility of promoting the manufacture of candied peel in Canada, and are to be commended for so doing. In any event, the upshot was that the customs authorities reconsidered the whole matter, with gratifying result, as can be seen by the accompanying letter from the Commissioner of Customs, Ottawa, in that the Government have allowed our contention and decided that "the special duty clause should not apply to candied peel insomuch as it does not appear to be manufactured in Canada at present." The ruling will be welcomed by importers throughout the country:

> Editor The Canadian Grocer,
> Dear Sir,—I have the honor, by direction of the Hon. the Minister of Customs, to acknowledge receipt of your letter of the 20th ult., together with marked copy of "The Canadian Grocer," relative to the decision of the Department placing candied peel on the list of articles subject to special duty.
>
> I am to say to you in reply that the Department has been investigating this matter and, as a result, it has just been decided that the special duty clause should not apply to candied peel, inasmuch as it does not appear to be manufactured in Canada at present.
>
> JOHN BAIN,
> Assistant Commissioner.
> Department of Customs,
> Ottawa, April 3, 1905.

THE GAUGE OF SUCCESS.

ARE you making the maximum profit out of your business? This is the question the business man should keep constantly before him. There are many conditions over which a merchant has no control. The population of his town may be limited, his capital may be small and he may not be able to expand in ways in which he would desire. These are unfortunate but probably necessary difficulties. They have no bearing on the present question. Assuming the existing general conditions, are you doing the biggest and most profitable business possible?

There are many details which bulk largely in the success or failure of a business. The majority of these lie easily within the power of the average man for their accomplishment. A few instances will illustrate this. In some towns the store exteriors are uniformly dingy and ill-kept. There is no reason for this. A man is not doing full justice to his business who does not make his store as attractive as possible. It is of paramount importance in getting new business and even in retaining the old.

Similarly the show windows are not used to the best advantage. Everyone is not an expert window dresser, but with the examples which are published in The Grocer there can be no excuse for not having an up-to-date window with attractive display. It is just a matter of getting out of the rut and hustling for business and it is better to hustle for it now than after someone else has come in and compelled you to move. There should be always something new on exhibition to tempt the buyer.

The interior of the store should be run on similar principles. Only so will the business reach its highest mark. A merchant cannot afford to wait for customers to come to him. He must go after them. Vigor and enterprise are as essential in business as they are in everything else.

WHAT CONSTITUTES FRAUD?

IN these days of "get-rich-quick" schemes, the standard of business morality is not as high as might be expected even in Canada with a reputation for commercial integrity. It is to be feared that our merchants are sometimes prone to cultivate "the elastic conscience" in such matters as selling goods for price, etc., forgetting for the time being that there is little more than a hair's bredth separating honest from illegitimate profit in trade. The offenders are innocent enough, perhaps, in their own minds; at the same time it

is well for the trade to be thoroughly cognizant of the fact that a vicious principle is being introduced that will in time sap the vitality of business relationship.

An important decision in the law courts this week against a St. Thomas merchant for obtaining goods under false pretences, only serves to emphasize the serious meaning of dishonesty in business. The merchant in question bought goods on a false representation of his financial standing, and in order to further postpone the discovery of the true condition of affairs mutilated his accounts. All the while he was heavily indebted to numerous friends and acquaintances, whom he was using to further his own ends.

Judge Winchester, in his charge to the jury in the above case, touched upon the vital point at issue when he said that "in commercial transactions, honesty is the only thing that men can rely upon between man and man and firm and firm; if that is gone, then commercial life is gone in our country. If we have not honesty between merchants, wholesale and retail men, then the whole fabric of our commercial enterprises is shaken. It depends upon the honesty, the truthfulness, in dealings between man and man to establish a proper commercial community. If that is gone, then goodbye to all honesty in dealings in other matters. That is the foundation of the whole of society."

VISITING THE EAST.

Mr. G. J. Wonder, of Wonder & Co., brokers and commission merchants, of Vancouver, is on a business visit to the east, and is in Toronto this week. To a representative of The Canadian Grocer, Mr. Wonder said that business in British Columbia was rather quiet at present and that shipments of freight to the Yukon were 7,000 tons less last year than the year before. As this season is the one in which a big run of salmon is due, Mr. Wonder expects that there will be a good pack of salmon. He pointed out that, owing to the refusal of the Washington Government to co-operate with the Canadian Government, there would be no close season this year.

Mr. Wonder formerly lived in Toronto, having removed to British Columbia 15 years ago.

PEPPER ADULTERATED.

An analysis by the Inland Revenue Department shows that of 60 samples of black pepper collected at points from Nova Scotia to British Columbia 31 were adulterated and 7 doubtful. Twenty-six samples were taken of white pepper, of which 10 proved to be adulterated and 3 doubtful. The Department will take steps to protect the public against this flagrant violation of the Pure Food Law. Samples of flour were also examined, which all proved to be pure.

DEATH OF J. A. MATHEWSON.

THE grim reaper has been busy since New Years among the wholesale grocers of Montreal. A few weeks ago we had to chronicle the death of Mr. J. M. Kirk and Mr. D. L. Lockerby, both of whom had been associated, and one of them closely identified with, grocery matters until his death, and on Monday last, April 3, Mr. J. A. Mathewson of Messrs. J. A. Mathewson & Co., passed to his rest.

The late Mr. James Adams Mathewson was born in Strabane, Ireland, September 1st, 1822, and was consequently in his eighty-third year. At the age of 11 he came to Canada with his father, Mr. Samuel Mathewson, who, settling in Montreal in 1833, laid the foundation of the present firm by opening a grocery business at the corner of Notre Dame street and Jacques Cartier Square, whence after a short time he removed to St. Paul street, near St. Francois Havier street, then, as now, the leading jobbing thoroughfare of the city. In 1842 the business was moved to McGill street, near the corner of Notre Dame, when the present substantial structure was erected, and where the business is still carried on. On the death of his father in 1854 he formed a partnership with his cousin, Mr. Hugh Mathewson, under the name of J. A. & H. Mathewson, and the firm continued until 1867, when, on the retirement of Hugh Mathewson, he took over the business, continuing it alone until 1884, when he took his sons, W. B. and S. J. Mathewson, into partnership, and a year or two later another son, Mr. J. A. Mathewson, was admitted as a member.

As a business man Mr. Mathewson was highly successful and prosperous, and considered one of Montreal's most prominent merchants, and his death removes one whose place in the business, religious and philanthropic life of the city cannot be easily filled. Of sturdy character, sound judgment and deeply-rooted religious principles, he carried himself before all men unostentatiously but sincerely as an example of a model business man. His benefactions were numerous and unheralded—the simple signature of "A friend," accompanied by liberal donations, has figured in more worthy causes than will ever be known. His sympathies were for his fellows in need and never did a worthy cause suffer at his hands. Many of Montreal's business men could testify to the timely and substantial help and counsel rendered them by the deceased. Though a strict Methodist and strong supporter of that denomination, Mr. Mathewson's charities knew no creed, race, or nationality, and Roman Catholic and Protestant shared equally in worthy charities. What he really gave away will never be known, as his help was always rendered in an unobtrusive manner. His convictions were strong, and as an example it may be mentioned that his aversion to tobacco was emphatic, and in 1860 he decided to eliminate this article from his business, and from that time to the present—45 years—not an ounce of tobacco has been sold by the firm. The trade can understand what the exclusion of this staple article would mean in 45 years with a firm doing the business of such a house as J. A. Mathewson & Co.

Mr. Mathewson was a strong and consistent supporter of St. James Methodist Church and a member of the Irish Protestant Benevolent Society. In his earlier days he took an interest in military affairs, and was a sergeant under Colonel De Bleury, of the Home Guards. About forty years ago he bought the old Desrivieres street Mission, and ever since not only gave his personal attention to its interest and the work of this well-known mission, but personally paid all expenses in connection with its operation. Very few of Montreal's citizens were not aware of this until to-day, so quietly and unobtrusively were all his benefactions conducted.

Mr. Mathewson had a large family, of whom five sons and two daughters survive. The sons are: William B., Samuel J., and James Adam Mathewson, jr., who constitute the present firm of J. A. Mathewson & Co., wholesale grocers; Edward Payson Mathewson, superintendent of the Anaconda Mines, Montana, and Dr. George H. Mathewson, oculist, Western Hospital, Montreal. The daughters are Misses Amelia S. and Ellen Hope Mathewson. Four sisters also survive: Mrs. Andrew Donnell, Mrs. James Patton, Mrs. James Baylis and Miss Ellen Mathewson.

The funeral, which was held from the family residence, 625 Sherbrooke street, Wednesday afternoon, was one of the largest and most representative of Montreal's business men that has been seen for many years. Mr. J. W. Graham, pastor of St. James Methodist Church, conducted the service.

The Grocer extends to the family its sincere sympathy.

SUGARS ADVANCE IN WINNIPEG.

Just as we go to press word is received of an advance in sugar in Winnipeg of 10c. all round. The advance is not effective west of Portage la Prairie.

ACCORDING TO THE TESTIMONY OF MEN WHO "KNOW"——

Highest Award
GOLD MEDAL
ST. LOUIS
1904

the best advertising announcements are those written in a clear, concise, matter-of-fact form —entirely void of frills.

HERE IS OURS—TERSE—BUT TRUTHFUL

"SALADA" TEA SALES

are growing irresistibly, now exceeding thirteen million packets annually—and still soaring upward.

If interested—write for wholesale terms
"SALADA," TORONTO - MONTREAL

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest



No. 65.
Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.
GRINDING CAPACITY.
Granulating 2 pounds per minute. Pulverizing ½ pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.
We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.,
Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.
AGENTS:
Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John, N.B. Gorman, Eckert & Co., London, Ont.

Are you Handling LILY WHITE GLOSS STARCH?

Live dealers realize that substitution doesn't pay. People enjoy being the judges of what is best for them, and it is wise policy to give them what they want.

The extra profit made from trial sales of unknown brands is very insignificant compared with the continuous profit from repeated sales, sure to be the lot of any meritorious article aggressively advertised to the consumer.

Lily White Gloss Starch does what is claimed for it, and the present heavy demand is the result.

IT'S SUCCESS
IS A "CONTINUOUS PERFORMANCE."

BRANTFORD STARCH WORKS, Limited,
BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Groceries.

Toronto, April 6, 1905.

A GENERAL livening up of trade is recorded for the week. The country roads are beginning to be passable and farmers are taking advantage of the opportunity to get in their Spring supplies. Sugar continues very firm, two of the Canadian refiners having put up their prices 10 and 5c respectively during the week. List prices, however, have not been affected as yet, although the trade are anticipating an early advance in refined owing to the active demand which has set in preliminary to the opening of navigation and Spring business. In canned goods baked beans and catsups have been moving specially well while in fruits a better feeling is noticed all round. Although it is somewhat early for enquiries of salmon, the retail trade are beginning to anticipate future requirements. A good volume of business in maple syrups is the interesting feature in syrups and molasses.

Coffees, espccially the cheaper grades of Rios, are moving well, and the same remark applies to medium and low-grade Indian and Ceylon teas. The black pepper market is reported to be firm and advancing, and Rangoon rice has taken on additional firmness during the week.

Prunes continue to be the feature of the dried fruit market, smaller sizes being scarce and high in price. Dried apricots are slightly more plentiful than last week, the high price, however, is still maintained, notwithstanding a drop on the other side of the line.

CANNED GOODS.

There is very little change in the canned goods situation to report from last week. Vegetables continue firm and in active request, the feature being baked beans and catsups. Standard apples are quoted slightly lower than in last price list. Although it is somewhat early in the season there are occasional inquiries for salmon for future requirements. Haddies are scarce and high, and it is reported that one or two firms who practically control the situation are about to advance their prices. We quote the following :

Tomatoes, 3's	1 25	1 30
Corn, 2's	1 10	1 20
Peas, 2's	0 82½	1 30
Sliced beets, 2's		0 85
" " 3's		0 95
" " whole		0 95
Pumpkin, 3's		0 75
" gal		2 50
Squash		1 00
Asparagus tips, 2's		2 75
Golden waxed beans, 2's		0 80
Refugee or Valentine beans, 2's		0 85
Crystal waxed beans, 2's		0 92½
Spinach, 2's		1 40
" 3's		1 80
Baked beans, plain, 1's		0 45
" " 2's		0 72
" " 3's		0 90
Tomato sauce, 1's		0 50
" " 2's		0 78
" " 3's		1 00
Chili sauce srme as tomato sauce.		
Catsups, tins, 2's		0 78
" " gal		4 50
" jugs		7 70
Apples, standard, 3's	85	90
" preserved, 3's		1 47½
" standard, gal	1 70	2 00
Pears, Flemish Beauty, 2's		1 52½
" " 3's		2 00
" Bartlett, 2's		1 87½
" 3's		2 82½
" whites, 2's		1 72½
" 3's		2 67½
Peaches, pie, 3's		1 25
Cherries, red, pitted, 2's		2 20
" not pitted, 2's		1 75
" English black, pitted, 2's		2 20
" " not pitted, 2's		1 75
" white wax, pitted, 2's		2 42
" " not pitted, 2's		2 00
Lawtonberries, heavy syrup, 2's		1 57½
" preserved, 2's		1 75
" standard gal		4 97½
Plums, Damson, light syrup, 2's		1 00
" heavy syrup, 2's		1 30
" " 3's		1 85
" Lombards, light syrup, 2's		1 05
" heavy syrup, 2's		1 35
" 3's		1 90
" green gage, light syrup, 2's		1 15
" heavy syrup, 2's		1 47½
" " 3's		2 00
" egg, heavy syrup, 2's		1 52½
" " 3's		2 10
Pineapple, sliced, standard, 2's		2 35
" extra " 2's		2 47½
" grated, " 2's		2 62½
Raspberries, red, heavy syrup, 2's		1 40
" preserved, 2's		1 60
" black, heavy syrup, 2's		1 35
" preserved, 2's		1 50
Rhubarb, preserved, 2's		1 15
" " 3's		1 90
" " gal		2 62½
Strawberries heavy, syrup, 2s		1 60
" preserved, 2's		1 75
Lobster, talls		3 50
" 1-lb. flats		3 75
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Fraser River, "Horseshoe" and "Maple Leaf,"		
1-lb. talls, 5 cases and over		1 77½
1-lb. talls, less than 5 cases		1 80
1-lb. flats, 5 cases and over		1 90
1-lb. flats, less than 5 cases		1 92
½-lb. flats, 5 cases and over		1 17
½-lb. flats, less than 5 cases		1 20
Salmon, "Clover Leaf."		
1-lb. talls, 1 to 4 cases		1 80
1-lb. flats, 1 to 4 cases		1 87½
1-lb. talls, 5 to 9 cases and over		1 77½
Chums	0 95	1 00½
Sardines, Sportsman ¼'s		0 14
" ½'s		0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼'s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04½
" " ½'s	0 09	0 11½
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies, per doz		1 10
Haddies, per case		4 25
Kippered herrings, domestic		1 10
" imported	1 40	1 45
Herrings in tomato sauce, domestic		1 00
" " imported	1 40	1 45
California ripe olives, tins, per doz		4 75
Corned beef, 1s, per doz		1 50
" 2s, "		2 70
" 6s, "	8 00	10 00
" 14s, "		18 00
Lunch tongues, per doz		3 00
Potted meats, ½s, "		0 50
" ¼s, "		1 00

SUGAR.

As the season of increased consumption approaches, the local sugar market is beginning to assume greater activity. During the week two of the Canadian refiners advanced their prices 10 and 5c respectively. This advance is not general, however, and sales continue according to price list as advised last week. The trade are anticipating additional firmness, and will not be at all surprised to hear of an advance within the next few days.

Latest European cables indicate a firm and higher market for beet sugar. Cuba, which earlier in the season was expected to give a crop of 1,200,000 to 1,250,000 tons, reports that developments are such as to indicate that her crop will fall 100,000 tons short of this figure. A prolonged period of drouth and unusually cold weather have unfavorably affected the canes, and they are reported not to be yielding as well as expected.

The raw market in New York continues strong and an advance of ⅛c is recorded. American refiners are showing increased interest as buyers, and in order to obtain supplies are advancing their bids. On this account the confidence of the trade in the future of the refined sugar market is gradually being restored. On Saturday, April 1, New York refiners announced an advance of 10c, but it was not put into effect, and refiners at the close of the market are accepting all orders on the old basis.

Our quotations are as follows :

Paris lumps, in 50-lb. boxes	6 38
" in 100-lb. "	6 28
St. Lawrence granulated	5 73
Redpath's granulated	5 73
Acadia granulated	5 68
Berlin granulated	5 68
Phoenix	5 58
Bright coffee	5 58
Bright yellow	5 48
No. 3 yellow	5 48
No. 2 "	5 33
No. 1 "	5 23

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

SYRUPS AND MOLASSES.

For the time being the syrup and molasses trade has switched off to maple syrups, which are in very active request at quotation prices. We quote the following :

Syrups—		
Dark		
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb		0 02½
" ½-bbls "		0 02¼
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. " "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 27	0 30
" " ½ bbls	0 29	0 32
" open kettle	0 45	0 50
Barbadoes, extra fancy	0 45	0 50
Porto Rico	0 42	0 48
West Indian	0 32	0 35
Maple syrup—		
Imperial qts		0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00
In bbl., per lb		0 06

COFFEES

The Rio market is somewhat easier for the week under review though the

high rate of sterling exchange in Brazil continues to interfere with speculative trade. Locally a good demand continues for medium and cheaper grade Rios, which are picked up as soon as they arrive on the market. There is nothing new to report in mild coffees. We quote the following :

	Per lb.
Green Rios, No. 7	0 10 0 10½
" " No. 6	0 11
" " No. 5	0 11½
" " No. 4	0 12
" " No. 3	0 12½
" Mocha	0 21 0 23
" Java	0 22 0 35
" Santos	0 11 0 13
" Plantation Ceylon	0 26 0 35
" Porto Rico	0 22 0 25
Green, Guatemala	0 22 0 25
" Jamaica	0 15 0 20
" Maracaibo	0 16 0 23

TEAS.

An exceptionally healthy demand for medium and low-grade Indian and Ceylon teas is reported locally during the week. At the present time there is comparatively little news of special interest coming from primary markets. We quote the following prices :

Congou—half-chests, Kaisow, Moning	0 12 0 35
caddies, Pakling	0 19 0 40
Indian—Darjeelings, Pekoe souchongs	0 20 0 22
" Pekoes	0 25 0 30
" Orange Pekoes	0 35 0 45
Indian—Assam, Orange Pekoes	0 25 0 40
" Pekoes	0 18 0 20
Pekoe Souchongs	0 16 0 18
Ceylon—Broken Orange Pekoes	0 22 0 24
Orange Pekoes	0 22 0 29
Pekoes	0 18 0 24
Pekoe Soucbong	0 14 0 16
China Greens—Gunpowder, cases, extra first	0 35 0 42½
" half-chests, ordinary firsts	0 22 0 28½
Young Hyson, cases, sifted, extra firsts	0 37½ 0 47
" cases, small leaf, firsts	0 30 0 37
" half-chests, ordinary firsts	0 22½ 0 32½
" " seconds	0 22 0 24½
" " tbirds	0 15 0 17
" " common	0 14
Pingsueys—Young Hyson, ½-chests, firsts	0 25 0 30
" " seconds	0 16 0 18
" half-boxes, firsts	0 25 0 30
Japan—½ cbests, finests May pickings	0 34 0 38
Choice	0 31 0 36
Finest	0 27 0 29
Fine	0 24 0 27
Good medium	0 19 0 21
Medium	0 17 0 19
Good common	0 18 0 19
Common	0 13 0 14
Dust	0 06 0 08

SPICES.

A seasonable demand for all varieties of spices is noted. Black pepper is strong and likely to advance. Cable advices report firm eastern markets. We quote the following prices :

	Per lb.		Per lb.
Peppers, blk	0 18 0 19	Cloves, whole	0 25 0 35
" wbite	0 23 0 27	Cream of tartar	0 25 0 30
Ginger	0 18 0 25	Allspice	0 14 0 17
Cassia	0 21 0 25	Mace	0 80 0 90
Nutmeg	0 45 0 75		

RICE AND TAPIOCA.

The feature of the rice and tapioca market this week is the firmness of Rangoon rice. The fact that Japan has been a very large buyer of rice this year has had a tendency to give additional strength to the rice market. New Texas and Louisiana rice are arriving on the local market comparatively freely. We quote the following :

	Per lb.		Per lb.
Rice, stand. B	0 03½ 0 03¾	Tapioca, staple	0 03¼ 0 03½
Rangoon	0 03¾ 0 03¾		
Patna	0 05 0 05½	" double goat	0 04
Japan	0 06 0 07	Carolina rice	0 08
Sago	0 03½ 0 04	Louisiana rice	0 05 0 07

Foreign Dried Fruits.

Prunes continue to be the most interesting feature of the dried fruit market. A very healthy demand is reported. Small sizes are in many cases out of stock and 80's to 90's and 10's to 50's are at a premium. The apricot situation has improved somewhat since last week, prices having eased in the United States, although this has had no effect so far on domestic prices. Hallowee dates are quoted slightly lower than last week. We quote the following prices :

PRUNES.

	Per lb.		Per lb.
100-110s	0 04	60-70s	0 06 0 06½
90-100s	0 04½	50-60s	0 06½ 0 06¾
80-90s	0 04¾ 0 05	40-50s	0 08
70-80s	0 05¼ 0 05½	30-40s	0 00 0 09½

CANDIED PEELS.

	Per lb.		Per lb.
Lemon	0 09 0 10	Citron	0 15 0 17
Orange	0 10 0 11		

FIGS

	Per lb.		Per lb.
Tapnets	0 03¾ 0 04	Elemes	0 08 0 13
Naturals	0 06½ 0 07½		

APRICOTS.

	Per lb.
Californian evaporated	0 15 0 17

PEACHES

	Per lb.
Californian evaporated	0 14 0 15

PEARS.

California evaporated, per lb	0 15

CURRANTS.

	Per lb.		Per lb.
Fine Filiatras	0 04¾ up	Vostizzas	0 07 0 07½
Patras	0 06 0 06½		

RAISINS.

	Per lb.
New selects	0 05½ 0 05¾
Fine off stalk	0 05½ 0 05
Sultana	0 05½ 0 10
Californian seeded, 12-oz. Muscatals	0 06¾ 0 07
" " 1-lb. boxes "	0 07 0 08½
" unseeded, 2-crown. "	0 07½
" " 3-crown "	0 05½ 0 07
" " 4-crown "	0 07 0 08

DATES.

	Per lb.		Per lb.
Hallowees	0 04½ 0 04¾	Fards new choicest	0 09 0 10½
Sairs	0 03¾ 0 04	" new choice	0 09½

FOREIGN NUTS.

The market is without special feature and consumptive demand seasonable at unchanged prices. Our quotations are as follows :

(The following quotations on peanuts are for sack lots, green.)

Selected Spanish	0 08½
A 1's, banuers and suns	0 08¾
Japanese Jumbo's	0 09
Virginia "	0 09½

For sack lots roasted add 1c. to above quotations. For small, 2c

Almonds, Tarragona, per lb	0 12 0 12½
Walnuts, Grenoble, "	0 12½
" Bordeaux, "	0 09 0 10
Filberts, per lb	0 10
Pecans, per lb	0 13 0 15
Brazils "	0 16 0 16½
Cocoanuts, Jamaica, per sack	4 50
Italian Chestnuts, per lb	0 08

EVAPORATED APPLES.

Quiet market and unchanged prices is the rule in evaporated apples this week, 6¾ to 7c being quoted for evaporated and 3 to 4c for dried.

BIRD SEED.

The conditions of the bird seed market remain practically unchanged, except that hemp is quoted ½c. higher than a week ago. Our quotations are as follows:

Canary seed, per lb	0 06½
Hemp "	0 05½
Cottam's	0 08
Brock's	0 07½

DRIED AND CURED FISH.

The dried and cured fish trade has eased off to a marked extent during the last fortnight, and wholesalers are endeavoring to clear off remaining stocks at considerably reduced figures. Salmon trout is selling this week at $4 per keg. We quote the following:

Boneless fish, per lb	0 04½
Cod fish, 1-lb. bricks	0 06½
Pure cod, per lb	0 10
Quail-on-toast, per lb	0 06
Flitched cod fish, in cases of 100 lbs., per lb	0 06
Labrador herring, per bbl	6 00 6 50½
" per ½ bbl	2 85
Scaled herring	0 12½ 0 14
Salmon trout, per keg	4 00
Lake herring, per keg	3 75

Country Produce.

EGGS.

The market is steadily easing off on eggs, quotations having dropped from 2 to 3c. since the last issue of The Grocer. Supplies are coming freely, and the local demand from bakers and confectioners, as well as from the ordinary consuming public, brisk. Stocks are accumulating in a small way, although the price has not reached a low enough level to warrant the beginning of pickling operations. Our quotations are as follows:

New laid eggs, per doz	0 14 0 15

BEANS.

The bean situation continues practically unchanged from last week with the exception that No. 1 primes are 5c. easier. The demand has fallen off somewhat owing to excessively high prices ruling. Our quotations are as follows.

Beans, bandpicked, per bush	1 90 2 00
" prime, No. 1	1 70 1 80
" prime, No. 2	1 55 1 60
" Lima, per lb	0 07 0 07½

HONEY

Honey is quieter than last week and, although a steady demand keeps up, there is nothing of particular interest to record. We quote as follows:

Honey, extracted clover, per lb	0 07½ 0 08
" sections, No 1, per doz	1 90 2 00
" " No. 2, "	1 65
" Buckwheat, per lb	0 05 0 06
" " sections per doz	0 75 1 00

SEEDS.

The fine weather has started an unusually heavy demand for seeds. The clover seed market is considerably higher this week owing to scarcity of stocks. Lower grades are off the market and alsike is now quoted at from $5 to $9. Red clover is quoted from $8 to $9.50, and mammoth at from $7 to $10. Other prices continue unchanged.

Alsike clover, per bush	5 00 9 00
Red clover	8 00 9 00
Mammoth clover, per bush	7 00 10 00
Timothy	1 50 2 50
Hungarian, per 100 lbs	2 60 2 70
Millet "	2 50
Orchard grass	14 00
Seed corn, Dent varieties, per bush	0 70 1 00
" Flint " "	1 25 1 30

MAPLE PRODUCTS.

This is the season not only of production, but also of greatest demand for maple products, and this season's trade so far is quite up to the average. Brisk demand is reported at prices quoted below.

Maple sugar, 1 lb cakes, per lb	0 09 0 10
" large cakes in tubs, per lb	0 08
Maple syrup, per imperial gal	0 90
" " wine gal	0 65
" " imperial quarts	0 25
New maple syrup, per imperial gal	1 50
" " per wine gal	0 85

Fish and Oysters.

Although the Lenten trade shows some sign of easing off, a seasonable demand is recorded for all kinds of fish. Fresh lake fish may be expected in the course of a week or ten days on account of the early break up of the ice. We quote fresh haddock this week at 6c. Pike is out of the market, as well as bloaters. Finnan haddie is down from 1c. to 1½c., and smelts 1c.

Frozen halibut	0 10
British Columbia salmon	0 10
Whitefish, frozen, per lb	0 07½ 0 08
Haddock " per lb	0 05
Cod, steak " "	0 07½
Trout, lake, per lb	0 07½
Finnan haddie, per lb	0 05½ 0 06½

Oysters, Long Island natives, per imp. gal	1 70
" Baltimores, per wine gal	1 40
" "Select," " "	4 80
Ciscoes, per basket	1 25
Labrador herring, ½ bbl	2 75 3 00
" " large bbl	5 75 6 00
Shrimps, per gal	1 15 1 25
Sea herring	2 25
Smelts, No. 1	0 10
" No. 2	0 06
" extras	0 13
Frozen fresh water herring	0 04
Halibut, per lb	0 13 0 15

Grain, Flour and Breakfast Foods.

GRAIN.

A quiet market is reported for the week. Manitoba wheat, Northern No. 1, is 1c., and No. 2 and No. 3, Northern, ½c. higher than last week. Red and white wheat are each 1c. higher in price. Peas have dropped ½c.

All on track Toronto.	
Manitoba wheat, Northern No. 1	1 07½
" " " No. 2	1 04
" " " No. 3	0 98½
Red, per bushel, new	1 07 1 07½
White " "	1 07 1 07½
Barley " "	0 48 0 52
Oats, " "	0 43½ 0 44
Peas "	0 74 0 75
Buckwheat "	0 64 0 65
Rye, per bushel. "	0 77 0 78

FLOUR.

The flour markets continue quiet and prices are unchanged, a firmer feeling, however, being noticcable. We quote the following prices:

Manitoba wheat patents, per bbl. in bags	5 40 5 70
Strong bakers " "	5 20 5 40
Ontario wheat patents " "	5 00 5 10
Straight roller " "	4 95 5 00

BREAKFAST FOODS.

Owing to milder weather the demand for oatmeal cereals is casing off, while on the other hand morc wheat cereals are going into consumption. Business generally is only fair for the week and there are no changes in quotations to record.

Oatmeal, standard and granulated, carlots, on track, per bbl	4 90
Rolled wheat in boxes, 100 lbs	2 90
" " 50 lbs	1 50
Rolled oats, standard, carlots, per bbl., in bags	4 35
" " " " in wood	4 60
" " " " for broken lots	4 60
Rolled wheat, per 100-lb. bbl	3 00
Cornmeal	3 35
Split peas	5 00
Pot barley, in bags	4 00
" in wood	4 25

Hides, Tallow, Skins and Wool.

Market is quiet and quotations are unchanged. We quote the following prices:

Hides, No. 1 green steers, per lb	0 09
" " 2 " "	0 08
" No. 1 green, per lb	0 08½
" " 2 " "	0 07½
Country hides, flats, per lb	0 0 6½ 0 07½
Calf skins, No. 1, selected	0 11
" " No. 2	0 09
Deacons (dairies), each	0 70
Sheep skins	1 25 1 50
Rendered tallow, per lb	0 04 0 04½
Unwashed wool, new clip, per lb	0 13 0 14
Pulled wools, super, per lb	0 23 0 25
" " extra "	0 24 0 26

QUEBEC MARKETS.

Groceries.

Montreal April 6, 1905.

TRADE amongst the jobbers is reported fairly good. Country orders, now that the roads are getting into somewhat better shape, are coming in better. Collections are reported satisfactory. There has been more interest shown in teas of all kinds this week. Ceylon greens are firmer and inquiries from the West would indicate that there are none too many available outside. Japans have received good attention and considerably more business has been done in same. Sugar market is dull, and locally business is of a small character. Barbadoes molasses is receiving closer attention at the hands of the trade, and the general impression obtains that on account of the uncertain conditions of the crop on the Island prices are bound to be again advanced. No firm offers will be made by planters and shippers.

Fish are dull, the soft weather having affected sales. Lake trout seem to go a-begging, and are offered in some quarters at very low figures. The strong position of butter is a feature of the trade, another advance of 1c. per lb. for fresh milk stock having taken effect. Eggs are weakening owing to more plentiful receipts, and a further decline is looked forward to. New maple syrup and sugar is making its appearance in larger supplies, and during the next few weeks an active trade will be done. The provision market weakened and a decline in price of live hogs, of which heavy supplies were received, is noted.

SUGAR.

The position of the local market is unchanged. Business is quiet and no heavy buying is in prospect as the position of the foreign beet market is weak, and New York raw cane business very quiet. A steady feeling, however, obtains in all markets. Owing to the improved condition of the country roads, jobbers have been able to fill rather more orders than has been the case for some weeks past, country dealers being in position to do safe hauling.

Granulated, obls	$5 65
" ½-bbls	5 80
" bags	5 60
Paris lump, boxes and bbls	6 15
" " ½-boxes and 1½-bbls	6 25
Extra ground, bbls	6 00
" " 50-lb. boxes	6 20
" " 25-lb. boxes	6 30
Powdered, bbls	5 80
" 50-lb. boxes	6 00
Phoenix	5 60
Bright coffee	5 50
" yellow	5 45
No. 3 yellow	5 40
No. 2 "	5 25
No. 1 " bbls	5 15
No. 1 " bags	5 10
Raw Trinidad	4 50 4 50
Trinidad crystals	4 85 4 90

SYRUPS AND MOLASSES.

There is more inquiry for new crop Barbadoes molasses and offers are being made at 21 to 22c., but shippers on the Island decline to make firm quotations. Latest cable advices are not definite as to position of the crop, and uncertainty as to same is having its effect and prices have again shown a tendency upward. Corn syrups are unchanged and business is reported good by refiners as well as the jobbing trade.

Barbadoes, in puncheons	0 35
" in barrels	0 37½
" in half-barrels	0 38½
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 45
Corn syrups, bbls	0 02½
" ½-bbls	0 02½
" ¼-bbls	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

TEA.

Brokers and dealers report tea business as much improved during the week. Firmness is reported from London and Colombo. Ceylon greens are in good demand and prices advanced. Inquiries from western points through local brokers would indicate greater interest outside. Ceylon blacks are also in better demand. Japans have shown greater activity and some fair-sized lots changed hands. China greens, notably Pingsuey gunpowders, are being inquired after more, and the scarcity of same has kept up the interest. Little business has been done in China blacks and inquiries for same are becoming gradually fewer.

Japans—Fine	0 26 0 28
Medium	0 20 0 24
Good common	0 18
Common	0 12½ 0 15
Ceylon—Broken Pekoe	0 25 0 38
Pekoes	0 17 0 20
Pekoe Souchongs	0 15 0 20
Indian—Pekoe Soucbongs	0 15 0 18
Ceylon greens—Young Hysons	0 16 0 18
Hysons	0 14½ 0 15
Gunpowders	0 13½ 0 14
China greens—Pingsuey gunpowders	0 12 0 12
Congous—Kaisows	0 12
Pakling boxes	0 12 0 14

COFFEE.

Business in general is improving. Prices are firm, although there is a slight advance in prices in some lines. Nothing of note to report.

Good Cocutas	0 10 0 10½
Choice "	0 11½ 0 12½
Jamaica coffee	0 10½ 0 11
Java	0 18 0 22
Mocha	0 17 0 20
Rio	0 09½ 0 11

SPICES.

Trade is improving. Nothing of note to report, but a slight change in prices. Peppers hold firm. It is expected that with the improved conditions generally in trade spices will receive more attention from country buyers.

	Per lb.
Peppers, black	0 16 0 22
" white	0 25 0 30
Ginger	0 12 0 20
Cloves, whole	0 17 0 30
Cream of tartar	0 25 0 30
Allspice	0 16 0 19
Nutmegs	0 30 0 50

CANNED GOODS.

A fair amount of business is being done by the jobbing trade; prices unchanged. Some jobbers report better business from country dealers, indicating that certain lines are being exhausted. Fruit and fish are principally called for with fairly good trading in tomatoes and corn.

Salmon, pink	0 90 1 00
spring	1 55
Rivers Inlet red sockeye	1 65
" Fraser River red sockeye	1 50 1 75
Lobsters, talls	3 45
" 1-lb. flats	3 50 4 00
" ½-lb. flats	2 25
Canadian Sardines, ¼s	3 65 4 00
California asparagus	4 50 5 00
Asparagus tips	3 50 3 75

VEGETABLES.	Per doz.
Corn, 2-lb. tins	$1 20
" 2-lb. sucotash	1 25
Gallon corn	5 00
Tomatoes, 3-lb. tins	1 30
Gallon tins	3 60
Sugar beets	$0 85 0 95
2's Asparagus Tips	50
2's Beans, Golden Wax	80
2's " Refugee or Valentine	0 82½
2's " Crystal Wax	0 92½
2's Peas, No. 4 "Standards"	0 82½
2's " No. 3 "Early Junes"	0 85
2's " No. 2 "Sweet Wrinkled"	0 95
2's " No. 1 "Extra Fine Sifted"	1 30
2's Table Spinach	1 40

FRUITS.	
Pears—Flemish Beauty Bartletts and pie in 2, 2½ and 3's	$1 15 $2 20
Peaches—White yellow and pie, 1½'s, 2's, 2½'s	
3's	1 25 2 82½
Gallon pears	3 15 3 67½
" peaches	3 55 4 50
Pumpkins, 3-lb. tins	0 72½
" Gal	2 50
3-lb. squash	1 00
2's Cherries, red, pitted	2 20
2's " " not pitted	1 75
2's " black, pitted	2 20
2's " black, not pitted	1 75
2's " white, pitted	2 40
2's " white, not pitted	2 00
2's Currants, red, heavy syrup	1 57½
2's " red, preserved	1 77½
Gals. " red, standard	4 75
Gals. " red, solid pack	7 00
2's " black, heavy syrup	1 75
2's " black, preserved	2 05
Gals. " black, standard	5 00
Gals. " black, solid pack	8 00

2's Gooseberries, heavy syrup	1 62½
2's " preserved	1 85
Gals. " standard	7 25
2's Lawtonberries, heavy syrup	1 57½
2's " preserved	1 85
Gals. standard	4 97½
2's Pineapple, sliced	2 25
2's " grated	2 35
3's " whole	2 50
2's Plums, Damson, light syrup	1 00
2's " " heavy syrup	1 30
2½'s " " " "	1 57½
3's " " " "	1 85
Gals. " " standard	2 95
2's " Lombard, light syrup	1 05
2's " " heavy syrup	1 35
2½'s " " " "	1 62½
3's " " " "	1 90
Gals. " " standard	3 15
2's " Green Gage, light syrup	1 15
2's " " heavy syrup	1 47½
2½'s " " " "	1 72½
3's " " " "	2 00
Gals. " " standard	3 45
2's " Egg, heavy syrup	1 52½
2½'s " " "	1 80
3's " " "	2 10
2's Raspberries, red, heavy syrup	1 40
2's " preserved	1 60
Gals. " " standard	5
Gals. " " solid pack	8 00
2's " black, heavy syrup	1 35
2's " " preserved	1 50
Gals. " " standard	4 75
2's Rhubarb, preserved	1 15
3's " "	1 90
Gals. " standard	2 62½
2's Strawberries, heavy syrup, 1903 pack	1 47½
2's " " " 1904 pack	1 60
2's " preserved	1 75
Gals " standard	5 50
Gals. " solid pack	8 50

RICE.

No changes. Trade quiet and little indication of any alteration in position of market. Business about as usual.

B rice, in 10 bag lots	3 05
B rice, less than 10 bags	3 15
C rice, in 10 bag lots	2 95
C rice, in less than 10 bag lots	3 05

Fish.

Fish trade is dull. Mild weather has affected the sale of frozen stock, and bad roads help to curtail demand. Shell oysters are out of season. Tom cods are practically finished, although some stock held here is offered at low prices. Besides a fair demand for smoked fish, such as haddies and bloaters, all other lines are quiet. No change in prices to note.

Standard bulk oysters, per gal	1 40
Selects	1 60
Haddies	0 06 0 07
Bloaters in boxes, 100 fish	1 00
Yarmouth bloaters, 60 fish per box	1 10
Smoked herring, per box, new	0 11
Frozen haddock, per lb	0 03 0 03½
Pike, " round winter caught	0 04 0 05
Halibut	0 08½ 0 09
B. C. Salmon, frozen	0 09 0 10
Frozen steak cod	0 05 0 05½
Small whitefish	0 06 0 06½
Dore or pickerel	0 07 0 07½
No. 1 Labrador herring in 20-lb pails	0 80
No. 1 Herring, Labrador, per bbl	5 50
" " half bbl	3 00
No. 1 Holland herring, per half bbl	6 50
No. 1 Scotch herring, " "	6 50
" " per keg	1 00
Holland herring, per keg	0 65 0 75
No. 1 Salt mackerel, pail of 20 lbs	2 00
Boneless cod, 1 and 2-lb. blocks, per lb	0 06
" fish, " "	0 05½
" " loose, in 25 lb. boxes	0 04½
Labrador Salmon, half bbl	9 00
" " (200 lbs.) bbls	16 00
" Large (300 lbs.)	24 00
B.C. salt salmon, bbl	14 00
" " ½ bbl	7 50
Lake trout, salt, 100 lbs	4 50
Sea Trout in bbls. 200 lbs	9 50
" half bbls	5 50
Marshall's kippered herring, per doz	140
Canadian kippered, per doz	1 00
Canadian ¼ sardines, per 100	3 75 4 00
Canned cove oysters, No. 1 size, per doz	1 30
Canned cove oysters, No. 2 size, per doz	2 25

Foreign Dried Fruits.

Business in all kinds of dried fruits is dull; this is a condition to be expected at this season. Shipments of Valencia raisins from places of growth have now practically ceased. Total shipments of the season were 24,490 tons as against 23,189 tons for last year. Malaga fruits also show an increase in quality with the result that fine grades are now entirely exhausted at primary markets. There still remain some 10,000 tons of Sultanas in Smyrna which are being disposed of at slightly declining prices.

Shelled walnuts maintain their strong position as last reported, and this is further accentuated by rainy weather, which has interfered with cracking. Almonds and filberts remain in same position as last reported. Dates have further advanced and now show prices equivalent to ¾c. per lb. above the lowest point.

VALENCIA RAISINS.

Fine off-stalk, per lb	0 05 0 06
Selected, per lb	0 06½
Layers "	0 07 0 07½

DATES.

Dates, Hallowees, per lb	0 04 0 04½

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per b	0 13½
Peaches "	0 10½
Pears "	0 15

MALAGA RAISINS.

London Layers	2 00
"Connoisseur Clusters"	2 50
" " Quarter boxes	0 80
"Royal Buckingham Clusters," ½-boxes	1 10
" " Boxes	3 50
"Excelsior Windsor Clusters	4 50
" " ¼s	1 35

CALIFORNIAN RAISINS.

Loose muscatels, per lb	0 07½ 0 08
" " seeded, in 1-lb. packages	0 08 0 09
" " 2 crown	0 06
" " 3 "	0 06½
" " 4 "	0 08

PRUNES.

	Per lb.	Per lb.
30-40s		0 08½
40-50s		0 08
50-60s		0 07
60-70s		0 06
70-80s		0 06

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, April 6, 12.30 p.m.

BUTTER—Prices unchanged; 29 to 30c. for choice, fresh-made creamery. Receipts light and not as good as last, same period last year.

EGGS—Show easier feeling; 16 to 16½c. paid for half-a-dozen case lots. Decline looked for by some dealers.

CHEESE—No change. Market quiet, but firm.

PROVISIONS—Market easier. Larger receipts of live hogs. Abattoir fresh killed, 9.

80-90s	0 05
90-100s	0 05
Oregon Prunes (Italian style) 40-50s	0 08
" " 50-60s	0 07
Oregon prunes (French style), 60-70s	0 06
" " 90-100s	0 04
" " 100-120s	0 04

CURRANTS.

Filiatras, uncleaned	0 04½
Fine Filiatras, per lb. in cases	0 04½ 0 05
" " cleaned	0 04½ 0 05½
" " in 1-lb. cartons	00 5½ 0 06
Finest Vostizzas "	0 06½ 0 07½
Amalias "	0 06

SULTANA RAISINS.

Sultana raisins, per lb	0 06½ 0 08
" " 1-lb. carton	0 09

ELEME TABLE FIGS.

Six crown, extra fancy, 40-lb. boxes	0 13
Five crown, fancy, 10-lb. boxes	
Four crown, fancy, 10-lb. boxes	0 09
Three crown	0 07 0 07½
Glove boxes, fine quality, per box	0 11
Fancy washed figs, in baskets, per basket	0 20
" pulled figs, in boxes, per box	0 22
" stuffed figs, " "	0 28
12-oz. boxes	0 06½ 0 07

Flour, Feed and Meal.

FLOUR.

Flour has weakened 10c. to 25c. per barrel in sympathy with the weakness in the Winnipeg wheat market. Demand from both local and country buyers is limited, and the volume of business small. Ontario Winter wheat flour is unchanged and prices are well sustained.

Manitoba spring wheat patents	5 50 5 60
" strong bakers	5 20 5 30
Winter wheat patents	5 50 5 75
Straight rollers	5 20 5 35
Extra	4 55 4 60
Straight rollers, bags, 90 per cent	2 50 2 60

FEED.

Scarcity of Winter wheat in the West has toned up market and an advance of $1 to $2 per ton is shown in Ontario white wheat bran. Carload lots have been selling on spot at $20 per ton, including bags, and some millers are holding out for even 50c. to $1 per ton above this. Manitoba bran is firm.

Manitoba bran, in bags, per ton	18 00 19 00
" shorts	20 00 21 00
Ontario bran, in bulk	17 00 18 00
" shorts	19 50 20 50
Moullie	25 00 28 00

ROLLED OATS.

The demand for rolled oats is still poor, buyers as a rule being well supplied on the moment. The tone of the market is steady.

Fine oatmeal, bags	2 60
Standard oatmeal, bags	2 60
Granulated "	2 50
Rolled oats, "	2 40 2 50
" bbls	5 10 5 25

HAY.

The tone of the market is easy. Supplies are equal to local requirements.

No. 1 timothy	9 00 9 50
" 2 " choice	8 00 8 50
" 2 " ordinary	7 00 7 25
Clover	6 50 7 00
Clover mixed	7 00 7 25

Country Produce.

MAPLE PRODUCTS.

Maple sugar and syrup trade is active. New goods are coming in freely. Manufacturers are now turning out their specialties from new stock. This year's crop is expected to be large if this fine weather continues. We note a slight change in prices.

Maple syrup, in wood, per lb	0 06 0 06½
Maple syrup, in large tins	0 07½ 0 07½
Pure sugar, per lb	0 09 0 10
Pure Beauce County, per lb	0 08

HONEY.

No change with small demand.

White clover, extracted, tins	0 07 0 07½
" " kegs	0 07½ 0 07½
" " comb	0 13 0 13½
Buckwheat	0 06 0 06½

BEANS.

Stocks are light. Demand good. Firmness is tone of market. Choice primes are looked to as likely to show an advance, as supplies from the west are light.

Choice prime	1 75 1 80

HOPS.

Quiet market and little business going. Prices unchanged.

Choice Canadian	0 28 0 30
Fair to good	0 24 0 25

EVAPORATED APPLES.

Demand is steady at prices ranging from 6¼ to 6¾c., the latter for fancy stock. Dried apples quiet and little asked after; prices 3 to 3½c.

PERSONAL MENTION.

Mr. W. Ellison, grocer, Penneville, was in Toronto on business last week.

Mr. Mitchell, manager Bovril, Limited, Montreal, was in Toronto during the past week.

Mr. W. H. Dunn, Montreal, is paying a business visit to Toronto and Hamilton this week.

Mr. W. B. Stringer, of W. B. Stringer

VINEGAR

Notice to the Trade:

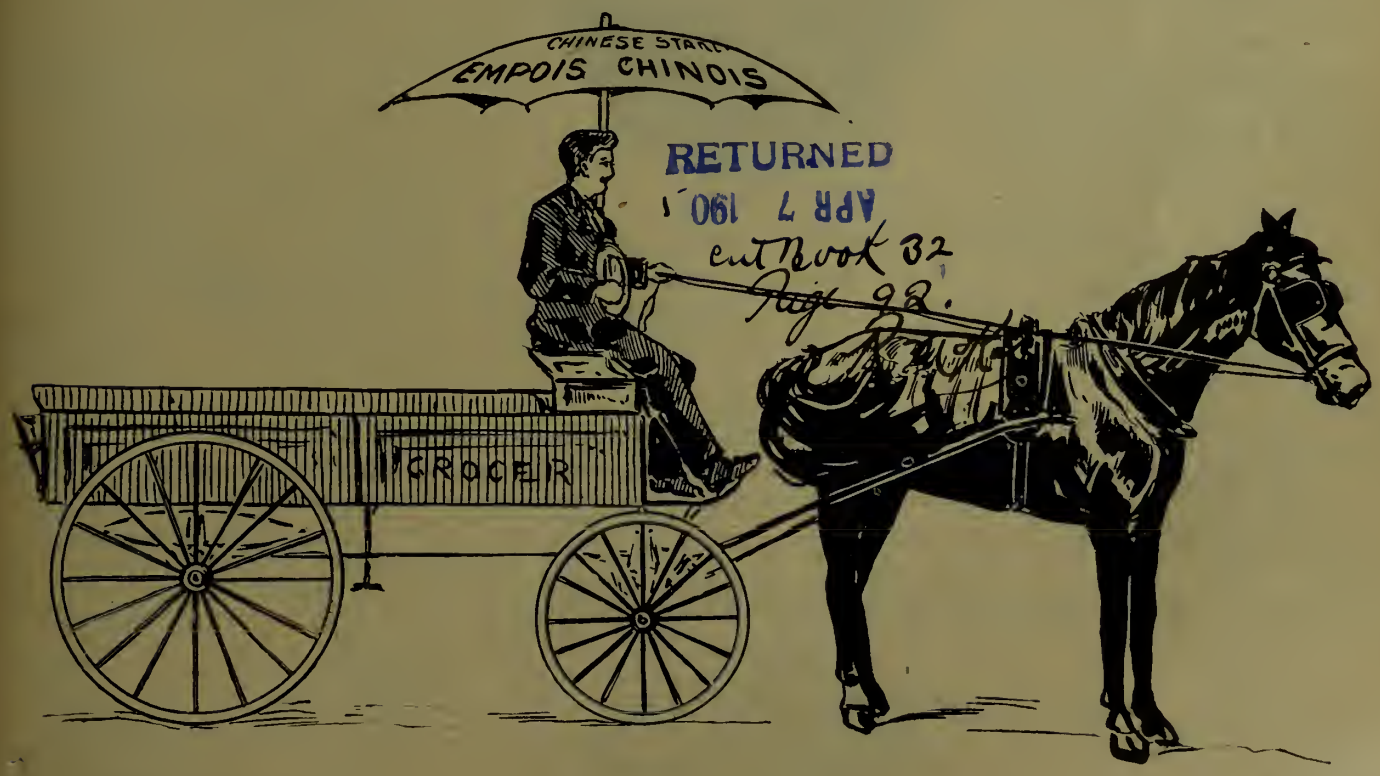
We beg to announce that we will be ready for delivery by **July 1st.**
Do not contract until you get our prices and terms.

INDEPENDENT VINEGAR COMPANY, Limited, MONTREAL

We will be pleased to see ***YOU*** at ***THE PURE FOOD SHOW,***
where we demonstrate

Excelsior Coffee

TODHUNTER, MITCHELL & CO.
7 Front St. East, TORONTO



Protect yourself against rain or sun, by furnishing your carriage with one of our magnificent Umbrellas. They are of an extra quality and can be adapted to any sort of carriage..

One Umbrella is given ***free*** to you, for a purchase of 5 cases in our lines: Chinese Starch, Ocean Baking Powder, Blanc Mange, Borax, etc., at price list, with conditions: 5 per cent., 30 days, goods delivered to all parts of Canada. For prices see Quotations for Proprietary Articles. Ask your Wholesale Grocer and if he does not keep it write

OCEAN MILLS, Montreal, P.Q., and Rouses Point, N.Y.

NEW BRUNSWICK MARKETS.

St. John, N.B., April 6, 1905.

THERE is considerable change to note this week. In the city the snow is gone. Roads outside are still extremely bad, and this has a bad effect on business. Signs point to the early opening of the river.

In business there is nothing of special interest. The sharp advance in Barbadoes molasses at the island, in the face of the already high price, is the subject of much comment. Dry fish are still held at extreme high prices. Rice holds at quite full figures.

Oil.

St. John is much interested in the success attained by Mr. Henry A. Drury, an old St. John boy, who has been appointed German representative of the Standard Oil Co. He will reside in Hamburg. Mr. Drury has been away from St. John but a few years, leaving here to go to Cleveland in the interests of the Standard people. He had then for some time been the Maritime manager of their lubricating department. In oils there is little new; the tendency in burning oil is to lighter business. Lubricating oils are now being shipped out quite freely, filling orders given for early Spring shipment. Linseeds are firmer, while turpentine is rather lower than the ruling price of the Winter.

Salt.

In Liverpool coarse salt a fair stock is held. Liverpool steamers have largely lost this business during the present season, owing to the extreme freight rates charged. There has been so far no trouble in keeping the market supplied. Prices are firmly held. In fine salt there is improved demand, chiefly for Canadian.

Canned Goods.

Tomatoes are held very firm. While still a fair stock is held it is a long time before new goods can be obtained. Corn is also in limited supply. Prices show little change, as American goods can be bought at reasonable prices. In fruits good stocks are held. There is a fair business. Salmon seem plentiful. Lobsters are extremely high. In domestic canned fish, haddies and herring are practically out of the market.

Dried Fruit.

There is but little business. Loose muscatels are in light supply. Seeded are plentiful and cheap. Layers are very dull. Currants show steady business at even prices. Prunes are low; there is but an average sale. Few apricots or peaches seen. Dates are firmer, while orange and lemon peels are quoted easier in England after the recent high prices. Citron is still held at full figures. Evaporated apples have but a fair sale at the high prices asked. Onions are high. First shipments of Egyptians about due.

Sugar.

Prices show no change, but market is reported very firm. Stocks held are large, and carrying charges mean considerable.

Molasses.

Prices are high. The price in Barbadoes may be said to be extreme. There is quite a large stock of Porto Rico still held here. New Porto Rico not likely to be here for some time. While the market is firm it is not without interest, and it is still early to make definite statements.

Fish.

Fresh fish continue scarce and little variety. Dry codfish are held at extreme prices, with no prospect of a change. Pickled fish are in light supply, and are held at full figures. Smoked herring are quite low; this is the one cheap line of fish offered.

Flour, Feed and Seed.

Flour has shown little change for sometime. The market, however, is reported firm. Feed continues high. Hay is high and is freely shipped to Nova Scotia. Oats are also held at full figures. Oatmeal is in full stock, with prices firm. Cornmeal is in good demand; price unchanged. Barley is higher. In seeds, large sales are reported. Best red clover is quoted even higher than the high prices asked earlier. Timothy is also firmer.



Mr. W. F. Merrick.

ESTABLISHING TORONTO AGENCY.

Rose & Laflamme, Montreal, on account of their rapidly-growing business in Western Ontario, have decided to locate a permanent representative in Toronto, in the person of W. T. Merrick. Mr. Merrick, who has been associated with this firm for a number of years, has opened an office at room 501 Board of Trade Building, and will in future devote his energies to supplying Rose & Laflamme's many customers with such well-known lines as "Imperial" brand syrup, Batger's marmalades and jams, Flett's pickles, Ram Lal's Indian tea, H. Goodwillie & Son's "Home Industry" fruits, R. Patterson & Sons' goods, of Glasgow, Scotland, and several new lines of grocers' specialties.

IN THE LAW COURTS.

Further steps were taken at Osgoode Hall this week in the case of the Grocers' Wholesale Co., of Hamilton, against the Dominion Wholesale Grocers' Guild and the Ontario Grocers' Guild.

Before Mr. Justice Meredith the defendants asked that the statement of claim put in by the plaintiffs be simplified in order that the court might decide whether there was cause for action.

The claim is very long and complicated, and his Lordship directed that its numerous paragraphs be epitomized into one which shall state their entire claim, and its grounds; in other words, that the claim must be limited to a clear statement of what the plaintiffs are really suing for.

The plaintiffs allege that the defendant firms, which make up the Wholesale Grocers' Guild, have combined to compel the sugar manufacturers, refiners, producers, and wholesalers not to sell to the plaintiff firm, which is not in the Guild.

The defendants raise the point that the Guild and its Ontario branch are not incorporated bodies.

MANITOBA MARKETS.

Special Report from the Winnipeg Office of THE CANADIAN GROCER.

Quotations corrected by telegraph up to 12 a.m. Thursday, April 6th, 1905.

BUSINESS continues active and price changes are few. With the opening of Spring, orders are more numerous and the different wholesale houses are busy. Sugar is steady at the same figures which have obtained for several weeks and all indications point to dear sugar this season. Beans are firmly held and some advances have been made, but, as these are not yet general, no change is made in our quotations below.

Sugar.

Sugar is firm and shows no change since the 10c. decline noted last week for points west of Portage la Prairie. Every indication points to dear sugar all this season. We quote:

Montreal granulated, in bbls	6 30
" " in sacks	6 25
" yellow, in bbls	5 80
" " in sacks	5 75
Wallaceburg, in bbls	6 20
" in sacks	6 15
Icing sugar in bbls	6 90
" " in boxes	7 10
" " in small quantities	7 53
Powdered sugar, in bbls	6 70
" " in boxes	6 90
" " in small quantities	7 15
Lump, hard, in bbls	7 00
" " in ½-bbls	7 10
" " in 100-lb cases	7 00

Canned Goods.

Trade is fairly brisk. No changes of note. We quote again, as follows:

Apples, 3's, 2 doz. cases, per case	2 15	2 20
Cherries, red pitted, 2's, 2 doz	4 40	

Currants, red, 2 doz. cases, per case	3 35
" black, " "	3 75
Gooseberries, " "	3 50
Lawtonberries, 2's, " "	3 35
Pears (Bartletts), " "	3 50
Peaches, 2's, " "	3 75
" 3's, " "	3 75
Raspberries, red, " "	2 90
" black, " "	3 00
Strawberries, " "	3 50
Plums, Lombard, 2 doz. per case	2 35
" green gages, 2 doz. case, per case	2 50
Tomatoes, 3's, per 2 doz. cases	2 85 3 00
Corn, 2's " "	2 60
Peas, 2's " "	1 90
Beans, 2's " "	1 90 1 95
Salmon, finest sockeye, per case	7 00
" humpback, "	3 75
" cohoes, "	5 25
Boneless chicken, lb. tins, per doz	3 5
" turkey " "	3 25
" ducks " "	3 25

Spices.

Primary markets in pepper are still reported very strong, but the local spice market is without interesting features. Prices are steady and we again quote:

Pepper, black, per lb	0 18
" white, "	0 25
Cayenne, "	0 21
Cloves, ground "	0 25
Cassia, "	0 16
Allspice, "	0 14
Ginger, "	0 15
Cloves, whole	0 25

Rice, Tapioca, Etc.

Prices are steady. We quote:

Rangoon rice, per lb	0 03½ 0 03⅝
Patna " "	0 04½
Tapioca, per lb	0 03½
Sago, "	0 03½

Syrups and Molasses.

Barbadoes molasses is firmly held, owing to the continued unfavorable reports from Barbadoes. It is likely that the tendency to higher prices in Barbadoes will divert attention to corn syrups which are likely to be cheap. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 40
" " 5-lb tins, per 1 "	2 70
" " 10-lb tins, per ½ "	2 50
" " 20-lb tins, per ¼ "	2 40
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Barbadoes molasses in ½-bbls. per lb	0 04
New Orleans molasses in ½-bbls, per lb	0 02½
" " in barrels	0 02⅜
Porto Rico molasses in ½-bbls., per bbl.	0 04½

Coffee.

No change in price. We again quote:

Green Rio, per lb	0 10, 0 11
Roasted, per lb	0 13

Cocoa and Chocolate.

The price of Baker's chocolate in ½-lb. packages is now 37c., and ¼ and ½-lb. packages of cocoa are sold at 42c. per lb.

Jam.

Upton's jam is quoted at 50c per pail in Winnipeg. The Brandon price is 52c., the price in Calgary and Lethbridge, 57c., and the Edmonton price, 60c.

Nuts.

Quoted as follows:

Almonds, per lb.	0 12½
" (shelled), per lb	0 28
Filberts	0 11
Peanuts,	0 11½
Jumbos	0 14
Walnut, per lb	0 12
" (shelled) "	0 25
Pecans, per lb	0 15 0 16
Brazils, per lb	0 16

Foreign Dried Fruits.

There are no new features in this market. We quote:

Valencia raisins, Trenor s, per case f.o.s	2 00
" selects	2 20
" layers	2 25
California raisins, muscatels, 3 crown, per lb	0 06½
" " 4 "	0 07½
" " choice seeded in ¾-lb. packages per package	0 06¾
" " choice seeded in 1-lb packages per package	0 08 0 08½
" " fancy seeded, 1-lb. packages, per package	0 09½

You Should be More than Willing

to recommend

Clark's Sliced Smoked Beef

to your customers. They will like the beef because it is a dainty as well as an ideal food, always ready for the table. It's good business to talk it up.

GROCERS, PLEASE TAKE NOTICE:—



WE HAVE THE BEST COCOANUT IN CANADA

We have most up-to-date machinery, and are turning out the finest cocoanut on sale. "White Dove" brand is what you should ask for and insist upon getting Send a trial order—Convince yourself.

W. P. DOWNEY, 26 St. Peter St., MONTREAL

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS **COCOA**

QUEEN BRAND PEAS.

Every up-to-date house-wife asks for Queen Brand Peas. WHY? Because every tin is a perfect tin, quality right, flavor right, while the syrup is clear and pleasant.

We are offering Special Prices on car lots. Let us quote you on our

Quinte Garden Peas Sweet Wrinkle Peas Sifted June Peas Cold Label Peas

Place your order with us NOW. It will pay you.

BELLEVILLE CANNING COMPANY, - - - BELLEVILLE, ONT.

TRADE MARK

This design a guarantee of quality

DO YOU PUBLISH A CATALOGUE?

IF YOU DO YOU SHOULD USE "CANADIAN-MADE" PAPER All grades, from the highest "Glossy Finish" to the rough "Antique" and bulky "Featherweight."

YOUR PRINTER CAN SUPPLY IT.

CANADA PAPER CO.

TORONTO LIMITED MONTREAL



All Grocers Should Stock

THE STAVANGER PRESERVING CO'Y'S

Crossed Fish Brand

Norwegian

Smoked Sardines

Selected Fish—Pure Olive Oil—Patent Decorated Tins

AGENTS FOR CANADA

W. G. Patrick & Co., - 29 Melinda Street, Toronto

British Manfrs. Agency Co., - - Vancouver, B.C.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words	each insertion,	1 year	$30 00
"	"	6 months	17 00
"	"	3 months	10 00
50 "	"	1 year	17 00
"	"	6 months	10 00
25 "	"	1 year	10 00

FOR SALE.

GROCERY and shoe business; stock $3,000; turnover $15,000 last year; no old stock. Box 230 Canadian Grocer, Toronto. (16)

WANTED.

FIRST-CLASS firm to take up the sale of a really superior Scotch Whisky for Canada. For particulars apply Buchanan & Stevenson, Quality street, Leith, Scotland. (15)

WANTED—Salesmen for high grade specialty, on liberal commission basis. Men with a record preferred. Applicants must forward satisfactory references as to character, ability, etc. Toledo Computing Scale Co., 21 John street south, Hamilton, Ont. (16)

WANTED—Clerk for general store. Must be thoroughly competent and furnish references. Address Huron Lumber Co., Spanish River, Ont. (15)

WANTED—Traveler, having first-class connection with retail grocery trade in Montreal. Must give A 1 references. Apply Box 235, Canadian Grocer, Toronto. (14)

PARTNER WANTED.

MANUFACTURER of proprietary article, already being sold by hundreds of leading stores, and capable of great development, is desirous of meeting with partner—manufacturer's agent preferred—who could invest $3,000 to $5,000. Investigation courted. Scotsman, c/o Canadian Grocer, Toronto. (14)

ASSIGNEE'S SALE

The estate of A. A. McMurtry, Galt, consisting of Groceries, Crockery, Fixtures, etc, amounting to $941.45 will be sold by auction on the premises, Main street, Galt, Ont., Tuesday, April 11th, 1.30 p.m. Particulars on application to

JAMES DOUGLAS,
Assignee, Galt, Ont.
or, DALZELL & BARRIE,
(14) Assignee's Solicitors, Galt, Ont.

WANT TO SELL OUT ?

Try a condensed advertisement in THE CANADIAN GROCER. We only charge two cents per word each insertion, and we reach all the grocerymen in Canada. All orders for these advertisements MUST BE accompanied by remittance, and when replies are directed to our care, four cents must be added for use of box.

THE CANADIAN GROCER,
MONTREAL TORONTO.

Prunes, 90-100	per lb	0 04½
" 80-90	"	0 04½
" 70-80	"	0 05
" 60-70	"	0 05½
" 50-60	"	0 06
" 40-50	"	0 07
" silver	"	0 07½
Currants, uncleaned, loose pack, per lb		0 05
" dry cleaned, Filiatras, per lb		0 06½
" wet cleaned, per lb		0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb		0 06½
" Vostizzas, uncleaned		0 06½
Dates, new per lb		0 05
Figs, cooking in bags, per lb		0 03½ 0 04
Apricots, choice, in 25-lb. boxes, per lb		0 13
" standard, " "		0 12½
Peaches, choice, " "		0 13½
" standard " "		0 13
Pears, (choice halves) " "		0 13½
Nectarines, choice " "		0 11
Plums, choice (dark pitted) per lb		0 10½
Candied Peel—Lemon peel, per lb		0 09
Orange "		0 09½
Citron "		0 14

Evaporated Apples.

Firmly held. Local supplies light. We quote again as follows:

Evaporated apples (new), 50-lb. cases		0 07½
" " 25-lb. cases		0 08

Beans.

Beans are in scanty supply on the local market and prices are firmly maintained as a further advance is expected. Ordinary quality beans are selling at $2 per bushel, while the hand-picked beans are quoted at $2.10 to $2.15 per bushel.

Fish and Oysters.

In brisk demand at prices unchanged since last week. We quote:

Lake Winnipeg whitefish	per lb.		0 06
Slave Lake whitefish	"	0 07	0 07½
Yellow pike (pickerel)	"		0 05
Lake Superior trout	"		0 08½
Lake Superior loose frozen herring	"	0 03	0 03½
Tubbees	"		0 04
Gold eyes	"		0 03
Blue fish	"		0 18
Mackerel	"		0 15
Red snapper	"		0 15
B.C. salmon (case lots 9c.)	"		0 09½
Halibut	"		0 08½
Jack fish	"		0 03½
Tomicods	"		0 05
Hake	"		0 07
Perch	"		0 04½
Eels	"		0 08
Cod, steak size	"		0 08
Cod, market size	"		0 07
Flounders	"		0 05
Haddock	"		0 08
Atlantic smelts, extra, 20-lb. boxes	"		0 12
" " No. 1, " "	"		0 08½
" " No. 2, " "	"		0 07½
"Halifax" brand salt cod, fish cakes 24-1's	"		0 11
"Acadia" " " " 20-1's	"		0 09
"Bluenose" " " " 20-1's	"		0 07
"Acadia" " " 2-lb. boxes	"		0 09
" " " 4-lb. "	"		0 09
" " shredded, 24 cartons per bx.			2 00
" " " bulk, in 15-lb. boxs.			0 08
Large Labrador and Nfld. salt herrings per 100 lb.			5 00
" " " per 20-lb. pail.			1 20
Salt mackerel, in 20 or 30-lb. pails			0 12½
Finnanhaddie, in 15 or 30-lb. boxes			0 08
Smoked halibut strips			0 11
Kippered gold eyes, per doz			0 50
Yarmouth bloaters, 60 in box, per box			1 75
Lobsters, fresh boiled, per lb			0 25
Shrimps, large size, per quart			0 60
Caviar, extra, small jars, per jar			0 40
Frog legs, 6 doz. in box, per doz			0 40
Oysters, standard, per gallon			2 00
" select, "		2 15	2 25

Flour.

Prices are still unchanged. We quote:

No. 1, patent	2 95
" 2, "	2 75
" 3, "	2 00
" 4, "	1 50

Buckwheat Flour.

Buckwheat flour is now quoted at $1.70 per half sack.

Breakfast Cereals.

There has been no change in price since last week. We quote again as follows:

Rolled Oats, 80-lb. sacks, per cwt	1 95
40-lb. " "	2 00
20-lb. " "	2 05
8-lb. " "	2 40
Cornmeal, in sacks, per cwt	1 50
" in ¼ sacks, "	1 50

Eggs.

Strictly fresh eggs are selling to the retail trade at 11 to 12c. per doz.

For Manitoba green fruits and vegetables, see Green Fruit Department.



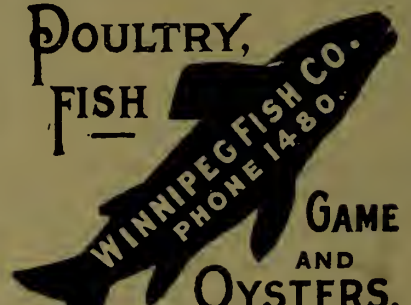
Sixty Years of Popularity

COX'S GELATINE should be used in every Canadian household, because:

(1). It is STRONG.
(2). It is CLEAR.
(3). It is PURE.

Canadian Agents: **J. & G. COX, Ltd.**
C. E. Colson & Son, Montreal
D. Masson & Co., " *Gorgie Mills,*
A. P. Tippet & Co., " *EDINBURGH.*

POULTRY, FISH



GAME AND OYSTERS.

259 PORTAGE AVE.

Any quantity of fish shipped. ADDRESS—Mail P. O. Box 791, WINNIPEG, Man

SALT SALT

TABLE, DAIRY AND CHEESE SALTS

FINE AND COARSE SALTS IN SACKS AND BARRELS

LAND SALT

C. R. COOPER

Toronto Salt Works

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

COMMON SENSE

KILLS {Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W

TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

FOR SALE—NO FAKE.

City and town rights for preserving eggs. Circulars for stamp. Box 2B Canadian Grocer, Toronto. (16)

DO IT NOW

You have perhaps been intending to order some

RED ROSE TEA

but have been putting it off, waiting from day to day as we often do without any particular reason.

You and I are in business to make money, and we have never yet made any money by waiting. When we wait, some other fellow gets ahead of us and scoops the profits we might have had.

DO IT NOW

is one of the best mottoes a business man can practice. Start in right now by ordering some

RED ROSE TEA

You know it doesn't need any puffing. It is a standard brand of goods that you can't afford to be without.

DO IT NOW

T. H. ESTABROOKS

Branches TORONTO and WINNIPEG.

TEA IMPORTER and BLENDER

ST. JOHN, N.B.

FREIGHTS AND CHARTERS

The Spring Fruit Boats.

R. REFORD & CO., agents in Montreal for the Thomson Line, report that their Spring fruit boats are expected to be in port as soon as navigation opens on the St. Lawrence. The s.s. Jacona was expected to leave Messina Saturday, April 1, and she will carry a full cargo of oranges and lemons. The cargo will be completed at Sorrento and from thence she will sail direct for Montreal. The boat following will be the Escalona, due about two weeks after the Jacona. Just as we go to press a report is received to the effect that there will be no second fruit steamer this season.

BEET SUGAR IN ALBERTA.

The past two seasons' experience in the cultivation of sugar beets has demonstrated most conclusively the exceptional suitability of the climate and soil of Southern Alberta for the production of this crop. The rich quality of the beets raised is shown by the season's run at the Raymond sugar factory, when 265½ pounds of sugar were extracted from each ton of beets sliced, a greater amount by twelve pounds than extracted last year, which then was a greater amount of sugar per ton of beets than extracted at any other factory on the American continent. In the run for 1904 there were 11,900 tons of beets sliced, and 3,160,000 pounds of sugar sacked up.

BERTH QUOTATIONS--St. John, Halifax and Portland

Description.	Liverpool.	London.	Antwerp	Bristol.	Glasgow.	Manchester.	Belfast.	Dublin	Capetown and Port Elizabeth.	Leith.	Aberdeen.	Cardiff.	Hamburg.
Oil Cake	* 7/6	* 7/6	* 8/9	* 8/9	*7/6	* 7/6	*10/6	*11/6	*12/6	.....	.....	.....	.....
Sack flour	* 7/6	* 7/6	*10/	* 8/9	*7/6	* 7/6	*11/	*12/	*12/6	.....	.....	.....	.....
Canned meats, fish	*12/6	*12/6	*15/	*15/	*15/	*10/	*15/	*15/	*15/	.....	.....	.....	.....
Provisions	*10/	*12/6	*15/	*15/	*15/	*10/	*17/6	*17/6	5/	.....	....	.....	.....
Tierces lard	*10/	*12/6	*15/	*15/	*15/	*10/	*17/6	*17/6	*15/	.....	.....	.....	.....
Pail lard	*15/	*17/6	*20/	*20/	*20/	*15/	*20/	*20/	*20/	.....	.....	.....	.....
Butter	*22/6	*25/	*25/	*25/	*30/	*22/6	.....	.....	*80/c.s	.....	.....	.....	.....
Cheese	*17/6	*20/	*20/	*20/	*25/	*17/6	.....	.....	*80/c.s.	.. ..	.....	.....	.....
Eggs in c's (meas't)	*12/6	*15/	*15/	*15	*15/	*12/6	.....	.....	*40/c.s.mt.	.. ..	.....	.....	.....
Clover seed	*10/	*10/	*15/	.....	*15/	*10/	*15/	*15/	*15/		.....	.....	.....
Cotton	‡15c	.....	.....	.....	.....	‡15c	.....	.....	.....	.....	.....	.....	.....
Apples, per bbl	Fine2/	2/	‡ 3/	Fine 2/6	Fine 2/6	Fine 2/	3/	3/	10/c.s.	.....	.....	.....	.....
Meas't goods	†20/ 7/6	Tariff	.....	†12/6 20/	†12/6 20/	†10/ 20/	†12/6	†12/6	†15/	.....	.....	.....	.....
Leather sole	*20/	*25/	*30/	*25/	*30/	*20/	*22/6	*22/6	*25/	.....	.....	.....	.....
Leather finish	*15/	*20/	*25/	*20/	*20/	*15/	*17/6	*17/6	*20/	.....	.....	.....	.....
Lumber, hard	*10/	‡10½c	*15/	*12/6	*14c	*10/	*15/	*15/	*15/mt.	.....	.....	.....	.....
Lumber, soft	*12/6	‡12c	*17/6	*15/	‡16c	*12/6	.....	.....	*17/6mt.	.....	.....	.....	.....

* Per ton 2,240 lbs. † Per ton of 40 cubic feet. ‡ Cents per 100 lbs. without primage.

The above is for general information only. These rates liable to change without notice and are therefore **Subject to Confirmation.**

When ocean charges are collectable at port of destination, rates exchange on basis of $4.80 to £1 sterling. When ocean charges are prepaid, rates exchanged on basis of $4.86 to £1 sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option prompt advice will be facilitated by informing us of the relative weight and measurement of the mdse. when applying for rate. It is also necessary to know shipping point and on whose account engagement is to be made. All contracts subject to confirmation.

TO TAX COFFEE.

It is believed that the United States Government authorities are considering the advisability of placing a duty on coffee in order to meet a deficit in the revenue department. Such a move if carried out may be far reaching in its results, insomuch as the United States is the biggest coffee consuming country in the world, having imported no less than a billion pounds last year, valued at $88,000,000—practically half the coffee entering the world's markets.

Nearly all Governments, except the United States, tax coffee. In the United Kingdom there is a tax of 14s. per hundredweight. In Australia the tax is 6c. per lb. In Canada there is a 10 per cent. ad valorem tax. Taxes are also imposed by Austria, France, Germany, Italy, Japan, Norway, Portugal, Spain, Sweden and Switzerland.

BUSINESS FAILURES IN CANADA.

According to Bradstreet's the total number of business failures in Canada for the week ending March 30, 1905, was 29, as compared with 18 the previous week, 11 for the corresponding week of 1904, and 18 for the corresponding weeks of 1903 and 1902. Of the 29 failures in Canada 26 had $5,000 capital or less, and three were capitalized at from $5,000 to $20,000.

HANDSOME NUMBER.

The Canner and Dried Fruit Packer, of Chicago, is to be congratulated on the completeness and beauty of its "convention number," issued on the occasion of the yearly association meetings at Columbus, O. It comprises 150 pages, which would do credit to any of our high class magazines as far as mechanical make-up and illustrations are concerned, while its embossed cover is a genuine work of art.

Blue Ribbon Ceylon Tea

Blue Ribbon Tea has grades of course, 25c., 30c., 40c, 50c, 60c.

Blacks, Greens and Blacks and Greens mixed.

In whatever grade it is bought there is value given, and value given is satisfaction.

The Red Label, for example, retails at 40c.

Many think it a 50c. quality.

So good is it.

That's what comes from skill in blending.

All Blue Ribbon Teas excel.

To obtain results

You must handle profitable goods.

Staples are all right, and we have these in profusion, but

Our Exclusive Patterns in High-Class

DINNER AND TOILETWARE

will apply directly to your better trade.

They are irresistible and will afford you unlooked-for results.

THE JOHN L. **CASSIDY** CO. LIMITED

MONTREAL.

OVER **50** Different Assortments OF **CHINA** and **EARTHENWARE**

B. H. M.

In Stock. Surely We Can Suit You

When writing for **Lists** may we ask you to be good enough to specify, as nearly as possible, your exact requirements.

BARNARD & HOLLAND CO.

MONTREAL

Rose Washington Navels are extra fancy, and you make no mistake buying them for your fancy trade. Have also lots of fancy extra choice and choice Navels.

Send in your orders; will see you get good stock.

McWILLIAM
Mc. AND E.
EVERIST

TORONTO, - - ONTARIO

Full stock of all goods in our line.

The
DAWSON Commission Co., Limited
FRUIT, PRODUCE AND COMMISSION MERCHANTS.
Cor. Market and Colborne Streets. TORONTO

DRIED APPLES
We pay highest market prices for bright dry quarters and make prompt remittance.
The W. A. GIBB CO.
Packers and Exporters
5 and 7 Market St., HAMILTON

Marmalade Oranges
Our first shipment of Marmalade Oranges will arrive this week.
Sizes—160s, 200s and 240s.
Get your order in early.
Send for Samples of our Navels.
HUSBAND Bros. & Co.
Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO.

GREEN FRUITS AND VEGETABLES

THE Wells-Fargo Express Co. is busy this week shipping Riverside's oranges to prominent men and officials all over the United States, Canada, Europe and Mexico, says the Los Angeles Pacific Fruit World of Mar. 18.

The fruit is sent complimentary by President Dudley Evans, of the Wells-Fargo Co., who each year has his Californian officials thoroughly canvass the fruit-growing sections for the best fruit grown.

For the past two years Riverside's foothill fruit has been selected, and this year the Los Angeles officials and J. W. Allinder, the local agent, chose the fruit grown in the foothill property of the Arlington Heights Fruit Co. The fruit is of that deep, rich color, which denotes the ideal orange, and is being packed by the Arlington Heights Fruit Co. under the "Golden Orange" brand. Something over 1,200 half boxes of these oranges will be sent out over the world. For a number of years the fruit was selected in Redlands, then Highland fruit was utilized, and during the past three years Riverside foothill fruit has been chosen. Hugh Walker & Son, Guelph, Ont., control for Canada the "Golden Orange" brand, packed by the Arlington Heights Fruit Co., both in navels and late Valencia oranges.

Ontario Markets.

GREEN FRUITS.

Toronto, April 6, 1905.

THE mild weather is giving additional impetus to the green fruit business. Navel oranges are arriving now under refrigeration and are practically sound, although recent arrivals have been very racy on account of coming through without ice. Prices are up 25c. this week. The first and only direct fruit steamer from the Mediterranean for the season has sailed from Messina laden with 30,000 boxes of oranges and lemons. Formerly there have been two boats a year; the demand, however, for Spring lemons in Canada seems to be on the wane.

There is a good demand for lemons at moderate prices; with much further moderation in the weather, dealers look for an advance. Pines are hard to get and high in price, Floridas being out of the market and Havanas up 50c. Extremely dry weather in the south has caused the crop to be late, and it is reported on the street that Toronto dealers ordering for the week in carlots have only been able to get 100 to 150 cases. Advices from Havana say that the pineapple crop is a good one, and dealers are expecting lower prices in the course of a week or two. Bananas are moving well. Sweet potatoes are up $1. Florida straws are off the market, and their place has been taken by Louisiana stock, which is selling at 20-25c. per pint. Our quotations are as follows:

Florida grape fruit, per box	5 00	5 50
Bahama grape fruit	4 50	5 00
Florida tangerines (half straps)	2 50	3 00
Havana pines per case		5 00
Marmalade Oranges, per box		2 25
California navel oranges, per box	3 00	3 50
New messina lemons, 300's, per box	2 25	2 75
" " 360's, per box	2 25	2 50
Bananas, large bunches, crated	1 50	1 75
Bananas, 8's, per bunch, crated	1 00	1 25
Apples, Winter varieties	1 25	3 50
Sweet potatoes, bush. crates	3 00	3 25
Cranberries, Jerseys	7 50	8 00
" per case		2 50
Louisiana strawberries, per pint	0 20	0 25
Figs in layers, per lb	0 09	0 11

VEGETABLES.

The season's trade in vegetables is gradually veering around to green stuff. Importations are coming more freely, first shipments of Florida tomatoes since the freeze being reported this week. Bermuda onions and potatoes are beginning to arrive; the crop of the former is normal this year, but, owing to the scarcity of onions generally, prices will be well maintained. Cabbage in bulk is selling at 1¼c. per lb. Spinach is down 25c. and green peppers have declined $2 per crate. Among this week's novelties are Illinois mushrooms selling at 80 to 90c. per lb., new carrots, which are quoted at $1.40 per dozen bunches, and waxed beans, quoted at $6 per bush. We quote the following prices:

Greenhouse lettuce, per dozen bunches		0 25
Greenhouse radishes, per doz. bunches		0 40
Dry Mint, per doz bunches		0 20
Parsley, " "		0 20
Sage, per doz		0 20
Savoury, per doz		0 15
Carrots, per bag		0 60
Beets, per bu		0 60
Beets, per bag		0 75
Dry Onions, per bag	2 00	2 25
Dry Onions, per basket		0 50
Bermuda onions, per crate		4 00
Green house water cress, per doz		0 25
Potatoes, carlots on track Toronto, per bag	0 55	0 60
Potatoes, per bag		0 90
" car lots, Eastern	0 70	0 75
Parsnips, per bu		0 75
Parsnips, per bag		0 85
Cabbage, per head	0 05	0 10
" per doz	0 50	1 00
Cabbage in bulk, per lb		0 01½
Turnips, per bag	0 30	0 35
California celery, per case		6 00
Hothouse cucumbers, per doz	2 00	2 75
Oyster plant, per bu		1 25
Greenhouse rhubarb, per doz	1 00	1 25
" onions, large bunches, per doz		0 50
Florida tomatoes, per case		5 50
Green peppers, 6 basket crates		3 50
New beets, per doz. bunches		1 25
Spinach, per bush. hamper		1 00
Asparagus, per doz. bunches		2 25
Mushrooms, Illinois, per lb	0 80	0 90
Bermuda potatoes, per bush		2 75
New carrots, per doz. bunches		1 40
Waxed beans, per bush. box		6 00

Quebec Markets.

GREEN FRUITS.

Montreal, April 6, 1905.

BUSINESS fairly good on the whole. Spring business opening well for all lines. California navels selling 25c. to 35c. per case higher than last week. California celery in good demand at $6.25 to $6.50; last car of the season arrived some weeks ago

and what is selling is cold storage now. Pineapples in fair demand at prices ranging from $4.50 to $5.25. Jamaica oranges quoted at $2.25. Three cars of cocoanuts sold end of last week at prices ranging from $3.25 to $3.50, according to quality. These Jamaica cocoanuts are preferred to Trinidad. Lemons advanced 25c. to 35c. a box in New York and prices are expected to go higher.

Bananas	1 00	2 25
Cocoanuts, per bag of 100	....	3 50
Pineapples, 24 to case	4 50	5 25
" 30 to case	....	4 00
Cranberries, finest dark	....	11 00
" dark	....	9 50
" 25 quart boxes	....	2 75
Jamaica oranges, per box	....	2 25
" grape fruit, per box	....	4 50
Florida oranges, per box	....	4 00
Florida grape fruit, per box	....	5 00
California navel oranges, per box	2 75	3 25
New Messina lemons 300's	1 75	2 50
" " 360's	....	2 00
Apples Winter varieties	2 50	5 00
Sweet potatoes, per bbl	....	6 00
Almeria grapes, per bbl	8 00	9 00
Celery, California golden heart, per case	....	6 50
Tomatoes, Floridas, crate	....	5 00
Lettuce, Boston	....	1 25
Strawberries	....	0 60

VEGETABLES.

Vegetable market unchanged. Potatoes remain firm at 50c. to 55c. for car-load lots. The rough state of country roads is still hampering shipments. The demand is good. Cucumbers are out of the market practically, though a few small lots are still obtainable. Arrivals were not in the best of condition. Dealers at Bonsecour Market complain of quiet trade, and do not expect any improvement until roads are settled.

Potatoes, carlots	0 50	0 55
Less than carlots	0 70	0 75
Bunch lettuce, per doz. bunches	....	0 75
Radishes, per doz. bunches	....	0 50
Mushrooms, per lb	....	0 90
Mint, per doz. bunches	....	0 20
Parsley, " "	....	0 20
Sage, per doz	....	1 00
Savory, per doz	....	1 00
Beets, new, per doz	....	0 25
Egg plant, per basket	....	0 75
Green onions, per doz	....	0 15
Spanish onions, large cases, per case	....	4 25
Red onions, per bbl	....	4 50
Yellow onions, in 80-lb. bags, per bag	....	2 25
Green house water cress, per doz	....	0 50
Green cucumbers, per bush, hamper	....	1 25
" per half bushel hamper	0 60	0 75
" per bbl	....	3 50
" per doz	0 40	0 50
Green cabbage, per bbl	....	2 00
" beans, per bush	1 00	1 20
Waxed beans, per bush	....	1 05
Cauliflowers, home grown, per doz	....	1 75
Green peppers, per basket	....	0 40
Canadian celery, per doz	....	0 75
Spinach, per bbl	....	3 50
Cucumbers, per doz	....	2 50

Nova Scotia Markets.

GREEN FRUITS.

Halifax, April 6, 1905.

Apples are fairly scarce in this market especially in No. 1's. Prices range from $1 to $2.50. The "Gulf of Ancud," which sailed from here last week, took 10,000 barrels for London.

VEGETABLES.

There has been during the Winter a scarcity of potatoes and turnips here, but just now they are quite plentiful. It has been the custom for years for a number of Prince Edward Island schooners to lay up here during the Winter, with their holds full of potatoes—waiting for the higher Spring prices. During the last week or two these have been opened up, while other schooners have arrived from the Island and other points.

Manitoba Markets.

GREEN FRUITS

Winnipeg, April 5, 1905.

There is very little change in this market. Bitter oranges for marmalade are cheaper and lemons have been slightly reduced. We quote:

BANANAS AND PINEAPPLES

Our importation of ***BANANAS*** last week was ***six carloads,*** all sized bunches. We specialize in Bananas and can suit the most exacting in quality.

PINEAPPLES are beginning to move freely. Another week will see them lower in price. Remember only ripe, matured fruit shipped.

FRESH FISH

We are handling fresh caught now, and can supply all kinds Lake and Sea Fish at lowest price the summer through.

WHITE & CO., 64 FRONT ST. E., TORONTO

W. B. STRINGER J. J. McCABE

LEADING

Wholesales handle only "St. Nicholas" brand. It's been many, many years on the market, and still the Favorite. Sicily Lemons are going to be scarce. The "Wise Old Owls" are placing their orders now before price advances materially. How about you, Reader?

Sole Canadian Agents For "St. Nicholas" Lemons. **W. B. STRINGER & CO.** Fruit Brokers, TORONTO.

EXTRA FANCY

Ripe Bananas, cheap.

"Golden Orange" brand Navels

Best Navel Oranges packed.

This brand is packed EXCLUSIVELY FOR US IN CANADA

Send us your orders and get the BEST.

HUGH WALKER & SON, GUELPH, ONT.

FRUIT AGENCY WANTED IN BRITAIN

Green and Canned, not Jams

House, with **20 years' connection,** in N.E. of England wants sole selling agency for that district. Unimpeachable business and bank references given. Only first-class firms represented.

J. W. LEAKE, - SCARBOROUGH

30 BARWICK STREET

Tel. Ad. "Leake, Scarborough."

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886

Oranges, fancy Washington navels, 96's, 112's, 126's, per case	....	2 75
Oranges, fancy Washington navels, 150's to 250's	....	3 00
Bitter oranges (for marmalade), 160's, 200's, 240's	....	3 50
Lemons, fancy California, 300's to 360's, per case (10c. off 5 case lots of oranges and lemons).	....	4 00
Bananas, fancy Limons, per bunch	2 50	3 00
Apples, fancy XXX Spies, per bbl.	....	5 00
" fancy XX Spies, "	....	4 50
Pineapples, per doz	4 00	4 50

VEGETABLES.

We quote:

Native onions, per lb	....	0 04
Spanish onions, per case	....	1 75
Carrots, per bush	....	0 40
Beets, "	....	0 80
Turnips "	....	0 40
Potatoes "	....	0 65
Celery, per doz	....	1 20
Florida tomatoes, per basket	1 00	1 10
Lettuce (small), per doz	....	0 40
" (large) "	....	0 80
Radishes (small) "	....	0 40
" (large) "	....	0 80
Parsley "	....	0 40
Mint "	....	0 45

New Brunswick Markets.

GREEN FRUITS

St. John, April 6, 1905.

The feature of the market is the low price of bananas. This will mean a big business. Apples have but fair sale. In oranges, such Valencias as are being received, are below the average in quality. There is improved sale for Californias. Prices are rather higher. Some nice Jamaicas are still offered at reasonable figures. Lemons are low.

APPLE SHIPMENTS.

Total shipments to European ports for week ending April 1, 1905:

From—	To Liverpool.	London.	Glasgow.	Various.	Total.
Boston	4,102	595	2,499	548	7,742
New York	11,051	2,282	367	2,883	16,583
Portland, Me.	5,911	....	2,038	....	7,949
Halifax	3,659	11,815	....	....	15,474
St. John, N.B.	....	985	....	....	985
Total for week	24,723	15,675	4,904	3,431	48,733
Same time 1904	9,482	13,111	6,015	2,450	31,058
Same time 1903	14,034	5,577	2,369	1,416	23,396

Total since season opened to date.....2,325,179
" " same time 1903-4.....3,413,385
" " " 1902-3.....2,446,698

Woodall & Co., Liverpool, cabled Eben James, Toronto, on April 5, as follows: "4,500 bbls. selling; market dull and declining."

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Marmalade

The season is timely. The consumption just now is large. Your sales will increase if you sell

McGREGOR

quality.

High-grade.

Direct or through your wholesaler.

McGREGOR = HARRIS CO.
Limited
33 Pearl St., - TORONTO.

NEW CROP MAPLE

Diamond Brand Maple Syrup is the Acme of Perfection.

All Jobbers handle It

Sugars Ltd., = Montreal

MAPLE SYRUP



Originator of the celebrated Small's Brand Maple Syrups and Confections, product of the Canada Maple Exchange, Montreal.

Small's Brand monogram mounted on maple leaf, was registered in 1881, the oldest registered maple syrup trade mark in the British Empire. 2nd—Small's Brand has been awarded, with but one exception, all Gold and Silver edals ever offered in Canada, and many from abroad.

TELFER BROS., Winnipeg, (Wholesale) in the month of January, 1903, purchased 22 cases SMALL'S BRAND MAPLE SYRUP, in January, 1904, 355 cases, and in January, 1905, 1072 cases over four cars. Are you sharing a like satisfac ion and profits?

FOR SALE BY ALL JOBBERS

TRADE CONDITIONS IN BRITISH COLUMBIA.

Vancouver, B.C., March 29, 1905.

AN interesting item in the budget speech delivered yesterday in the Provincial Legislature, by Finance Minister Tatlow, was that in reference to production of fruit and dairy produce in British Columbia. As he quoted from official returns, the figures he gave were very accurate. In the total of fruit shipments, just as given to The Grocer a short time ago, Hon. Mr. Tatlow estimated the quantity at 3,010 tons in all for the season of 1904, making an increase over 1903 of 466 tons. The value he placed on this fruit was $240,000, and with the value of fruit consumed in the province, he estimated the total value of last year's fruit crop at $500,000.

As to dairy produce, there are now 14 creameries in the province, the Finance Minister said, (there is a fifteenth starting on April 1 at Port Hammond) and in 1904 there was a total of 1,219,006 lbs. of butter produced from these, netting in cash to the patrons some $276,620. This he said, showed a satisfactory increase over former years. In 1902 the total production of the creameries was 715,842 lbs. In 1903, 958,845 lbs., while last year the total was close to a million and a quarter pounds, as above. It is pointed out, however, that butter to the total value of $1,179,511 was imported into the province last year.

The total importations of agricultural products into the province in 1904 is set by the Finance Minister at $7,199,438, an increase of $1,451,830 in two years. Of course, he points out, that the popnlation has also increased, while there has been an increased trade with the Yukon and the Orient, for some of which the great importations of agricultural products were required. The fact remains, however, that the province is sending out every year the millions which she needs for home circulation, and a large part of which could be kept here if the produce were raised, as it very well might be.

* * *

That the day is approaching when the agricultural products consumed in B.C. will be grown on the hitherto fallow lands of the province is evident from the movement which is gradually taking place in rural realty. Not only in the Okanagan district, but in the coast district, especially in the Fraser Valley, there is a rapidly-changing situation. Settlers are taking up every available ranch and farm, and in many cases, on the Fraser, places which were neglected and deserted a few years ago are now being occupied and improved, and the clearings extended.

Undoubtedly the Okanagan district is proving a great attraction to eastern people who are coming west to make new homes. Land there, though high in price, is very productive, and the products are of such a valuable class, being choice fruit commanding high prices, that the returns are sure and very profitable. Many people have, in the Winter months, visited the district, and, charmed with the mildness of the dry atmosphere even in Winter, zero being practically the coldest weather, have decided to make their homes there. Many small holdings have been taken up on that account, and at prices which seem too high, when compared with those paid for farm lands elsewhere.

* * *

The day of big warehouses in the wholesale quarter of Vancouver is rapidly approaching. Kelly & Burnett, the former a well-known wholesale grocer, have decided to build a big six-storey structure on Water street, just west of the row of wholesale houses which front on that thoroughfare, in order to have rail facilities on the C.P.R. direct at the rear. The new warehouse will be fitted with cold storage facilities in the basement, while its freight elevators will be the most modern obtainable.

* * *

The Yukon Winter stage trail is fast breaking up. Recent advices from the north tell of the disappearance of the snow on the hills on the road to Dawson from White Horse. Freight is practically stalled, and it will not be many days until passenger traffic will be stopped too, when the opening of navigation will be the earliest that one can get to the northern capital.

* * *

Mr. J. Y. Griffin, who had just arrived in Vancouver the day his big pork packing house at Winnipeg was burned, was called east on that account, without being able to complete the business he came here for. He stated before leaving that the damage was not so great as at first reported.

* * *

The assertion is made in legislative circles at Victoria that Mr. F. W. Morse, of the Grand Trunk Pacific, while here secured the charter of the Pacific Northern & Omineca Railway, to build from Kitimaat to Hazelton on the Skeena River. This line has a Government grant of land, and it is said that Mr. Morse stated, before leaving, that his company would go ahead with construction of the line at once.

* * *

Hon. Raymond Prefontaine, Minister of Marine and Fisheries, has signified to the authorities of the Westminster Exhibition Association that he approves of the scheme to have an exhibit to show the salmon-breeding process carried out at the salmon hatcheries. The exhibit, which will be a miniature hatchery, will have pools in which will be shown every stage of salmon life from the ova to the full-grown fish.

* * *

W. J. Pendray & Sons, soap and paint manufacturers at Victoria are contemplating the location of their industries at Vancouver. The firm is heavily capitalized, and recently sold their site to the C.P.R. in connection with the improvements the latter company is making for the erection of its million-dollar hotel at Victoria. As the City of Victoria would offer no inducements to hold the soap and paint works in that city, now that they are seeking a new site, the company is looking to the mainland for a location.

ASSOCIATION NEWS.

The Hamilton Retail Grocers' Association has made a grant of $100 towards the cost of installing a plumbing and water supply in the Hamilton pavilion at the Gravenhurst Sanitarium.



THE SECRET

of the excellence of our Marmalade is an open one. We searched out the best process man in the Old Country, had him come to us, to make

SHIRRIFF'S

Orange Marmalade

His instructions are, and were, "Make the best you can." Thus our Marmalade is equal to any British made—some say better.

We should like an order from you—
1s and 2s in glass and 7-lb. tins.
Have you our Price List?

Imperial Extract Co., Toronto



GREIG'S
WHITE SWAN
COCOANUT

Made in all styles, Featherstrip, Shredded, Dessicated, etc., and packed in barrels, boxes, pails, tins, and packages.

Our **WHITE SWAN** guarantee stands behind every pound and means absolute satisfaction or money back.

Samples and prices sent cheerfully on request.

THE ROBERT GREIG CO., Limited
WHITE SWAN MILLS
TORONTO

Valencia Raisins

F.O.S. Selected 4 Cr. Layers

Fine Filiatra Currants
Tarragona Almonds
Sicily Filberts
Barcelona Filberts
Grenoble Walnuts

Wholesalers sorting stocks for Spring Trade, communicate with

D. RATTRAY & SONS

Import and Export Commission Merchants

QUEBEC **Montreal** **OTTAWA**

CANADA: No better Country



MOTT'S: No better Chocolate

Elite

true to its name, the best of good chocolates

Diamond

nothing better in this style is made anywhere AND IN ADDITION good profits to the Retailer.

For Sale by all Jobbers

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, Montreal. R. S. McINDOE, Toronto. JOS. E. HUXLEY, Winnipeg.

EASTER NOVELTIES

All orders have been shipped.

Repeat orders can be filled same day as received.

We have the goods and the organization to meet orders of this kind.

STEWART'S FINE CHOCOLATES

A. J. STEWART, LIMITED

Makers

TORONTO

CANNED GOODS FOR 1905

We are now booking orders for futures in Peas, Corn and Tomatoes, and will guarantee to deliver sixty per cent. of all orders received previous to June 1st and accepted by us.

You will be wise if you place your orders now for

Jersey Peas
Jersey Corn
Jersey Tomatoes

Old Church Corn
Old Church Peas
Old Church Tomatoes

NOT FORGETTING TO ADD WHAT YOU REQUIRE IN

GOLDEN WAX OR REFUGEE BEANS

We will be also on the ground floor in CANNED FRUITS of all kinds.

Quality will be guaranteed to be up to our usual high standard and prices as low as any goods packed of equal quality in Canada. Place your orders at once with our travellers or by letter.

STANDARD CANNING CO., - - Hamilton

LOOK OUT FOR OUR AD. NEXT WEEK RE COCOANUT.

FIRMS INCORPORATED, ETC.

THE Southern Cotton Oil Trading Co. have been granted a license to manufacture and deal in cotton-seed oil, etc., in the Province of Ontario to the extent of $10,000. Attorney, W. A. Reynolds, Toronto.

A. E. Long & Co., Toronto, have been incorporated with share capital of $40,000 to manufacture and deal in paper boxes, etc. Provisional directors: A. E. Long, P. C. Soules, A. E. DePotie, and L. I. Morris, all of Toronto.

The Dairyman Publishing Co., Toronto, with share capital of $30,000, have been incorporated to publish magazines or periodicals in the interest of dairymen. Provisional directors: R. G. Murphy, County of Leeds; J. R. Dargaval, County of Carleton; W. Eager, County of Dundas; J. N. Paget, County of Haldimand, and W. K. MacLeod, County of Middlesex.

The Detroit and Dominion Oil Co. have been granted a license to refine and deal in petroleum, oil, etc., in the Province of Ontario, to the extent of $1,000,000. Attorney, A. R. Bartlet, Windsor.

The Union Stockyards Co. have increased their capital stock from $400,000 to $500,000.

The Lambton Creamery Co., Limited, with share capital of $50,000, have been incorporated to acquire the business of the Lambton Creamery, now carried on by W. English and J. E. Armstrong, and to manufacture and deal in fruit and dairy produce. Provisional directors: W. English, J. E. Armstrong, G. M. Cary, and N. McPhail, of Petrolia; and I. W. Steinhoff, of Stratford.

The Canadian Co-operative Co., Winnipeg, with capital stock of $20,000, have been incorporated to carry on a general grain and live stock business. Provisional directors: A. Atkinson, C. H. Forrester, J. McVicar, C. Brown and V. A. Elliott, all of Winnipeg.

Alfred Hawkesworth & Sons Co., Limited, of Montreal, with capital stock of $20,000, have been incorporated to acquire the mercantile business now carried on in Montreal by A. Hawkesworth, and to carry on a general retail and wholesale trading business. Provisional directors: A., E., W., and H. Hawkesworth, and J. W. Moss, all of Westmount.

Binning Barsalou & Co., Montreal, have been incorporated with capital stock of $20,000, to carry on a general mercantile and commission business. Provisional directors: M. Barsalou, J. B. M. Chabot, E. Barsalou, H. Quevillon and C. Lafleur, all of Montreal.

The Manitoba Canning Co., Limited, has been incorporated to take over the business of the Manitoba Creamery and Preserved Dishes Co., and to manufacture and deal in meats, fish and domestic produce.

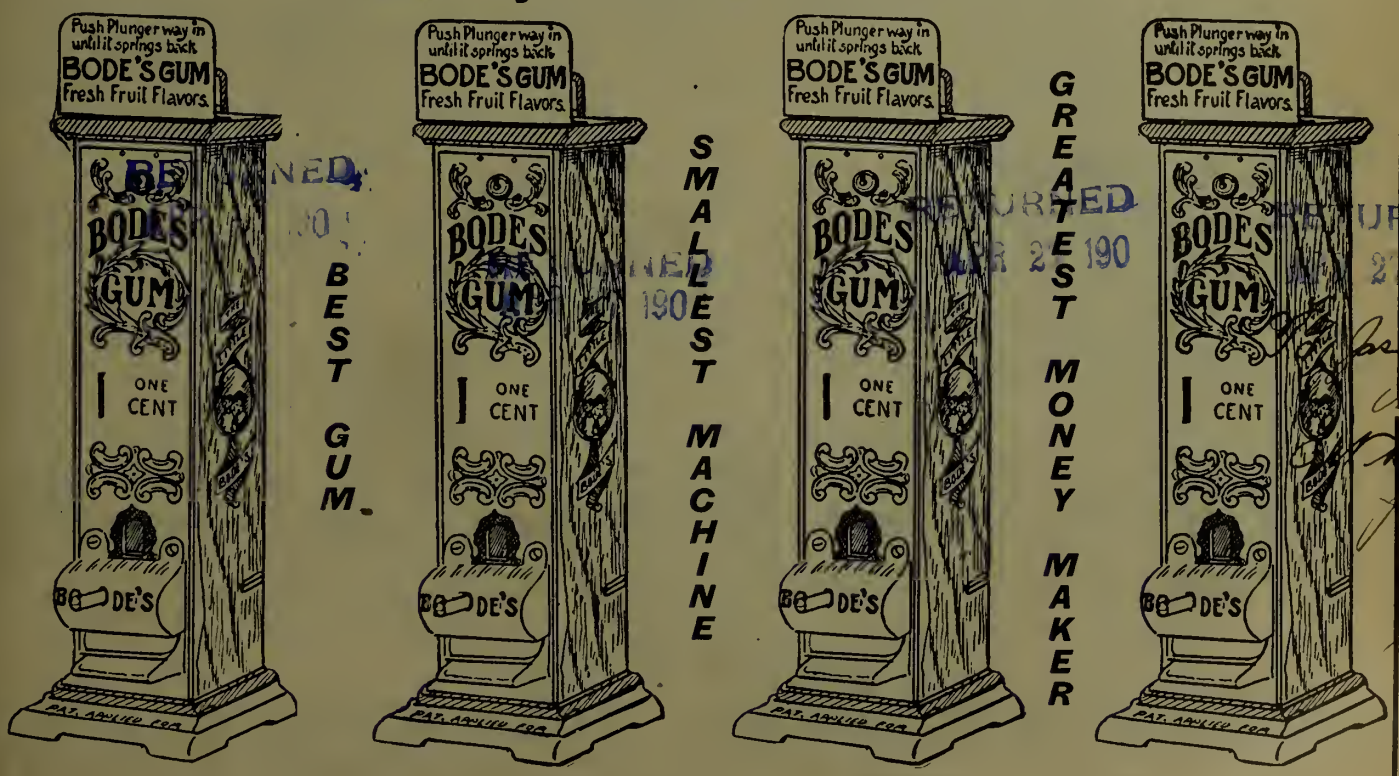
TAKEN INTO PARTNERSHIP.

Mr. John Anderson, of Chase & Sanborn, Montreal, has been taken into partnership, registering under date of April 3. Mr. Anderson, who has been with the firm for many years, is well known to the trade, and his many friends will be pleased to hear of his well-merited advancement. Chase & Sanborn recognize the value of having young blood in their business, and Mr. Anderson's promotion to a partnership in Montreal is carrying out a principle that has made this firm what it is acknowledged to be—one of the premier coffee houses of the country. The Grocer tenders Mr. Anderson its congratulations and good wishes for a long and prosperous career.

DIRECTORS ELECTED.

At the annual meeting of the shareholders of the St. Lawrence Sugar Refining Co., Limited, last week, the following were elected to the board of directors: A. Baumgarten, Robert Hampson, Jos. Crathern, Theo. Labatt, B. McNally, and E. A. Reincke, New York. At a subsequent meeting of the directors, A. Baumgarten, was elected President; Theo. Labatt, Vice-President, and B. McNally, Secretary-Treasurer.

Send your Order NOW.



BEST GUM.

SMALLEST MACHINE

GREATEST MONEY MAKER

One of these machines and 1000 pieces Gum will cost you only - - - $8.00

Gum for refilling machine will cost you $6.50 per 1000 pieces.

Order through your jobber or

LITTLE BODE SLOT MACHINE CO.,
28-30 St. George St., MONTREAL

The flour used in the manufacture of

Perfection Cream Sodas

is perfectly adapted for this particular work, and with perfect flour goes every other thing necessary to a perfect product.

Grocers, we want you to sell Perfection Sodas. They will help your Biscuit trade.

3-lb. Cards or Tins.

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

TRADE CONDITIONS IN NOVA SCOTIA.

Halifax, April 3, 1905.

THE state of the wholesale grocery market for the past week is reported as fair, and about the average of what is expected for this season of the year. Considerable goods are going out and the country districts which were cut off by the railroad blockade are now again pretty well stocked up. It has been found, however, that, except in actually necessary lines, there has been quite a shortage in trade for all of February and the first half of March. Payments are about as last reported, but it is anticipated that a change for the better will gradually come about. The retail trade is reported good, though some lines, such as eggs, butter, parsnips, carrots and beets for family use, are difficult to obtain.

* * *

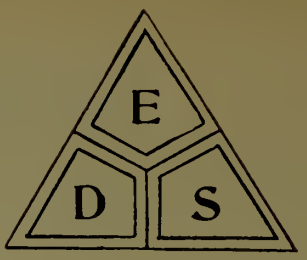
Oats are scarce and are now quoted at 54 to 55c. At many points oats had to be used for feed on account of the hay shortage, and this has tended to a higher price. P.E.I. vessels are now opening up stocks held all Winter, and others will be arriving with what surplus remains on the Island. Seed oats are particularly scarce, and many farmers in outlying districts are unable to procure the same. Last week the Local Legislature passed a bill authorizing the county councils to borrow money to loan the farmers for the purpose of buying seed. This scarcity of money among the farmers is accounted for by the shortage of hay crops.

* * *

This being the Lenten season, there is a great deal of fish used and the markets are fairly well supplied by coast fishermen. Fresh cod, halibut, lake trout and herring are abundant, as well as lobsters. Frozen salmon is still used. fresh-caught salmon and mackerel are freah-caught salmon and mackerel are expected.

* * *

The molasses situation is still firm, with a late advance of one cent, reported in the Barbadoes market. During the last month prices have advanced here 3c. and Barbadoes is quoted on a par with Porto Rico. The firmness in Barbadoes will reduce the quantity used here of that grade, especially if Porto Rico can be secured. One cargo of the latter arrived here a week ago and others are on the way.



Goods

Sell Them

For finest trade. Prepared with the greatest care, from first quality fruit, gathered from our own orchards and fields.

E.D.S.

Jams, Jellies and Sealed Fruits in glass.

Have we had an order ?.

E. D. SMITH'S
ORCHARDS
WINONA, - - ONT.

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

COWAN'S CHOCOLATE, CAKE ICINGS, CREAM BARS,

and COWAN'S famous MILK CHOCOLATE

are absolutely pure goods.

THE COWAN CO., LIMITED. TORONTO

Spring Drink

VAN HOUTEN'S COCOA

Spring Food

The Grocer who recommends Van Houten's Cocoa confers a favor on his customer that the latter will appreciate.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL



INGERSOLL, CANADA—FACTORY.

AN EASY ONE.

Added to our splendid assortment of GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St. Louis, Mo., 1904.** Proven the **purest** and **best.** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St Charles Condensing Co.

old reputation

Attention!

old reputation

The BEST of Swiss Milk Chocolates

KLAUS'S CHOCOLATES

are now introduced in the Canadian Market.

(Klaus's Chocolates were awarded the **Gold Medal** at the Glasgow Exhibition.)

Wholesale Depot for Canada:

Canadian Swiss Trading Co.

17 ST. JOHN ST.,

MONTREAL.



I APPEAL to the readers of THE CANADIAN GROCER, who I know are the best buyers of High-Grade Goods in the country. I want to say that my Old English Candy,

MACKINTOSH'S TOFFEE

is the most delicious and best Candy made, pure as the crystal springs.

This Old English Candy has made me famous the world over. I am called **THE TOFFEE KING OF ENGLAND** because I am by far the largest manufacturer of Toffee over there. Handle this line and you have a trade winner. Write for prices, etc., at once.

JOHN MACKINTOSH, Ltd., - HALIFAX, ENG.

CANADIAN AGENTS:
Lamont, Corliss & Co, 27 Common St., Montreal.

Possibly
You have
noticed it
yourself—
how that some
cereals have
deteriorated
in quality
of late—
dusty,
dirty,
burnt,
inferior.
Not so
with

Orange Meat

Our success
is not making
us careless.
The Grocer
doesn't hear
his Customers
complaining
that

Orange Meat

is "not quite so
good as it used
to be."

The Frontenac Cereal Co.
Limited.
KINGSTON, Ont.

Flour and Cereal Foods

Process of Shredding Wheat.

IN answer to numerous inquiries from the trade as to "How and why wheat is shredded?" The Grocer is in receipt of the following authoritative information from the "Home of shredded wheat" at Niagara Falls, N.Y.:

"Some idea of the cleanliness and wholesomeness of 'shredded wheat' may be gained from the fact that the wheat passes through twenty-two cleaning and dusting machines before it is steam-cooked ready for shredding. • Each of these machines has a particular work to do. One of them, called a 'stoner,' removes all the little stones that get mixed up with the wheat. It is of most ingenious mechanism and utilizes the principle of gravity. Another takes out the 'wild oat,' another removes the wild mustard seed, another takes out the cockle, others collect the dust, straw, chess and other foreign substances.

"After cooking, the wheat is spread upon clean white cloths to dry for 16 hours and then run through shredding machines which draw it out into fine porous shreds. These shreds are formed into biscuits and baked.

"And why do they cook and 'shred' the wheat? Of course there's a reason for it. The wheat is cooked so as to make the starch of which the white flour is largely composed, soluble and easy to digest. The 'shreds' also contain all the rich nutriment in the outer coats of the wheat kernel—which are not found in white flour. These 'shreds' are not only light and porous, readily absorbing the saliva and gastric juices of the stomach, but present a vast surface to the action of the digestive fluids."

Meeting of Keewatin Flour Mills.

THE Keewatin Flour Mills Co., Limited, held the first general meeting of the shareholders on Wednesday, Mar. 29, in Ottawa. A full report of the progress made by the directors in securing a valuable water-power at Keewatin, and preparation of plans, management, etc., was submitted and adopted. The plans are designed for a mill having a daily capacity of 5,000 bbls. The machinery for 3,000 bbls. will be first adopted, and the remaining machinery can be subsequently added without interfering with the running of the mill. The plans are prepared for the Allis-Chalmers Co., one of the largest firms in the United States engaged in designing and erecting mills. The mill will be designed according to the most modern and up-to-date ideas. An elevator at the mill, having a capacity of 500,000 bushels, will also be erected, and smaller elevators secured or erected at favorable situations throughout the West.

The following gentlemen have been elected as officers and directors for the ensuing year: President, John Mather, director of the Bank of Ottawa; Vice-President, George Burn, general manager of the Bank of Ottawa; Secretary-Treasurer, E. Seybold, managing director of the Eclipse Mfg. Co.; Directors: R. L. Borden, K.C., M.P., director of the Bank of Nova Scotia; Hon. J. D. McGregor, director of the Nova Scotia Steel Co.; Hon. E. H. Bronson, president of the Bronson Co.; Denis Murphy, president of the Ottawa Transportation Co., and director of the Bank of Ottawa; R. M. Cox, lumber merchant; John Coates, C.E., president Ottawa Gas Co.; D. L. Mather, lumberman; A. W. Fraser, K.C.; Solicitors, Perkins, Fraser & Gibson; Bankers, Bank of Ottawa and Bank of Nova Scotia.

No Drawback on Mixed Flour.

The U. S. Treasury Department has decided that the provisions of the drawback law are not broad enough to permit drawbacks on foreign wheat brought into the United States to be exported with domestic wheat. This will operate against American millers wishing to mix Canadian with domestic wheat in order to fulfil the requirements of special brands of flour for the export trade.

Grain and Cereal News.

The Meyers Milling Co., Listowel, is to be converted into a joint stock company.

The Canada Malting Co. have purchased a site at Notre Dame, Man., on which they will erect a grain elevator and malting house.

The Malta Vita Pure Food Co. have been granted a license to buy and deal in grains, fruits, vegetables, etc., and to manufacture cereal products in the Province of Ontario to the extent of $25,000. Attorney, F. Denton, Toronto.

The Canadian Co-operative Co., Winnipeg, with capital stock of $20,000, have been incorporated to carry on a general grain-dealing business. Provisional directors: A. Atkinson, C. H. Forrester, J. McVicar, C. Brown and G. A. Elliott, all of Winnipeg.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

Your best advertisement is a satisfied customer.

Mathieu's Syrup

of Tar and Cod Liver Oil

has produced more satisfied customers for the grocer than any other.

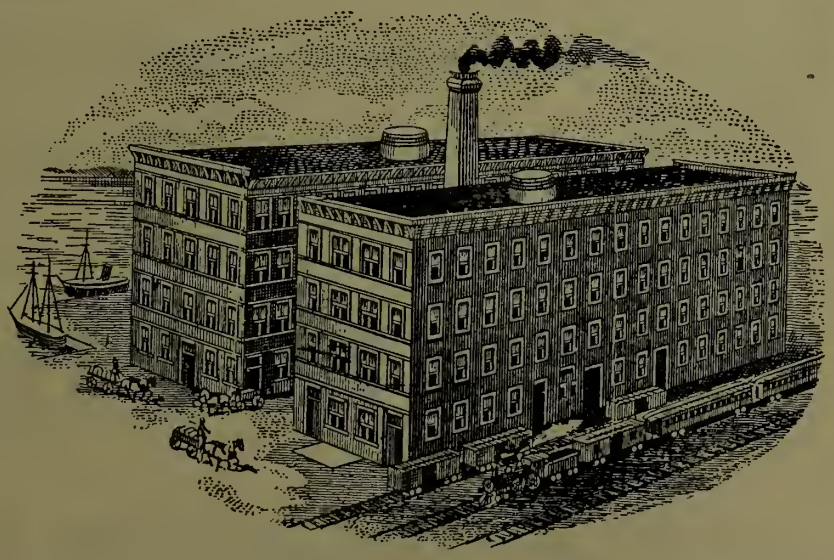
It is a cough remedy and a tonic combined; cures the cough and restores the general health, and always leaves its users feeling better.

J. L. MATHIEU CO., LIMITED
PROPRIETORS, SHERBROOKE, P.Q.

MATHIEU'S NERVINE POWDERS
may be recommended as a safe and sure cure for headache, etc.

We beg to call the attention of the trade to the fact that we have the most modern machinery for manufacturing the following goods:

Rolled Oats
Gran. Wheat
Gold Dust
Family Oatmeal
Ground Wheat
Sd. and Gr. Oatmeal



Pot and Pearl Barley
Ground Oats
Flaked Wheat
Split Peas
Pea Meal
Ground Corn
All kinds of Feed

Consequently the goods are the best in the market.

PHONE, WIRE OR WRITE US FOR QUOTATIONS. PROMPT DELIVERY IN MIXED CAR LOTS OR OTHERWISE. LETTER ORDERS A SPECIALTY.

WM. McCANN MILLING CO., OFFICE and MILLS FOOT JARVIS STREET Toronto

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Your Tobacco Department.

THE advice which has been offered time and again in these columns, on the subject of keeping the tobacco stock attractive, will bear endless repetition. Money is lost every week that the fixtures, cigars and tobaccos are not kept clean, neat and presentable. Dust on the showcases or dirty glass, or ruffled boxes, all give the impression that the stock has not been handled much; in other words, that it is old. It will not take more than a few minutes every day to straighten up the boxes, polish the glass cases and make the whole department look as if it were the busiest in the store.

A good display can be made of the smokers' accessories. Pipes and tobacco pouches, if properly handled, will add noticeably to the profits of the department. They are easy to handle and are not perishable. Moreover, if properly shown, they will help the sale of the regular goods. Everything which improves a department and makes it more attractive to the eye, should be seized on by the grocer. They work a profit both ways. Not only do they sell themselves, but they help to sell everything else in their line.

Above all, keep the tobaccos clean and orderly. The smoker becomes in time an epicure and he will insist on having his smoking materials put up properly. The dealer cannot afford to take any liberties with his customers in this respect.

Canadian Tobacco.

Of the fourteen million pounds of tobacco consumed annually in Canada no less than five million pounds is made from Canadian-grown leaf. The production is rapidly increasing. While the quality of the Canadian leaf is of the best, the methods of curing are defective, and lectures on the subject are now being delivered to the farmers by the Government agents, who were previously sent to Wisconsin to study the methods in vogue in that tobacco-growing State. The Government is rendering valuable assistance to the industry in other directions. A number of experiments have been undertaken at the Central Experiment Farm, and it is proposed to establish experimental stations in the tobacco-growing districts.

An Improved Tobacco Pouch.

A Californian has invented a rather novel tobacco pouch, which is provided with a measuring device which will measure out a quantity of tobacco necessary to fill a pipe or make a cigarette. The measuring device consists of a cylinder formed at the upper end of the pouch. This cylinder is covered at the top by a lid, which is kept closed against the pressure of a well-actuated hinge by means of a spring latch. A sliding plate is provided within the pouch to close the lower end of the cylinder. This plate may be operated by a thumb piece, projecting through the upper wall of the pouch. In use the plate is moved clear of the cylinder and the pouch inverted to fill with tobacco. Then the plate is moved to closed position and the lid released, causing the measured amount of tobacco to flow out into the pipe. The measured chamber thus prevents waste. The pouch is particularly useful to smokers who make their own cigarettes. When adapted for that purpose the cylinder is made of a size to measure just the quantity of tobacco necessary for a single cigarette.

The Best Cigar Box.

"The best cigar box is made of Spanish cedar," said a tobacconist to a reporter yesterday. "All our imported cigars come in Spanish cedar boxes. Look here."

He opened a box of beautiful, costly cigars, and the odor diffused through the They are made from Spanish Cedar and have pleasant Odor.

SWEET CAPORAL



CIGARETTES

STANDARD OF THE WORLD

Sold by all Leading Wholesale Houses.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

GRUB-STAKING

That's what it amounts to, almost.

Not many firms that will furnish a grocer with goods on the Payne plan.

1000 Cigars, assorted as desired.
Express paid.
Privilege of returning unsold stock at the end of 3 months.
Money back without a kick.

No wonder we have added customer after customer on such terms—and they prefer not to return the goods.

They find **Pebble** (5-center) and **Pharaoh** (10-center) to be fine sellers.

WHAT ABOUT YOU? WON'T YOU TRY THIS OFFER?

J BRUCE PAYNE, LIMITED, Makers, Granby, Que.

Letters to Tom, the Grocer.—No. III.

HAMILTON, April 7, 1905

Dear Tom:

Are you looking after your collections sharply? Don't be "easy" in this thing. Keep your accounts clean. Get money in the bank. You'll need it there, not in your books, if you would take advantage of the markets in lots of lines.

This is sound advice. The man who pays up is always a better customer than the man who owes you and doesn't pay.

We are pleased to know you are finding our **T. & B.** Smoking Tobacco going so well. Remember it has gone well for a generation or two.

Yours truly,

GEO. E. TUCKETT & SON CO., LIMITED.

Per J.

Rowat's Olives

Will be offered by the wholesale trade of Canada at prices which for quality defy competition. It is up to every first-class grocer to get jobbers' prices for **Rowat's Olives** before purchasing.

You Can Save Money

by writing us for samples of teas or coffees. Complete assortment. As a starter send for sample of our **Ceylon Black at 12½c.**; and **China Young Hyson at 8½c.**

Jas. Rutherford & Co.

27 St. Sacrament Street, - Montreal

shop was indescribably pleasant, an odor half of tobacco, half, as it seemed, of spices.

"That spicy smell—do you notice it?" said the dealer. "Well, that is the smell of the Spanish cedar. It communicates itself to the cigars, and so delicate and subtle is it, that it actually improves their flavor.

"If we put up our goods in chestnut or walnut or pine boxes, the flavor of the wood, impregnating the tobacco, would ruin the cigars entirely. Hence, moderately good cigars are put up in a box that is quite odorless, and the best cigars are put up in this aromatic and costly box of Spanish cedar."

Tobacco Notes.

J. A. Blais, tobacconist, Lauson, has assigned; A. Lemioux is provisional guardian.

The stock of S. Brown, tobacconist, Montreal, has been slightly damaged by smoke and water; insured.

P. Y. Henderson, tobacconist, Wiarton, has assigned to W. H. B. Spotton; meeting of creditors held Mar. 31.

Miller & Lockwell, cigar manufacturers, Quebec, have opened a branch in the Northwest to enable them to handle their business more readily.

Mr. Solomon Hyman, the well-known tobacconist, of Montreal, died in that city last week. Mr. Hyman had a remarkably clear knowledge of the tobacco business. His annual trips to Cuba kept him in close touch with the sources of the industry, and his opinion on anything pertaining to the island has long been accepted as authoritative. A large number of clients will miss the familiar face when they drop into the old haunt to smoke their after-dinner cigar.

Royal Egyptian Cigarettes

Rich in Flavor

Copious in Value

Great Sellers

All First-class Grocers should have them

J. M. Fortier, Limited, Manufacturer, Montreal

Their Flavor

We are not claiming that our Tobaccos are better than others—they may be, but we do assert that

McAlpin's Tobaccos

have a flavor that makes them liked; that they are the most profitable high-grade tobaccos made; and that the grocer is unfair to himself and the trade he serves when he does not keep on hand a stock of them.

McAlpin Consumers' Tobacco Co., Limited

TORONTO

FINANCE

THE past year was unprofitable for fire insurance companies doing business in Canada. Practically all of them showed an absolute loss for the year's work, and in many cases the loss was double the total amount received on premiums. One of the most conservative companies in accepting risks, paid out in fire losses $227.42 for every hundred dollars received. The number whose losses ran from 110 per cent. to 140 per cent. of their receipts from premiums, comprises practically all the companies doing a big business here. The figures are given, too, without including the running expenses of the companies, which would average thirty per cent. of the premiums. In this reckoning, account has to be taken of the extraordinary fire losses in Toronto last year. But we have the statement of a general agent of one of the big companies in Montreal, that the losses in Montreal average up with those for the rest of Canada.

* * *

If these conditions continue it will be a bad outlook for men who carry heavy insurance. The withdrawal of the foreign companies from Canada would be a rather drastic means of supporting home industry. It would simply mean that these companies could not do a profitable business here at anything like the rates they now charge. If they cannot, it is certain that local companies can not either. The result would be an inevitable raising of rates.

Much depends on the report which the present year will show. If 1905 presents as disastrous a record as 1904, a stiffening of rates will be inevitable. Insurance companies cannot and will not dissipate their profits from other countries in paying deficits here.

* * *

There are only two logical outcomes of such a state of affairs. There is either an increase in rates or improving of risks. There can be no doubt as to which horn of the dilemma should be seized. Definite steps must be taken to lessen the risks. In up-to-date factories automatic sprinklers are now being installed. The more general these become the quicker will the rates come down. The cost of these will soon be made up by the difference in the premiums that will follow their general adoption.

* * *

The Manufacturers' Association is doing a good work in establishing a department of insurance, with an expert at its head. What is required more than anything else at the present time is a systematic investigation of the conditions obtaining in the insurance world. Undoubtedly risks can be improved if a united effort is made. The Manufacturers' Association is in a peculiarly strong position to carry on a general campaign in this direction.

* * *

Messrs. Cowdry Bros., MacLeod, Alta., have sold their private banking business to the Canadian Bank of Commerce, who are to open a branch at MacLeod immediately. The bank will also open at Lethbridge, Alta., on 27th instant.



THE

UNDERWOOD

The Writing-in-Sight Typewriter

Will do your work 25% to 50% faster than any other writing machine. Highest award "Grand Prize," St. Louis Exposition, 1904.

UNITED TYPEWRITER CO., LIMITED

7 ADELAIDE STREET EAST, TORONTO

and at

99 ST. FRANCIS XAVIER STREET, MONTREAL

HAMILTON LONDON OTTAWA QUEBEC ST. JOHN, N.B.

A bill to incorporate the Sovereign Fire Insurance Company was passed by the Dominion Parliament recently. The incorporators are: William Dineen, Robert E. Menzie, John T. Hornibrook, Edmund E. Sheppard and Josiah B. King, Toronto. The capital stock is placed at $2,000,000. Before the company commence business, $650,000 must be paid up in cash, and each succeeding year for three years, $15,000 in cash. The head office will be in Toronto.

* * *

The contractors for the new Government mint at Ottawa have commenced operations. Excavations will be begun as soon as the weather permits. The building will be a handsome and substantial structure and will be in keeping with the rest of the public buildings in the capital. Langdon & Sullivan are the contractors.

WESTERN ASSURANCE COMPANY. Incorporated 1851

FIRE AND MARINE

Head Office Toronto, Ont.

Capital -	$1,500,000.00
Assets, over - -	3,300,000.00
Annual Income -	3,890,000.00

HON. GEO. A. COX, President.
J. J. KENNY, Vice-President and Man. Director.
C. C. FOSTER, Secretary.

THE CANADIAN BANK OF COMMERCE

Paid-up Capital, - - $8,700,000
Rest, - - - - - $3,000,000

HEAD OFFICE: TORONTO, CANADA

HON. GEO. A. COX, Pres. B. E. WALKER, General-Manager.

LONDON, ENG., 60 Lombard St., E.C. S. Cameron Alexander, Manager.
NEW YORK, N.Y., 16 Exchange Place, Wm. Gray and H. B. Walker, Agents.

TRAVELLERS' LETTERS OF CREDIT

The Travellers' Letters of Credit issued by this Bank are a great convenience to Travellers. They are available in all parts of the world, and the holder is enabled, without risk or difficulty, to obtain such sums as he requires at any point in his journey.

BANK MONEY ORDERS
AT THE FOLLOWING RATES:

$5 and under	3 cents
Over $5 and not exceeding $10	6 cents
" 10 " " 30	10 cents
" 30 " " 50	15 cents

These Orders are **Payable at Par** at any office in **Canada** of a **Chartered Bank** (Yukon excepted), and at the principal banking points in the **United States.**

Negotiable at a fixed rate at The Canadian Bank of Commerce, London, Eng.

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life ASSOCIATION.

W. H. BEATTY, PRESIDENT.
W. O. MACDONALD, ACTUARY. J. K. MACDONALD, MANAGING DIRECTOR.
HEAD OFFICE, - TORONTO, CANADA.

CAPITAL PAID UP, - - $1,000,000.
RESERVE FUND, - - 1,000,000.

THE METROPOLITAN BANK.

DIRECTORS
R. H. WARDEN, D.D., President S. J. MOORE, Esq., Vice-President
D. E. THOMSON, Esq., K.C. His Honor W. MORTIMER CLARK, K.C
THOS. BRADSHAW, Esq. JOHN FIRSTBROOK, Esq.

HEAD OFFICE, - TORONTO.
W. D. ROSS, GENERAL MANAGER.

GENERAL BANKING BUSINESS TRANSACTED

SAVINGS DEPARTMENT at all Branches.
ACCOUNTS SOLICITED
Drafts Bought and Sold.
Letters of Credit Issued.

BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.
Incorporated 1833

CASH CAPITAL, $850,000.00.
TOTAL ASSETS, $2,043,678.59.
LOSSES PAID SINCE ORGANIZATION, $25,868,544.80.

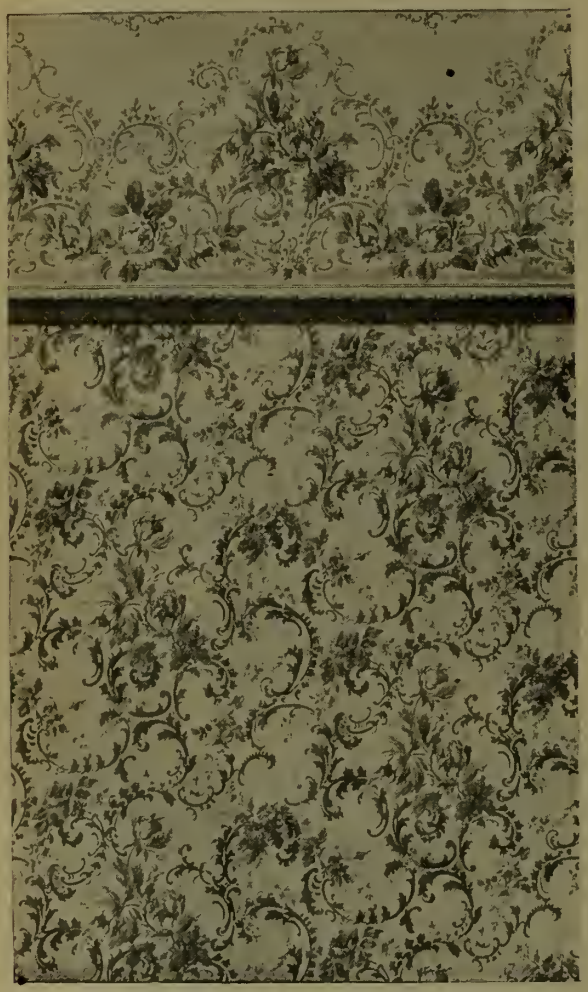
HEAD OFFICE, - BRITISH AMERICA BUILDING, Cor. Front and Scott Sts., Toronto.

HON. GEO. A. COX, President. J. J. KENNY, Vice-President and Managing Director
P. H. SIMS, Secretary.

WALL PAPER

THE RETAIL TRADE.

THIS is the retailer's month in the wall paper business. The manufaeturers have made their deliveries and are just doing a sorting business. Lines which have sold out early are being re-filled, but apart from



A popular parlor paper from the Stauntons line. Manufactured by Stauntons Limited.

this they are just getting their samples into shape fo next year.

The present has been a remarkably good year in wall papers. The retail dealers have bought strongly, and the season promises well for them. The artistic designs whieh have been brought out for the present year's business have helped the sales greatly. There is a certain amount of business which is done regularly in staple lines, but the luxuriant patterns offered this year introduce many sales which would not otherwise be made

The wall paper department is one whieh might be cultivated by retailers much more than it is. It offers exeellent inducements in the way of good profits, attractiveness of display, and easiness of handling. Moreover, in the past it has not been worked on a good, live, up-to-date plan. Now is the time to establish your business firmly. Somebody is going to take hold of it and develop it to his own profit. Why not you ?

WALL PAPER

PLAIN BURLAP AND FABRIC EFFECTS

GREATER DECORATIVE POSSIBILITIES THAN WITH THE PLAIN "INGRAINS" —AND BETTER PROFITS

Nos. 1640 AND 1641 ARE POPULAR PATTERNS, AND REDS AND GREENS ARE MOST POPULAR COLORS IN THESE GOODS.

SAMPLES ON APPLICATION.

STAUNTONS LIMITED TORONTO

No Grocer in Canada Should be Without

BORDEN'S

"Eagle"



Brand Condensed Milk

OR

"Peerless"



Evaporated Cream

For 2 Reasons—One—They are the Best. Two—They are Profitable to Handle.

Ask your Jobber, or write to

WILLIAM H. DUNN, - MONTREAL

JOS. IRVING, 92 Wellesley St., TORONTO.

ERB & RANKIN, Halifax, N.S.

SCOTT, BATHGATE & CO., Winnipeg, Man.

W. S. CLAWSON & CO. St John, N.B.

SHALLCROSS, MACAULAY & CO., Victoria and Vancouver, B.C.

WM. BRAID & COMPANY



TEA AND COFFEE IMPORTERS

The Big Tea and Coffee House of the Great West

We are the largest importers of Teas, Coffees and Spices in the Canadian North West. We deal in them exclusively, therefore are in a position to take care of your smallest orders or hand e your largest ones - Satisfaction guaranteed.

Write us for samples and quotations.

VANCOUVER, B. C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

April 6, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—

Bee" brand, 48 5c. pkgs., per case	$1 75
" " 27 10c. pkgs, "	2 00
" " 10 25c. pkgs, "	1 75

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING PGWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
3 doz.	12-oz.	3 40
½ doz.	2½lb.	10 50
¼ doz.	5lb.	19 75

JERSEY CREAM BAKING POWDER.

½ Size, 5 doz. in case	$0 40
¼ " 4 " "	0 75
½ " 3 " "	1 25
1 " 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case,	78

Freigbt paid, 5 p.c. 30 days.

MAGIC BAKING PGWDER.



Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING PGWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ¼ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ¼ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING PGWDER.

	Per doz.
1-lb tins, 4 doz in bgx	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz. $2 25

HGME BAKING PGWDER, GG., MGNTREAL.

Sizes.	Per doz.
2 doz. case ½ lb.	$2 40
1 " 1 lb.	4 75

1 to 5 cases, 5 per cent.
5 to 10 cases, 10 per cent.



EAGLE BAKING POWDER

Per doz.	
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

"BEE" BRAND BAKING PGWDER.

"Bee" brand, 48 6 oz. tins	$3 50
" " 36 10 "	4 00
" " 24 16 "	4 50
"Beaver" brand, 24-16 pkgs	4 80

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammotb, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10



J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 16½c
"Sappbire"—14-lb. boxes, ½-lb. pkgs. per lb. 12½
"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb. 10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross 1 oz. size ¼ gross, 2 oz., or ½ gross, 4 oz.



JAMES' DOME BLACK LEAD.

Per gross	
6a size	$2 40
2a size	2 50

Borax.

Bee" brand, 5 oz., cases, 60 pkgs	2 25
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

Per doz.	
Cases of 5-doz. 5c. packages	$0 45
" 5-doz. 10c. "	0 90

Boeckh's Brooms.

Bamboo Handles, A, 4 strings	$4 50
" " B, 4 "	4 20
" " C, 4 strings	3 95
" " D, 4 "	3 70
" " F, 4 "	3 40
" " G, 3 "	3 10
" " I, 3 "	2 70

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	0 18½

Chocolates and Cocoas.

THE GGWAN GO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 25

WHOLE FRUIT

BATGER'S Strawberry Jam is made from whole fruit, selected, Kent Strawberries, which are celebrated the world over. They are then preserved in one of the largest establishments of its kind in the world; where they have been making **JAMS** for over 150 years. The result is a very fine and naturally-flavored article. You can sell **BATGER'S** Strawberry Jam with every assurance, as there is positively nothing better. It shows you a very nice profit and—what is just as important—gives the best of satisfaction. A trial will convince you of what we have said. Order from your wholesaler or

ROSE & LAFLAMME
MONTREAL



GOOD PROFIT

Up-to-date grocers sell the up-to-date coffee essence, Paterson's Camp Coffee. It affords a good margin of profit and is a quick seller.

Rose & Laflamme
Agents
MONTREAL

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, 1lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs.	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caracas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

½ lb tins, 4½ doz. to case	per doz.,	$ .90
½ " " 4 " "	"	2.40
½ " " 2 " "	"	4.75
1 " " 1 " "	"	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

MOTT'S DIAMOND CHOCOLATE

	Per lb.
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ¼s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa— Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins. 40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. .40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins. .40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins..42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins 44

Sweet chocolate powder—
6-lb. boxes, 12 boxes in case, ½-lb. tins..32c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 34c.

Premium chocolate—
6-lb bxs., 12 bxs. in case, ½-lb. pkgs..33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs..33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs..35c.

Medallion sweet chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs...44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..44c.

Milk chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs ... 35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..35c.

Vanilla sweet chocolate—
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs..32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..32c.

Tid-Bit chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..30c.
12-lb. bxs., 6 bxs. in case, ½-lb pkgs..30c.

Diamond sweet chocolate—
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs..23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs 23c.

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, op. 4d. "	4 65



Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20



TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream, per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70
"Beaver" coffee, 24-1 lb. pkgs	4 80
"Sun" brand, 25 and 50 lb. tins—	
Gem, roasted or ground	0 30
Extra, " "	0 26
Fine " "	0 22
Fancy " "	0 18
"Beaver" (ground only compound)	0 15

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1F

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
" Condor" Java	0 30
" " Mocha	0 30
15-year-old Mandheling Java and haud-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 60

100 lb. delivered in Ontario and Quebec.

Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	1[illegible] 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

RECKITT'S BLUE and ZEBRA PASTE {Always gives your Customers Satisfaction.

Extract from Montreal Star "30 years ago":

"A special general meeting of the shareholders of the Edwardsburg Starch Company was held on Monday last at the office, St. Peter St., Mr. Walter Shanley presiding. It was resolved to increase the capital to $250,000, as business prospects are considered excellent.

The late Mr. Shanley was the president of the above company. He was a member of the House of Commons for many years, representing South Grenville. He was recognized as one of the greatest civil engineers on this continent. His great achievement, Hoosac Mountain tunnel, Massachusetts, U.S., is a monument to his engineering skill. He died in the nineties."

Edwardsburg Starch Co.'s products are to-day, as they were in 1875, Canada's leading Starches and Syrups.

"Silver Gloss" Starch

Benson's "Prepared" Corn

are in every up-to-date store.

MANUFACTURED BY

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

63 Front St. East, TORONTO, ONT.

Works: CARDINAL, ONT.

164 St. James St., MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Ehy Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

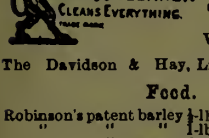
$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
doz. packages (12 to a case)	0 75
doz. packages (12 to a case)	0 95

Cleaner.



	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Age

The Davidson & Hay, Limited, Toronto

Food.

Robinson's patent barley	½-lh. tins	$1 25
" " "	1-lb. tins	2 25
" " groats	½-lb. tins	1 25
" "	1-lb. tins	2 25

		Per doz.
" "	5 doz., at.	$ 1 40
" "	1 doz., at.	1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 55 1 90
Red currant jelly	1 75

T. UPTON & CO.

Pure Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case per lh.	0 07
5 and 7-lh. tin pails, 8 and 9 pails in crate per lb.	0 06½
7 and 14-lb. wood pails per lb.	0 06½
30-lb. wood pails "	0 06½
Pure Fruit Jellies—	
12-oz. glass jars, 2 doz. in case. per doz.	1 00
2-lb. tins, 2 doz. in case per lh.	0 07
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lh. wood pails "	0 06½
Home Made Jams—	
1-lb. glass jars (16-oz. gem) 2 doz. in case per doz.	1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate per lh.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lh. boxes, wood or paper per lh.	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5-lb. boxes per lb.	0 40
"Acme" pellets, 5-lh. cans per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$ 3 60
3 cases "	3 50
5 cases or more	3 40

Matches.

UNITED FACTORIES, LIMITED. Per case.

Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

Parlor—	1 case.	5 cases.
Imperial	$5 75	$5 50
Best	3 75	3 50
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F.,	-lh. tins per doz.	$ 1 40
"	½-lb. tins "	2 50
"	1-lb. tins "	5 00
Durham 4-lb. jar	per jar.	0 75
"	1-lb. jar "	0 25
F. D.,	¼-lh. tins per doz.	0 85
"	½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12.lb. boxes—		
¼-lb. tins	per lh.	$ 0 35
½-lb. tins	"	0 35
1-lb. tins	"	0 32½
4-lh. jars	per jar	1 20
1-lh. jars	"	0 35
Old Crow," 12-lb. boxes—		
¼-lh. tins	per lb.	0 25
½-lb. tins	"	0 23
1-lb. tins	"	0 22½
4-lb. jars	per jar	0 70
1-lb. jars	"	0 25



Orange Meat.

Cases, 36 15c. packages...$4.50
5 case lots.... 4.40 (Freight paid.)
Cases, 20 25o. packages... 4.10
5 case lots.... 4.10 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lh. glass jars, 2 doz. case per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lh. tins and 7-lh. pails, per lb.	0 06½

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints) per doz.	$ 2 30
Corked " "	1 90

Soda.

OOW BRAND.



Case of 1-lh. containing 60 pkgs., per box, $3 00.
Case of ½-b. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkas. containing 96 pegs.), per box, $3 00.

MAGIC BRAND

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / {60 ½-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND.

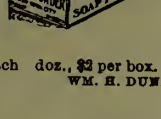
"Bee" brand, 8 oz., cases, 120 pkgs.	Per
" " 10 oz., cases, 96 pkgs.	case
" " 16 oz., cases, 60 pkgs.	$2 75

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

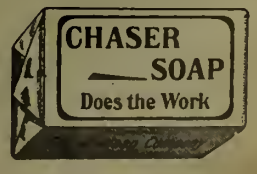
Maypole soap, colors	per gross	$10 20
" black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

BABBITT'S.



Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes a freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, bxs each doz., $2 per box.

WM. H. DUMN AGENT.



Many Books Sold at $1.00 are worth ten times their price to those using them.

$1.00

"100 Good Ads. for a Grocery Store,"

sold by us at $1.00, is worth easily a dollar in suggestiveness, to say nothing of 100 ready-made ads. for the busy man.
Sent on approval if desired.

THE CANADIAN GROCER, 10 Front St. E., Toronto

CHASER SOAP.

1 case $2 40
Special quotations for quantities.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton.	$ 0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 04½
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
"Bee" brand starch—	
" laundry, 64-12 oz. pkg. per case	$5 00
" " 32-12 " per ½ "	2 50
" corn starch 40-16 oz. pkg. " "	3 00
"Sun" borated starch, 40-16 oz. pk. per case	3 00
" borated starch, 50 box. 100 lb. keg	0 06½
" laundry " 50 " " " "	0 05½
"Gem" " " 100 & 200 lb. kegs	0 05½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 04½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 06½

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 06½
Durham corn starch, 40 lb	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 06
" 100-lb. kegs	0 06
Canada Laundry, 40 to 46 lb.	0 04½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½



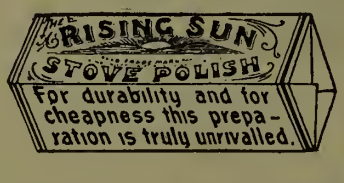
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

SAN TOY STARCH.

10c. pkges, cases 5 doz., per case.... 4 75

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



DUNN GENT.



Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 80
Blackene, 5-lb. cans, per lb.	0 10
Enameline stove dressing, per doz.	0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10
(10 and 20 lb. tins have wire handles.)	

"BEAVER" BRAND. Per case.

1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 60

SMALL'S BRAND—Standard. Per case.

1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 30

Teas.



SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. }	0 35
" " 30 1-lb. }	
" " 120 ¼-lb.	0 36



LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Lacel, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 40
" III 80-lb. boxes	0 35
EMD AAA Japan, 40 lb " at	0 30
" AA " 40 "	0 27½
Blue Jay, basket fired Japan, 70 lbs.	0 27½
"Condor" IV 80-lb. "	0 30
" V 80-lb. "	0 26½
" XXXX 80-lb. boxes	0 22½
" XXXX 30-lb. "	0 23½
" XXX 80-lb. "	0 20
" XXX 30-lb. "	0 21
" XX 80-lb. "	0 18½
" XX 30-lb. "	0 19
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

' Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and 1s, 60-lb. cases ..... retail	0 25 at 0 20
Grey Label, ½s, ¼s and 1s, 60-lb. cases ..... retail	0 30 at 0 23
Yellow Label, ½s and 1s, 60-lb. cases ..... retail	0 35 at 0 26
Blue Label, ½s, ¼s and 1s, 50-lb. cases ..... retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases ..... retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases ..... retail	0 at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 ..... per lb.	0 35
No. 2 ..... "	0 30
No. 3 ..... "	0 25
No. 4 ..... "	0 20
No. 5 ..... "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 3½s, 5s. and 10s.	$0 39
" Amber, 8s. and 3s.	0 60
Chewing—Stag, bars, 10½oz.	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s.	0 44
" Currency, 12 oz bars, 12s.	0 47
" " 6½s. and 12's	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½oz b'rs, sp'c'd 6½	0 51
" Pay Roll, 7s and 6½s.	0 52
" Fair Play, 8s. and 13s.	0 58

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½
Special prices to buyers of large quantities	

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals.	$5 45	$10 95
" casks, 60 "	10 25	22 40
Bottles, cases, 3 doz.	3 25	4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90
1 case 50 5c. packages free with 5-case lots	
Freight prepaid.	

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz
Washboards, Viotor	$1 30
" Crown	1 35
" Improved Globe	1 50
" Standard Globe	1 60
" Original Solid Globe	1 80
" Superior Sld. Bk. Globe.	1 95
" Jubilee	1 90
" Pony	0 90
Diamond King (glass)	2 90
Tubs, No. 0	11 25
" " 1	9 00
" " 2	8 00
" " 3	7 00
Pails, No. 1, 2 hoops	1 85
" No. 3, "	2 00

Yeast

Royal yeast, 3 doz. 5c. pkgs. in cas	$1 05
Gillett's cream yeast, 3 doz.	1 05
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " 3 doz. 5c.	1 00
" " 3 doz. 10c.	1 80

Try a barrel of

WILSON'S PURE REFINED CIDER

if you want the best.

Ask for it. Take no other.

THE
W. H. WILSON CO.,
LIMITED
TILLSONBURG, CANADA

CANE SUGAR SYRUP

We have a very fine lot of Choice Pure Cane Sugar Syrup, bright, sweet and heavy.

In Barrels, Half-Barrels,
2-lb., 3-lb., 5-lb., 10-lb. Tins.

For prices and samples write to

The Dominion Molasses Co.,
Limited

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GEO. H. GILLESPIE,	LONDON
JOSEPH CARMAN,	WINNIPEG

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Tea Hints for Retailers

BY JOHN H. BLAKE, TEA EXPERT

If you aspire to a greater knowledge on the subject of Tea, a knowledge that will make you an authority—Buy this book. The chapter on Tea-Blending is alone worth the price of the book.

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Postpaid, $2.00

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We make them in all shapes and sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

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COOK'S FRIEND
BAKING POWDER

The Best Grocers make a point of Keeping it always in Stock.



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Have you enough
FRUIT JARS?
If not, write at once.

Send a post card for lists of
ASSORTED PACKAGES
GLASSWARE
for trade getters for
DULL SPRING DAYS



North Star Ass't

We sell Good Goods Cheap

We Illustrate and list the quick sellers.

Gowans, Kent & Co.
Toronto



YOUR CUSTOMERS appreciate the goodness of

Wethey's Mince Meat

They won't be satisfied with any other once they have tried it. We are sure you will find Wethey's Mince Meat profitable to handle, as many hundreds of merchants do. Let us have your trial order.

"One Try Satisfies."

J. H. Wethey, Limited
ST. CATHARINES, ONT.

Purveyors by Warrante Royale

Established in ye yeare 1706

Crosse and Blackwell
Ye Olde Sauce & Pickle House.

All Goods stampd with ye Names

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C. E. COLSON & SON, MONTREAL, Agents.

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A Weekly Newspaper Devoted to the Grocery, Fruit, Provision and Food Stuffs Trades of Canada.

VOL. XIX. MONTREAL AND TORONTO, APRIL 14, 1905. NO. 15.

Robinson's Patent Barley

Sales are increasing all over Canada.
New Buyers are cropping up everywhere.
You cannot afford to be without

ROBINSON'S
PATENT BARLEY



Raised on It.

Christie's Zephyr Cream

SODAS

Beat All Others

Christie, Brown & Company

TORONTO and MONTREAL Limited

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 27.



One of the 57

HEINZ MUSTARD DRESSING

It would be a capital thing to push this variety at this time. As a fish sauce it is unexcelled. Appreciated in Lent and all times when fish is an article of diet. For Spring trade when salads begin to rise in importance it is worth setting out prominently. Not a mayonnaisse but a dressing of a delicate, exquisite mustard flavor.

H. J. Heinz Company
Pittsburgh, U.S.A.



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The Peacock Brand

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Cream Cheese
Worcestershire Sauce
Grape Wine
Hard Boiled Candies
Cough Drops

The Peacock Brand

appears only in goods of first-class quality —goods that the best grocery trade can handle safely.

Price List on Application.

THE BATES MANUFACTURING CO., LIMITED
9-11 Francis St., TORONTO

Cold Water

is preferable to hot water when it comes to Starch Clothes.

IVORINE COLD WATER STARCH

is an ideal Starch and does ideal work. Careful grocers always recommend it. Your jobber has it.

Cases—40 pkgs.—$2.50
Pays 60 per cent

St. Lawrence Starch Co., Ltd.

Port Credit, Ont.

National Licorice Co.



Y. & S., SCUDDER and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.
Illustrated Catalogue on request.

Tried Tested Trusted

"Tried and not found wanting"—that is the test that counts for permanent trade when you stock up with trusted goods. Quality counts in double-quick shape once you start the ball rolling. Here are goods "tried, tested, trusted"—goods that it pays to sell and recommend.

Here They Are!

"Thistle" Brand Maple Syrup

A rich, clear, clean Maple Syrup. A brand you can stake your reputation on. A brand "tried and not found wanting."

"Codou's" Macaroni and French Pastes

Made only from the **real** Russian Wheat grown in Taganrok. Tender and delicate beyond compare. Packed with tasteful labels, and full weight always. "Tried, Tested, Trusted."

Griffin & Skelley's Dried Fruits

Clean, rich, ripe—the pick of the pack always. Apricots, Peaches, Pears, Nectarines, Dried Plums, Prunes, Raisins. Full weight and highest quality there is or can be. "Tried and not found wanting."

Castile Soap "Shell" Brand

Seven per cent. more pure oil in it than in ordinary brands, hence its superior quality. A Castile Soap that leads all other brands in the Dominion. In one-pound bars and in pressed cakes. "Tried, Tested and not found wanting."

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20½ Front St. E., Toronto.

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It Pays You

WHY?

IT is the highest quality.
is a popular price.
is 40 per cent. profit.

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Worcestershire

Sauce



The acknowledged premier Sauce of the World

Price 25c. per Bottle

CALGARY.

Start the New Year Right

Increase your business by appointing us your Western Representatives.. If you have anything to sell write us.

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Wholesale Commission Merchants and Brokers
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Head Office: NICHOLSON & BAIN, WINNIPEG.

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SHIPPERS.

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Grocery Brokers and Agents.
Established 1885

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WHOLESALE GROCERY BROKER and MANUFACTURERS' AGENT
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G. C. Warren

Wolseley, P.O.

Direct Importer, and Distributer of Teas and Jellies, will act as manufacturer's agent in other lines.

When You Handle James' Dome Black Lead

You offer for sale **what the trade wants** and what **has always given** and **will continue to give complete satisfaction.**

The Profit's Good **The Sale's Quick**

W. G. A. LAMBE & CO., Canadian Agents.



CAPSTAN BRAND

HIGH-GRADE TOMATO CATSUP

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see our travellers' samples.

The Capstan Mfg. Company

TORONTO, ONT., CAN.





Sterling Brand Pickles and Relishes

In a day when so much care is given to the purity of one's foods, grocers need to be careful in the pickles they recommend to their customers.

There is no experiment when Sterling Brand Pickles and Relishes are recommended. They have stood the test of years, meeting the requirements of the epicure as no other pickles do.

—Made in Canada, from best —grown Canadian vegetables.

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124-128 Richmond St. W.

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CEREBOS TABLE SALT

Used like Common Salt, but contains the Vital Phosphates of Whole Wheat.

USED IN ALL THE ROYAL HOUSEHOLDS AND ALL THE BEST HOTELS AND FAMILIES IN EUROPE.

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Toronto: W. G. Patrick & Co.
Hamilton: James Turner & Co.
Winnipeg. The Kenneth Mackenzie Co.
Victoria: R. P. Rithet & Co., Ltd.
Vancouver: Kelly, Douglas & Co.

Purest and Best of all Teas

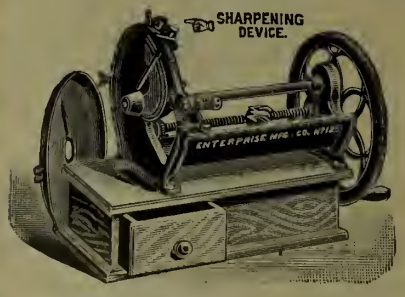
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The grocer's best friend.

"ENTERPRISE"

Rotary Smoked Beef Shaver

With Patented Self-Sharpening Device



LIFTING A LATCH DROPS SHARPENER INTO PLACE

A FEW TURNS OF THE WHEEL GIVES BLADES A KEEN EDGE

No. 125, 1 Blade, - $22.50
No. 129, 2 Blades, - 22.50

Rapid Grinding and Pulverizing Mills

40 Sizes and Styles for Hand, Steam and Electric Power



No. 512, - - - $13.50

We also make

Self-Priming and Measuring Pumps, Self-Measuring Faucets, Bung Hole Borers, Self-Gauging Cheese Knife, Meat and Food Choppers, Etc., Etc.

Illustrated Catalogue Mailed Free

Order from your Jobber

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.

You Should Consider

two important points when buying CONDENSED MILK and CREAM—purity and quality. These predominate in the well-known Brands

Reindeer Condensed Milk

and

Jersey Cream

Every day becoming more popular in the household. Care should be taken that you handle brands that please—there is satisfaction in every tin of these goods.

The Truro Condensed Milk Co., Limited.

W. G. A. LAMBE & CO., Agents,

1/2



ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, Montreal

Flett's

Pickle Selection

It makes a great difference to the finished product if only carefully selected fresh vegetables are used in Pickles. That's why

FLETT'S

give such uniform satisfaction to your customers.

ROSE & LAFLAMME

Agents, MONTREAL

MHS

Ceylon Teas

WHY aren't China and Japan Teas put up in packages and exploited in the same manner as the Ceylon package teas that are familiar to the entire grocery trade throughout Canada?

Why?

The answer is conclusive—they wouldn't sell.

Don't you see, grocers, how the matter lies? Why prolong a bad state of affairs?

Sell only

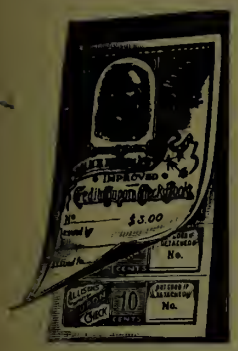
Ceylon Teas

FISH and OYSTERS

WHOLESALE.

The F. T. JAMES CO., Limited

76 Colborne Street, TORONTO.



If you have Money to Burn

Why! Go burn it. There is 10 times more satisfaction in burning money than in losing it in driblets, through carelessness of clerks, or disputed accounts. Who that has "pass-book" customers has not had accounts disputed and partially repudiated? The best way to avoid all complications and misunderstandings is as follows:

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a ree sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT



¾-lb. tins—3 doz. in case

SOLD BY ALL JOBBERS

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street
MONTREAL.

GROCERS, ATTENTION!



What is your most valuable asset? Is it not your list of customers? What is most necessary to insure the success of your business? Is it not public confidence? By using **THE TOLEDO SCALE** which **INVITES** every **CUSTOMER TO SEE THAT YOU GIVE THEM JUST WHAT THEY ASK FOR**, you gain **PUBLIC CONFIDENCE**, thereby **ADDING TO YOUR MOST VALUABLE ASSET**, your list of Customers, and the great point is that you accomplish this without having to give down or over weight. No springs, no poises to shift, and no weights to lift on and off; the goods weigh themselves, absolutely correct, and do it instantly.

A postal will prove the foregoing. Think and act.

DEAN & McLEOD, Canadian Agents

TOLEDO COMPUTING SCALE CO.,
21 John St. South, Hamilton, Ont.

3 Lines to Sell

Sutton's Ammonia Essences

(Worcester)

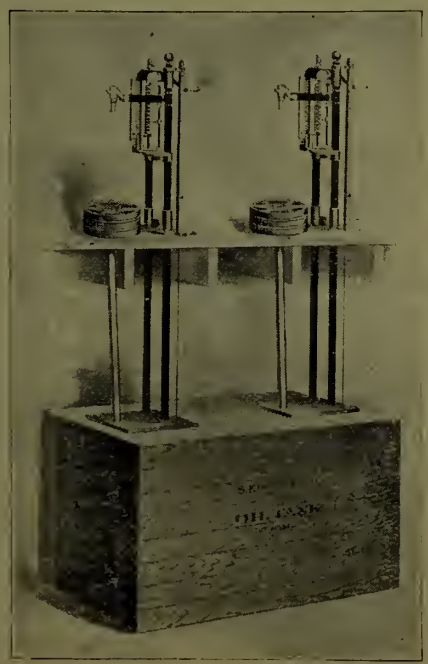
Sauce

Write for list and particulars to

G. F. SUTTON SONS & CO.
KING'S CROSS
London, Eng.

DON'T DECIDE

NOT TO BUY NOW UNTIL YOU HAVE FULLY INVESTIGATED



DOUBLE CELLAR OUTFIT.

The Bowser
Self-Measuring
Oil Outfit

is greatly improved and the best we have ever made It has many advantages which you would find would materially assist you in making a profit on your oil handled. In fact, it will in a very short time save you more than it cost. It costs you nothing to investigate. Write to-day for full information. It's free. Ask for Catalogue "B." :: :: :: ::

S. F. Bowser & Co., 530 Front St. W., TORONTO

GOLDEN BLEND
Ceylon Tea

. . . IN . . .

Five Pound Caddies

Every grocer should have some of this Tea.

Nothing finer in Canada.

Only to be had from

THE F. J. CASTLE CO., Limited

Wholesale Grocers, OTTAWA, Canada

GROCER REFRIGERATORS

The Best Finished and Most Up-to-Date Grocer Refrigerator on the Market.



FOR SALE BY ALL DEALERS WHO HANDLE BRANTFORD REFRIGERATORS, OR BY THE MAKERS

Write for descriptive circular.

HAM & NOTT CO., LIMITED, Brantford, Ont.

IF you are going to fit up a grocery store, don't do it until you find out just what Walker Bins are.

your store is beginning to show signs of wear and tear make a new one out of it by putting in Walker Bins.

you are getting a lot of damaged and soiled stock, get rid of it. You'll have no more if you put in Walker Bins

"Walker MADE IN CANADA Bins"

The Walker Pivoted Bin and Store Fixture Co.

Address 516 Board of Trade, Toronto, for Booklet.

Factory, BRAMPTON. Head Office, TORONTO.



The five great troubles of a merchant—the handling of cash sales, credit sales, money received on account, money paid out and money changed for customers—are taken care of by a National Cash Register. Let us explain our system to you.

NATIONAL CASH REGISTER CO., DAYTON, OHIO

I own a_____store. Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy.

Name

Address

No. Clerks

Tickled to Death with "Red Feather" Tea

That's what one lady—a lover of really good tea—said about the unmatchable "RED FEATHER." Thousands more are bound to think the same.

Only one quality—the best. Retails at 40 cts. a pound, in lbs. and ½ lbs. Black, Mixed and Green—cases 30 lbs.

"RED FEATHER" will bring you trade. Write us—ask our travellers about it.

W. H. GILLARD & CO., HAMILTON

Wholesale Grocers, Tea and Coffee Importers.



Keep Moving

It is the Law of Nature that everything shall be moving Whatever is apparently standing still is either decaying or advancing.

The Law applies to business, every branch of which requires stimulating in order to match the pace set by competitors.

This task is always on: The work of studying and selecting the proper crop—not only the right berries, but the ***precisely*** right berries—for

Wood's Coffees

Your very particular customer is thus guaranteed the "precisely right" cup of Coffee.

Canadian Factory and Salesroom,

No. 428 St. Paul St. - - - MONTREAL

---

a postal card

costing only **1 cent** will bring you sample of the

PUREST MAPLE SYRUP

made in Canada — every gallon we sell is inspected —and guaranteed **PURE**

Try It — Write for particulars, and say how you want the syrup packed.

THE GRIMM MFG. CO.

Manufacturers of Champion Maple Sugar Evaporator and Maple Sugar Makers' Supplies

MONTREAL

BORDEN'S ARE THE BEST BRANDS

in the Condensed Milk line.—At this season of the year, with the uncertainty of obtaining pure, fresh milk, . . . **BORDEN'S**

"Eagle" Brand Condensed Milk

AND

"Peerless" Brand Evaporated Cream





are your customers' safest guarantees. Tell them so.

WILLIAM H. DUNN, - MONTREAL

JOS. IRVING, 92 Wellesley St., TORONTO.

ERB & RANKIN, Halifax, N S.

SCOTT, BATHGATE & CO., Winnipeg, Man.

W S. CLAWSON & CO. St. John, N.B

SHALLCROSS, MACAULAY & CO., Victoria and Vancouver, B.C.

A DELIVERY AND CHARGE SYSTEM

Written specially for THE CANADIAN GROCER.

IN order to meet a growing need among grocers and general merchants doing business in the country and in villages and small towns throughout Canada, The Grocer recommends the following simple and yet effective method of conducting an order and delivery route.

At the outset it is taken for granted that the merchant sends his man into the country to take orders and deliver goods; that some of the sales are cash and some credit; and that the clerk makes up his own reports. The grocery trade is agreed to the value of an order and delivery route. The man who is content to hold his old customers without hustling after new business has become a thing of the past. Even the most conservative of city grocers spend no small share of their time hatching schemes for attracting new business

Figure 1.

Salesman's Initals. ——

Order No. 1

James Brown,
Grocer.

Sold to Thorncliffe, April 10, '05.

Mr. P McIntosh.
Town.

Terms:

Check	Quan	Description.	Price	$ c.	
X	1	lb. Cheese	30c.		30
√	50	" Sugar	06c.	3	00
√	1	box Sodas	15c.		15
				3	45
		Charged			

their way, and take pride in perfecting their order and delivery systems. The question confronting the trade is one of method, not of policy.

Have a First-Class Man.

In conversation with The Grocer, one of the leading grocers of Ontario remarked the other day that the all-important thing in connection with the establishment of an order and delivery route in rural districts was to send out a first-class man; one who "knew the grocery business from A to Z, and human nature in the bargain." Such a man in making sales to new customers would have to exercise his judgment as to whether they were to be cash or credit, although in any event questionable orders would be discovered in the course of checking when these were handed in at headquarters. Credit, as a rule, suited the farmer better than cash, and other things being equal it suited the grocer to give credit. The solution to this difficulty, however, was easy to the man who thoroughly knew his territory.

As for the accounting side, which is of first importance, certain allowances and exceptions will have to be made according to the nature and extent of the business carried on.

Duplicate Order Book.

The clerk goes out into the country, carrying with him a small pocket order book, which contains order forms in duplicate, numbered consecutively, both copies being retained by the salesman.

Upon his return to the store, the orders are laid up and the different lines single checked on the left-hand side of the order (Figure 1) and, later on when the goods are loaded for delivery, the different lines are double checked as an extra precaution against omissions.

When the goods are delivered to the customer, he receives the original order, which has been priced and extended, and answers the purpose of an invoice, the duplicate order (or invoice) remaining in the salesman's book as a record of the sale.

If a signature for the receipt of the goods is required by the merchant, this would appear on the duplicate order retained by the salesman or delivery agent.

Cash and Charge Sales.

When payment is received in cash for the goods, the duplicate should be marked "Cash Sale"; when credit is given, the duplicate should be marked "Charged."

When the clerk returns from his delivery trip, the amounts of the individual sales, "Cash" or "Charge," as the case may be, are posted to a recapitulation sheet fastened in the end of the book, from which the amounts may be posted direct to the customer's account in the ledger and at the end of the month, or any period desired, the sales may be added and the total posted to the credit of "Sales" or "Merchandise" account (on the supposition that books are kept by double entry). As a check on the cash collected each trip, the total of the "Cash Sale" column on the recapitulation sheet will show the correct amount of cash collected from customers. If it should be found necessary to furnish the customer with a detailed statement of goods at the end of the period when statement is rendered, in case he has misplaced the original left with him when the goods were delivered, a third copy may be made with carbon when writing the order in the first place; these may be filed either alphabetically or according to account number until required, and then attached to the statement. It will be noticed in the recapitulation sheet (Figure 2) that a full record of the transaction appears; the date, ledger folio, name, sale number, and whether "Cash" or "Credit.::

GLEANED FROM THE TRAVELERS.

Mr. J. R. Calderwood, Huntsville, is enlarging his store, fitting up a very fine private office and making other changes owing to the increasing demands of trade.

Figure 2.

Date.		Led. Folio.	Name.	Sale No.	Cred't Sale.		Cash Sale.	
Apr.	10	15	P. McIntosh.	1	3	45		
	10	—	Cash sale.	2			3	00
	15	26	Jas. Brown.	3	6	00		
		Cr.	Mdse. (or Sales Act)		9	45	3	00

Mr. Graydon, Strectsville, was in Toronto last week attending the Pure Food Show. He was so favorably impressed that he is repeating his visit this week in company with Mrs. Graydon.

Mr. E. B. Farewell, Orillia, has found his present store accommodation too small and is moving farther up-street to more commodious quarters. Ed. is a hustler.

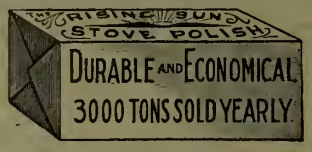
Mr. J. A. Hollingshead is about to start a general store business at Schomberg, Ont.

Captain Hamilton, of F. J. & C. G. Hamilton, Port Credit, enjoyed the sights of the Toronto Pure Food Show during the week.

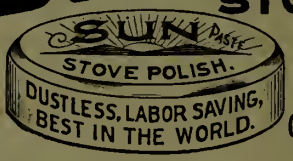
ANOTHER DISTILLERY.

Hiram Walker & Son are about to erect another monster distillery at Walkerville which will be the largest in Canada, being double the capacity of the present plant and costing $300,000.

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE.



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers ; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

Business Changes

ONTARIO.

STEELE & GOODHUE, fish dealers, Port Stanley, have been succeeded by Berry & Co.

S. J. Puddicombe, grocer, St. Thomas, has sold out.

F. H. Little, grocer, Toronto, has sold out to C. Mayes.

E. Duffy, general merchant, Brigden, is closing up business.

J. E. Cole, tobacconist, Deseronto, has suffered loss by fire.

C. B. Adams, general merchant, Harrietsville, has sold out.

J. E. McIntyre has opened up a new grocery store in Oil Springs.

C. J. Sanderson, grocer, Wroxeter, has sold out to E. W. Lewis.

J. A. Forsyth, grocer, St. Thomas, has sold out to L. Pearson.

The Mooney Biscuit & Candy Co. has opened a branch at Ottawa.

R. Harbottle, grocer, Burford, has advertised his business for sale.

C. J. Cunningham, grocer, Hamilton, has sold out to W. P. Ronsom.

J. Rumble, general merchant, Thorndale, is selling out to S. Dufton.

J. S. Baker, general merchant, Mull, has sold to Saddington & English.

J. E. Ross, general merchant, Cobden, has assigned to J. H. Reeves.

Blott & McLean, general merchants, Rainy River, have sold out to A. E. Read.

F. L. Wagner, general merchant, Kingsmill, has sold out to A. D. Aikenhead.

C. R. Langstaff & Son, general merchants, Emo, have advertised their business for sale.

The Provincial Grocers, Toronto, have assigned to C. N. Sutherland. Meeting of creditors April 14.

G. Culbert and D. Campbell have opened up a fruit and confectionery store at Burks' Falls.

G. E. Polkinghorne, of Elmvale, has sold his grocery and china business to F. H. Dale of Waverley.

M. Brock & Co., general merchants, Rat Portage, have assigned to D. G. Mathias; meeting of creditors held April 11.

Banford Bros., general merchants, Hawkesbury, have dissolved partnership. The business will be continued by J. Banford.

H. Kilpatrick, general merchant, Blezard Valley, has assigned to A. D. Meldrum. A meeting of creditors to be held April 14.

QUEBEC.

Deslieres & Brais, grocers, Montreal, have dissolved partnership.

Corbiere & Landry have registered as general merchants, Lacolle.

Girard & Corbiere, general merchants, Lacolle, have dissolved partnership.

Landry & Landry, general merchants, Lacolle, have dissolved partnership.

P. O. Drouin has been appointed curator to A. Drolet, confectioner, Quebec.

The assets of J. A. Perron, general merchant, Chicoutimi, have been sold.

The assets of E. D. Presho & Co., confectioners, Montreal, were sold April 11.

The assets of P. Therein & Co., general merchants, St. Remi, have been sold.

G. Laforutune & Cie., provision merchants, Montreal, have dissolved partnership.

The assets of L. P. Martin, general merchant, Ste. Helene, are to be sold on April 13.

The assets of A. Lafontaine & Co., general merchants, Drummondsville, are to be sold April 14.

Chase & Sanborn, wholesale tea and coffee merchants, Montreal, dissolved partnership and re-registered.

The Laurentides Condensing Co. have been registered as manufacturers of condensed milk, etc., Montreal.

NEW BRUNSWICK.

W. R. Robertson, fruiterer and confectioner, St. John, is dead.

McKenzie & Flett, general merchants, Campbellton, have been succeeded by G. G. McKenzie & Co.

J. P. Brennan, grocer and provision merchant, North Sydney, has assigned.

F. M. Grant, confectioner, Londonderry, has been burned out; no insurance.

NOVA SCOTIA.

S. G. Morton & Co., flour and feed merchants, Halifax, have sold out their business. The new proprietor will continue the business under the same name.

MANITOBA AND N.W.T.

C. McRae, grocer, Carlyle, is dead.

W. Freeborn, grocer, Morden, has sold to A. Huget.

J. A. Brant, grocer, Pilot Mound, has sold to W. G. Elliott.

L. Liggett, confectioner, Indian Head, has sold to T. M. Hewatt.

Prince Bros., general merchants, Battleford, have been burned out.

The Canada Biscuit Co., Winnipeg, has suffered slight loss by fire.

G. S. Davidson, general merchant, Balgonie, has been burned out.

A. W. Palmer, confectioner, Banff, is opening a store at Vernon, B.C.

A. Simpson, grocer, Stonewall, has admitted Mr. Morgan as partner.

Cundict & Thomson, confectioners, Manor, have dissolved partnership.

J. Boyd wholesale crockery merchant, Winnipeg, has suffered loss by fire.

J. W. Robertson, general merchant, Rosthern, has sold to E. E. Ruttle.

R. Purdon, grain merchant, Brandon, has suffered loss by fire; small insurance.

C. J. H. Arbez, general merchant, St. Claude, has been burned out; insurance, $5,000.

Colbert & Cameron, commission merchants, Winnipeg, have suffered loss by fire.

A. C. Parsons, wholesale produce merchants, Winnipeg, have suffered loss by fire.

E. P. McPhee, general merchant, North Portal, has sold his stock to R. H. Douglas.

G. G. Labbitt has retired from the Craik Mercantile Co., general merchants, Regina.

R. Ehman has been admitted to partnership with A. Ehman & Co., general merchants, Regina.

Wilkins & Co., grocers, Strathcona, are selling their goods by auction and going out of business.

R. Enright, general merchant, Morris, has removed to Altamont, where he intends going into business.

Armytege & Flett, Winnipeg, will take over the wholesale commission end of the business of Bell & Armytege.

Colter & Son, flour and feed merchants, Winnipeg, have disposed of their business to A. J. Nelson of Morden.

The stock of the estate of A. E. Sibbald, general merchant, Halbrite, has been advertised for sale by tender up to April 5.

The Great West Trading Co., Limited, general merchants, Yorkton, have sold their Sheho branch to Gibson, Bray & Porter.

BRITISH COLUMBIA.

Bourne Bros., general merchants, Revelstoke, have dissolved partnership.

CANADA FIRST

We carry an assortment of

SMITH'S
PURE JAMS and PRESERVES

Quality better than Imported goods. Will assort any way you wish.

LUCAS, STEELE & BRISTOL
HAMILTON

House Cleaning Time is Near

WE HAVE SOME HELPERS.

H. and H. *THE "UNEQUALLED" CLEANER*

Harvey's Ammonia, *both clear and cloudy.*

Brooms *—These are elegant value.*

All of the above are business bringers. Drop us a card, and your order will be shipped same day as received.

JAMES TURNER & CO.

Wholesale Grocers, HAMILTON

If you want to give your customers a treat send us an order for

TARTAN **Peaches, Pears, Plums, Raspberries, Strawberries, etc.**

THESE ARE THE FINEST GOODS PACKED. *ALL TARTAN* BRAND GOODS GUARANTEED BY

BALFOUR & COMPANY,

WHOLESALE GROCERS - - HAMILTON

West India Molasses

In tins to retail at 10c.

THOMAS KINNEAR & CO.

TORONTO AND PETERBORO



A Feast in Itself

MacLAREN'S

IMPERIAL CHEESE

AS SOLID food it possesses sufficient nutritive value to be a meal in itself, while its piquant taste and delicate flavor make it a delicious dainty. And the form in which it is prepared lends itself to so many different ways of serving that a jar of MacLaren's Imperial Cheese provides a whole feast of delightful tid-bits. You can't know what a real delicacy cheese is until you've tried MacLaren's Imperial.

Sold in opal jars at all grocers; prices from 10 cents up. It never becomes hard or dry.

A. F. MacLAREN IMPERIAL CHEESE COMPANY, Ltd.
Detroit, Mich., and Toronto, Canada

THIS IS THE ADVERTISING WE ARE DOING TO HELP INCREASE YOUR SALES.

THE ISLANDS OF MADIERA.

MADEIRA is a group of Atlantic islands belonging to Portugal, situated opposite and about 440 miles distant from Sali, Morocco, on the west coast of Africa, and about 600 miles southwest of Lisbon. Madeira, the principal island, and the islets of Porto Santo, Dezerta Grande and Bugio, compose the group, with an area of 505 square miles and a population of 151,-125. The main island (area 313 square miles) consists of a collection of mountains of volcanic origin, the most elevated of which is upward of 600 feet high. Through the west half of the island runs a central ridge about 5,000 feet high, on which is an extensive plain called Paul de Serra. The east portion of the island, though elevated, is less so than the west. From the central mass steep ridges extend to the coast, where they form perpendicular precipices of from 1,000 to 2,000 feet high. These cliffs are indented by a few small bays, where a richly-cultivated valley approaches the water between two precipices, or surrounded by an amphitheatre of rugged hills. These narrow bays are the sites of the village of Madeira. The most striking peculiarity in the mountain scenery of the islands is the jagged outline of the ridges, and the deep, precipitous gorges which cut through the highest mountains almost to their very base. The road round the island is in many places exceedingly picturesque, often leading between lofty cliffs or along the front of precipices overhanging the sea. The Madeiras were known to the Romans under the name of Purpurariae Insulae. They were rediscovered by the Portuguese in 1420, and the name Madeira was given to the principal island because of the magnificent forests of building timber (in Portuguese, madeira) which then covered it. It was settled by the Portuguese in 1431. Funchal, the capital (population in 1900, 37,011), is an Episcopal See. The mean annual temperature of Madeira is 65 degrees, and the climate from its constant and temperate warmth is well known for its favorable effects on those suffering from pulmonary and other complaints, which renders the island a favorite resort for invalids from Britain and elsewhere. Large and well-appointed hotels exist at Funchal.

The staple product of Madeira is wine, the quantity of which in good years, prior to the appearance of the vine disease in 1852, amounted to 2,750,000 gallons. In 1898 there was an export of 587,000 gallons valued at about $890,000.

Sugarcane, and the cactus for the rearing of cochineal, are cultivated, fruit and vegetables are grown, fisheries are actively engaged in, and linen, woolens, leather, straw hats, baskets, soap, sugar, spirits, butter, etc., are manufactured. A total of 1,635 vessels of 4,692,264 tons entered and cleared the island ports in 1899. The chief import is coal, the most important of the others being wheat, rice, Indian corn, and dry goods.

DEATH OF HUGH WILSON

ON April 4 occurred the death of Mr. Hugh Wilson, a leading merchant of Cannington, and one of the best-known throughout the trade of Northern Ontario.

The deceased was born in County Cavan, Ireland, about fifty-seven years ago, and came to Canada in the early seventies. After doing business at Bailiboro and Manilla for a short time, he took up his residence in Cannington, and since then—thirty years ago—has succeeded in building up one of the largest mercantile trades in Central Ontario, also having large lumbering interests in the north, and branch stores. The present growth and prosperity of Cannington is largely due to his energy and enterprise.

We offer an exceptionally good value in a

GROCERY RAW SUGAR

BRIGHT, DRY and GRAINY.

PRICE VERY ATTRACTIVE.

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

INQUIRIES FOR CANADIAN TRADE.

THE following inquiries in regard to Canadian trade have been received at the Department of Trade and Commerce, Ottawa:

552. An English firm of barley factors desire to be placed in communication with Canadians in a position to export barley to Great Britain.

553. A produce commission merchant at Glasgow wishing to increase his business with Canada has asked for addresses of creameries, cheese factories and shippers of dairy produce in the Dominion.

554. Inquiry is made by a correspondent at Warsaw respecting the possibility of his getting into touch with Canadian exporters seeking a market in his district in various lines.

555. The addresses of Canadian exporters of honey have been inquired for.

556. A London firm of fruit importers have asked that their name may be placed before apple shippers in Canada, as having good connections in London and the provinces, they are in a position to dispose of large quantities.

557. A Lagos (West Africa) firm of merchants ask to be placed in communication with reliable exporters in Canada of flour, hardware, and other goods.

558. A London firm desires quotations for letter-filing cabinets containing from four to twelve drawers.

559. An English firm of wholesale hardware merchants have asked to be placed in touch with Canadian furniture, brush and woodware manufacturers who may require agents in Great Britain.

561. A firm of tea and coffee salesmen desire to be placed in communication with buyers in Canada to whom they could ship direct from bonded warehouse in Great Britain or from Calcutta and Colombo.

562. A London firm of barley and hop factors desire to be placed in direct communication with large farmers and shippers in Canada so as to realize the best market values.

The names of the firms making these inquiries, with their addresses, may be obtained on application to the Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa. Persons desiring any of these addresses will kindly quote the reference number.

SHAREHOLDERS LIABLE

Over four hundred subscribers must pay the balance of their stock to the assignees of the defunct Wiarton Beet Sugar Co., by a judgment delivered April 4 by Chief Justice Meredith against John Jarvis, a Bruce County farmer.

John Jarvis is one of a class of 408 subscribers, and his was a test case. He had subscribed for one share of stock, $25, on which he made a cash payment of 5 per cent. The balance was to be paid out of money withheld from his payments for beets delivered during the next five years. He delivered beets for two years, and then the concern collapsed, with liabilities amounting to several hundred thousands of dollars. Jarvis still owed $14.75. He claimed that he was not actually a shareholder until his agreement had been completed. Official Referee McAndrew held that he became a shareholder in presenti on the signing of the agreement to take the stock. Jarvis appealed from this judgment, but Chief Justice Meredith in quite explicit terms confirms the judgment of the official referee. The beet-growing shares amount to $11,250, of which cash has been paid to the amount of $568.45, and beets $990.14, leaving an unpaid balance of $9,690.41. Of this amount the mortgagee claims $9,310. Wiarton bonused the industry to the amount of $50,000, and many citizens backed paper for more than $20,000. The failure has caused personal loss to a large number of farmers in Grey and Bruce. Being a test case, the costs will be paid out of the company's estate.



UPTON'S

GOLDEN-

SHRED

Orange Marmalade

Absolutely Pure Oranges and Granulated Sugar.

Something New and Very Choice.

"HALIFAX" PREPARED CODFISH WILL SELL ITSELF IF YOU GIVE IT A CHANCE. . . IT IS TOO GOOD TO REMAIN ON A GROCER'S SHELVES.

BLACK BROS. & CO., LTD., MFRS.

HALIFAX AND LaHAVE, N.S. Agencies:—
A. H. BRITTAIN & CO., Board of Trade Building, Montreal; REGINALD LAWSON, Winnipeg, Man.; CHAS. MILNE, Vancouver, B.C. : : : :

Fresh and Cured Fish

Fish as a Summer Diet.

AFTER a good deal of persuasion the grocery trade have been induced to feature fish for the Lenten season, with results that have exceeded their most sanguine expectations. Now that they have gone so far, a number of the more progressive grocers have decided to go a step farther and try a further experiment. Accordingly, they will stock fish for Summer trade, advertising it as a "Summer diet." We are accustomed to hear the objections "too late" when fish are mentioned as a line for the grocer to carry during the Summer season. Now, however, that codfish is put up in non-porous wooden boxes, which render it absolutely odorless, and it is so prepared that it will keep for almost any length of time even in extremely warm weather, this ground of objection is removed. Nothing remains for the grocer to do but to tell his customers of the many excellent qualities of such fish products and of the innumerable appetizing Summer dishes that may be prepared from shredded codfish. He will not forget to mention, also, the value of fish as a nutritious diet in warm weather. For picnic and outing parties the convenient packages fill a long-felt want, while for camping outfits shredded codfish will be in great demand.

A Visitor from Norway

AN interesting visitor in Toronto this week was Mr. Bernhard Sanstol, manager of the foreign department of Chr. Bjelland & Co., the fish packers of Stavanger, Norway. Mr. Sanstol was introduced to The Grocer by Mr. Henderson, of Bickle & Greening, and during a brief conversation supplied some interesting information about his firm.

Sardines are to-day one of their principal products. The industry is only about fifteen years old in Norway, but has grown to large proportions. The Norwegian fish is more delicate than the French fish and is put up by a special process, which renders it very tender and delicious. The French process of cooking the fish in oil cannot be applied there. Last year Bjelland & Co. packed 100 millions of sardines, which, if placed end to end, would extend to a length of 6,213 miles. The market for these Norwegian fish is extending. Ten years ago Mr. Sanstol could only sell a large English firm 500 cases, while to-day the same firm takes 20,000 cases.

Besides sardines, Bjelland & Co. pack millions of tins of anchovies, herrings, etc. They have now in operation six factories and employ over one thousand hands.

This is Mr. Sanstol's first visit to Canada, and he expressed himself as delighted with the country. He was particularly impressed with Niagara Falls, and the country between there and Toronto pleased him immensely. "If I had to live in any other country than Norway, I would certainly prefer Canada," said he.

Mr. Sanstol put in a good word for The Canadian Grocer, remarking that a good deal of business had come to his firm through their advertisement in this paper.

Dog Fish Again.

The destructive dog fish has been sighted off the coast of Nova Scotia. The fishing fleets started out two weeks earlier than usual this year in the hope of being able to elude the pest. It will not be known until their return whether they have been successful or not.

To Reorganize Fisheries

It is reported that the fishing industry at St. Pierre, Miquelon, will shortly be completely reorganized. A few of the leading citizens of the colony, aided by the French Government, have formed a syndicate, capitalized at $1,000,000. It is the intention of this syndicate to purchase the interests of the smaller business firms, and to control eventually the fisheries and other industries of the colony.

One of the new departures projected is the freezing of cod on a large scale. Cold storage plants will be erected for the preservation of the bait fishes, in order to guard against the possibility of such a failure of the cod fishery as occurred last year, which created such pronounced commercial depression that the industries of the colony were on the verge of ruin.

To Alter Salmon Season

One of the questions affecting Fraser River canners at the present time is whether British Columbia should alter the time of her weekly close season at the request of the Fisheries Commissioner of Washington State, who holds that concurrent close periods, such as exist at the present time in the State of Washington and British Columbia, will be of no benefit whatever in protecting the sockeye salmon.

Some canners incline to the opinion that the American canners have no right

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This book is a new departure in the way of a book on "cost accounting." In it you find treated the principles of the science instead of a description of what some one else has done. Other people's systems do not interest you unless you can apply them to your own uses, hence only those which can be applied to your own needs are touched upon.

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A book that is a veritable mine of suggestions to merchants—not a book of theory, but a book of practical value. While it is a text book on advertising, its chief value lies in the help it gives to the merchant who wants ideas—ideas that will make his business bright, that will stimulate sales.

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The volume of the sales of our "GOLD MEDAL" COFFEE each month, shows marked increase over the preceding month.—There must be some good reason for it.—We can show you good reasons why you should push the sale of

WHOLE OR GROUND

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1 and 2-lb. Sealed Tins Only.

PACKED IN AIRTIGHT TINS—making a convenient package to handle—It reaches the consumer with all its aroma, strength and delicacy of flavor unimpaired—
It pays you a handsome margin—and with its steadily-increasing sale is the most profitable coffee on the market—
Our name is on every tin—a guarantee of unequalled quality.

A CARD WILL BRING YOU A SAMPLE, QUOTATIONS AND FULL PARTICULARS

THE EBY, BLAIN CO., LIMITED, COFFEE IMPORTERS and ROASTERS TORONTO

to expect the Fraser River canners to rearrange the local close period in order to suit their convenience. It is pointed out that the local close season has been established during a period of years and when preparing to legislate for a close season on the Sound the fishing interests there should have informed themselves concerning what they were doing.

On the other hand, there are canners who believe that any disinclination to help the Americans out of the hole they have put themselves in will plainly demonstrate that the Fraser River canners have not the true interests of the sockeye-fishing industry at heart despite their many protestations that such is the case.

Trade Gone to Pieces

Outside of cod, the markets in fish-stuffs throughout the West Indies have all gone to pieces. Direct advices from Cuba, Porto Rico, Hayti, and the British West Indies record a falling market with little prospect of recuperation in the near future. There will likely be a fiasco in hake, which is in heavy over-supply with waning demand. Haddock and pollock are influenced by the same causes. It transpires that scale fish has been held back during the entire season and holders of both Canadian and American hake are now confronted with the proposition of disposing of stock at any figure obtainable.

New Fishing Industry.

The British Pacific Fishing & Canning Co., Victoria, B C., with capitalization of $200,000 are seeking incorporation to enter in the northern halibut fisheries. Provisional directors, L. S. Eaton, W. F. Best, C. Royds, R. H. Ryan & Co., J. Johnstone. The halibut caught will be salted, smoked and marketed in New York and Chicago, where there is a big demand for fresh fish.

New Industry for Sydney.

A new industry is about to be establin halibut fishing in Heeate Strait, B. C., in the shape of a factory for putting up clams. The buildings have already been ereeted and prepared for the machinery, the total estimated cost being $50,000, and the capacity 100 cases per day. The industry will be known as the Saanich Canning Co.

Fish Gossip.

The Crescent Oyster Co. has applied for a lease of four oyster beds on the Turpentine River, B.C.

Owing to scarcity of bait in Halifax a shipment of 300 barrels of frozen herring was imported from Boston last week.

A bill has been introduced in the Legislature of Newfoundland to increase the stringency of the Bait Act against American fishermen.

The Dominion Government has decided to cancel the exclusive privileges for fishing in Lake Nepigon granted to the Canada Fish Co. in 1902.

A movement is on foot among fishery interests in the States bordering on the Great Lakes to co-operate with Canada in securing uniform laws relative to fishing in those waters.

A generous resident of the Labrador Coast has put up a huge placard inviting New England fishermen (excluded from the Bay of Islands according to the new Bond treaty) to pursue their bait fishing off the Coast of Labrador unmolested.

MAY COME TO CANADA.

The Colgate Co., New York, manufacturers of soaps, perfumes, etc., are talking of establishing a Canadian branch factory at Brantford. On account of the anti-dumping clause the Colgate Co. have experienced considerable difficulty getting their goods into the Canadian market and the consumption has fallen off.

A movement is on foot to start a beet sugar factory at St. Alban's, N.B.



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KING OSCAR SARDINES

They are most attractive goods and the most profitable Sardine you can handle.

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"Sovereign" and "Lynx"

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ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.



Bordeaux Relish

In Toronto this relish has had a phenomenal sale among high-class grocers.

The relish is appetizing, so much so that those using it become steady and heavy consumers. It retails for 15 cents, yielding 50 per cent. profit. Very attractive shelf and counter goods, packed 2 dozen to the case—$1.20 a dozen. Freight paid on 5-case lots. Order direct or through your wholesaler. Order a sample case if you are not ready to order more.

THE MERCHANTS' MANUFACTURING & SUPPLY CO.

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The Man Behind the Counter

is the one we recognize. We want the co-operation of the retail clerks throughout the country in extending and increasing the sale of the great Fairbank specialties:

Gold Dust Washing Powder
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We are willing and anxious to acknowledge the service they can render us by rewarding them in direct proportion to the interest they display in pushing these goods. Our method of rewarding is "The Fairbank Plan," which is a system of couponing our specialties in such a manner that the coupons can be easily removed when the goods are sold, and giving for these coupons useful articles, the best that money can buy. Our whole aim is to give the clerks the best value we can secure.



The products embraced in "The Fairbank Plan" are easily sold because they are the best value and give the greatest satisfaction to the consumer. They increase the trade of the store and "The Fairbank Plan" rewards the dealer or his clerks for selling them.

Send for a copy of "The Fairbank Plan" illustrated premium list. It will pay you.

THE N. K. FAIRBANK COMPANY
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EASTER

HAM BACON EGGS

Just as sure as Bonnets. You must have them if you want the Easter trade. You may gather the eggs yourself, but if you want the very nicest assortment of Hams and Bacon you ever saw, send your order to us, early.

F. W. FEARMAN COMPANY, Limited,
HAMILTON, ONT.

EASTER, 1905

We offer exceptional value this season in

Mild Cured Hams
English Breakfast Bacon
Choice Rolled Bacon

prepared from Special Selected Pea-fed Hogs.

We are booking Easter requirements. Please order early.

The Park, Blackwell Co., LIMITED
PORK AND BEEF PACKERS,
TORONTO, ONT.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Canadian Bacon Situation.

DURING the present week receipts of hogs to the packers have been lighter than usual, in sympathy with extraordinarily heavy arrivals a week ago. Local trade is steady and buying prices have reached the top level. In the opinion of the trade no further advance need be expected for some time. Speaking generally, the price of hogs continues unchanged from last week, viz., $6.25 to $6.50.

Foreign markets continue steady, this week's quotations being unchanged, viz., 48 to 53 shillings. Slaughtering in Denmark for the week averages about the same as last and there are no special indications for the future.

Object to Pedlars.

IT has been felt for some time by Toronto wholesale provisioners that steps ought to be taken to prohibit pedlars from buying produce in the country and selling to city retailers in competition with the wholesale provision trade. These pedlars pay no taxes, are at no expense for rental, etc., while at the same time the ratepayers of Toronto have contributed largely to the building of an expensive market expecting that such trading would be done there. As it is at present, however, the provision people have no way of getting at such pedlars who ply their trade unmolested.

On Wednesday, April 12, F. G. Morley, secretary, accompanied by representatives of the produce section of the Toronto Board of Trade, waited upon the Mayor of Toronto to ascertain the city's position in regard to licensing such pedlars. The mayor's answer was to read the Municipal Law, according to which the city has no power to interfere with pedlars from the country who, with farmers, are exempt from the ordinary license fee paid by pedlars. It will be interesting to watch developments as the produce section of the Board of trade is a live organization, and the members are very much in earnest over what they consider to be an injustice to the wholesale provision trade.

Mammoth Butter Combine.

The American Butter Refining Co. was recently incorporated in the State of New Jersey with a capital stock of $17,000,000. This did not seem particularly significant until a notice was sent out a few days ago to all renovated butter manufacturers throughout the country warning them that all persons using the Campbell patent process of refining butter must account to the American Butter Refining Co., making a settlement of profits recoverable by reason of infringement of the patent.

This means that the millions back of the incorporation will be used to make war on Armour and Swift, and all the big concerns which are placing renovated butter on the market.

It means to the public that renovated butter is taking the place of butter—real country butter—in the United States and that millions of pounds of the other kind are being consumed, whether the consumer realizes it or not.

Renovated butter must be branded as such and show the Government stamp. This stamp, however, is not put on the butter but on the tub or box in which it is shipped. Unless the housewife examines the tub or is a good judge she cannot tell which she is buying.

One familiar with the business thus explained:

"It costs less to prepare renovated butter than it did to put oleomargarine on the market. The man who made 'oleo' had to pay 10c. a pound for coloring the stuff to look like butter."

Water in Butter.

The British Government has reintroduced the Butter Bill, which fixes 16 per cent. as the legal amount of water to be allowed in butter. If the bill becomes law the present low percentage of moisture in colonial butter will gradually increase until it closely approaches the 16 per cent., for it would be more than human to expect the buttermakers from the colonies to wilfully lose 34 shillings per cwt. by sending it to market with only 10 or 11 per cent. moisture, when he can legally send it with 14 or 15 per cent. without at all damaging the butter."

Davies Co. Opening in Montreal.

The Davies Co., who recently acquired a number of retail provision stores in Montreal, as well as a site for a large packing house in Point St. Charles, opened the first of their system of Montreal stores on April 8. This store is situated at the corner of St. Lawrence and Guilbault streets, and has been fitted up with a most tempting stock of poultry, all kinds of fresh meats, etc., and fancy and staple groceries.

The Davies Co., which has its headquarters at Toronto, owns and operates a system of 44 branch retail stores throughout Ontario. These stores are already established in the following centres, and will be extended to others: Oshawa, Kingston, Brantford, Belleville, Brockville, London, St. Catharines, Collingwood, Galt, Woodstock, St. Thomas, and Montreal. Besides these it has a system of stores which supply Toronto and suburbs.

Exports to Great Britain.

Following are the British imports of Canadian produce during March:

	Amount.	Value.
Cattle	5,750	£114,788
Wheat, cwts	208,800	73,668
Wheat, flour, cwts	127,700	65,224
Peas, cwts	12,380	4,000
Bacon, cwts	38,541	83,850
Hams, cwts	5,034	11,643
Butter, cwts	602	2,890
Cheese, cwts	68,841	177,070
Horses	36	1,490

Dairy and Provision News.

A pork packing factory will shortly be started at Melfort, Saskatchewan.

What will be the first cheese factory in British Columbia will shortly be established at Langley.

The first Territorial Fat Stock Show held in Regina last week, under the auspices of the Northwest Department of Agriculture, has proved so successful that it will in future be an annual occurrence.

The Sherbrooke Dairy Co., Sherbrooke, have obtained a charter.

J. A. Wilson, of the Ingersoll Packing Co., has bought the Gavin Park meat and provision business, Market lane, London. Mr. Wilson will continue to act as the representative of the Ingersoll Packing Co. in London.

According to J. A. Ruddick, dairy commissioner, Ottawa, the practice of covering cheese with paraffine wax, although still objected to in England, is spreading, and can be made general in this country in a year or two. The advantage to be gained is the prevention of shrinkage and thereby keeping the cheese moist and tasty.

A Delicious Cup of Coffee

Our 1-lb. tin ***"CLUB"*** brand ***COFFEE*** at ***33*** cents per lb. is without question the best value on the market. WE know it, YOU can prove it by asking us to send you sample—test it yourself. Supplied either whole roasted, or ground.

Cultivate your coffee trade, it will pay you by buying the best—***"CLUB" BRAND.***

S. H. EWING & SONS, Toronto Branch, 29 Church Street.

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TELEPHONE MAIN 3171
Telephone orders receive prompt attention.

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

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THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying, and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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In the first place **IT** is **pure** and **wholesome**; secondly, **IT** is well advertised and an easy seller. **IT** does absolutely the best of work, and, what interests you particularly, **IT**

Pays you a good profit.

Order from your jobber.

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Eggs AND Butter

THAT'S WHAT WE WANT

IN ANY QUANTITY and at ALL TIMES

The J. A. McLean Produce Co., Limited

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Telephone Main 2491. **Toronto.**

PROVISION AND DAIRY MARKETS.

Toronto.

PROVISIONS—Trade in provisions quiet to fair during the week. The price of hogs remains at last week's level, namely, $6.25 to $6.50. No car lots of dressed hogs are arriving on the local provision market and very few street lots. Lard tierces are ¼c. higher in price. Fresh meats in general, and particularly beef, have taken a jump as usual at this season of the year. As a matter of fact, the prices quoted below are lower than they were a year ago at this time. Our quotations are as follows:

Long clear bacon, per lb	$0 09	$0 09½
Smoked breakfast bacon, per lb	0 13	0 13½
Roll bacon, per lb	....	0 10
Small hams per lb	0 13	0 13½
Medium hams, per lb	...	0 13
Large hams per lb	0 11½	0 12
Shoulder hams, per lb	0 09	0 09½
Backs, per lb	0 15	0 15½
Heavy mess pork, per bbl	16 00	16 50
Short cut, per bbl	....	19 00
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb	....	0 09
" tubs "	0 09½	0 09¾
" pails "	0 09¾	0 10
" compounds, per lb	0 07	0 07½
Plate beef, per 200-lb. bbl	11 00	11 50
Beef, hind quarters	6 50	9 50
" front quarters	4 50	6 50
" choice carcases	7 25	8 00
" medium	6 25	7 00
" common	5 50	6 50
Mutton	00	10 00
Lamb, spring, cold storage	....	11 50
Lamb, yearling	....	0 14½
Veal	0 07	0 09½
Hogs, light	....	....
" " street lots	8 25	8 50

CHEESE—A very firm cheese market is reported throughout the trade. The local demand continues good and the export market very firm at from 56 to 59 shillings. Some dealers are inclined to quote prices ½c. higher than those given below. We quote the following:

	Per lb.
Cheese, large	0 11½
" twins	0 12

BUTTER—The butter market continues in an abnormal state owing to scarcity of supplies. Notwithstanding the fact that the creameries have begun to make, there is comparatively little butter arriving on the local market and dealers in the country say that the same thing is true there. With the continued warm weather it is expected that the farmers will soon be turning in dairy butter more plentiful; both creamery prints and solids are slightly easier than last week. We quote the following prices:

	Per lb.	
Creamery prints	0 25	0 27
" solids, fresh	0 24	0 25
Dairy prints	0 23	0 24
" large rolls	0 21	0 22

Montreal.

PROVISIONS.—Owing to the large supply of live hogs at present on hand and arriving, prices have receded. There is a limited demand for dressed stock, and trade is quiet. Fresh abattoir killed, $9 to $9.25. It is said that packers secured live hogs at under $6.75, though that figure is about ruling price. The demand for cured meats of all kinds is limited. We quote:

Canadian short cut mess pork	$18 00	$19 00
American short cut clear	18 50	19 50
American fat back	18 50	19 50
Bacon, per lb	0 07½	0 13
Hams	0 11½	0 13
Extra plate beef, per bbl	11 50	12 00
"Boar's Head" brand, tierces, per lb	....	0 06¾
" " ¼-tierces, per lb	....	0 07
" " 60-lb. fancy tubs	....	0 07
Cases, 20 3-lb. tins, per lb	....	0 07¾
" 12 5-lb. tins "	....	0 07¾
" 6 10-lb. tins "	....	0 07½
20-lb. wood pails, each	....	1 45
20-lb. tin pails, each	....	1 35

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	1 57	1 70
" tubs	0 07¾	0 08½
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08½	0 09¼
" cases (24 3-lb. tins)	0 08¼	0 09¼

EGGS.—Market is steady at the declined prices of last week. Receipts are good, and in consequence the prevailing price is in the neighborhood of 14½c. The grocery trade stock is bringing 15c as a rule. Prices in the west have not lowered to the extent anticipated. We quote:

Selected Fall fresh	0 14½	0 15
Montreal limed	0 12	0 13
Strictly fresh	0 15	0 17

BUTTER.—Market steady. Owing to held stocks being exhausted, fresh creamery is in good demand from all quarters. Receipts are not as heavy as was expected, and though prices are easier than a few weeks ago, firmness is the characteristic tone of the market. Choice stocks are bringing 21c., though in some quarters this is being shaded.

Finest creamery	0 24	0 26
Fine	0 23	0 25
Medium	0 22	0 23
Fine western dairy	0 22	0 23
Fair to good western	0 20	0 22
Undergrades	0 21	0 22

CHEESE.—There are no new features to note. Market continues quiet. Spot stocks are light, prices ranging for same from 12 to 12½c. The market generally is uninteresting, and little business is doing for export account.

St. John.

PROVISIONS.—In pork, prices are higher; there is, however, but a fair business. Domestic mess, of which quite a quantity is used here, is decidedly firmer. Pure lard is rather higher, and as there has been but a slight advance in refined there is for this an improved demand. Smoked meats are very firm at full figures. Fresh beef is slightly higher. Some little lamb has been seen, but there is really no business yet, and price is very high. Fresh mutton has a fair demand. Frozen stock is very dull. Veal remains unchanged, and pork is rather higher. We quote:

Mess pork, per bbl	$16 00	$18 00
Clear pork "	16 00	17 00
Plate beef "	13 00	14 00
Mess beef "	10 50	12 00
Domestic beef, per lb	0 04	0 06
Western beef "	0 07	0 08
Mutton "	0 04	0 06
Veal "	0 06	0 08
Lamb, "	....	....
Pork "	0 08	0 09
Hams "	0 13	0 14
Rolls "	0 10	0 13
Lard, pure, tubs "	0 09½	0 09¾
" " pails "	0 09¾	0 10
Refined lard, tubs	0 08	0 08
" " pails	0 08¼	0 09

BUTTER. — Prices keep quite high. There is a rather better supply. There is prompt sale for best stock. We quote:

Creamery butter	0 26	0 30
Best dairy butter	0 22	0 24
Good dairy tubs	0 18	0 20
Fair "	0 17	0 18

EGGS.—Supply continues to improve. Prices are rather lower and still falling. Cheap eggs are not expected. We quote:

Eggs, hennery	0 20	0 25
" case stock	0 16	0 18

CHEESE.—Market dull; prices rather higher. We quote:

Cheese, per lb	0 11	0 11½

Winnipeg.

BUTTER. — Eastern advices indicate that fresh butter is being received in better quantities, as the factories have

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

We are
"ON THE SPOT"
to attend to your orders for
Eagle
Baking Powder
—It is a winner every time.
—It wins friends wherever introduced.
—Friends for all time; not here
—to-day and gone to-morrow.
Try a sample order. We guarantee satisfaction with every package.
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Bulk and Bottled
Our Sweet Pickles do not Sour, and our Sour Pickles do not Mould.
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LIMITED
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BEST WHITE SPRUCE
50—30—20 lb.
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A perfectly mixed seed. No waste. No menace to bird health.
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Established 187

Butchers, Merchants and Hide Buyers Should write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freights. He pays full market values. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.

started in response to the high price. The sensational reports in the daily press in Winnipeg relative to a butter famine are discredited by the local commission and wholesale houses. A local house assured The Grocer that the supply is almost equal to the demand. Owing to high prices at home there is little or no export trade, and the demands of the Canadian market will soon be supplied. We quote the following wholesale prices to the retail trade :

Dairy, assorted pkgs., selected		0 21
" " round lots		0 17
" (separator), 1-lb. bricks		0 27
Finest fresh creamery, in 56-lb. boxes	0 28	0 29
" " in 1-lb. bricks	0 29	0 30

CHEESE.—Eastern cheese prices are increasing and as stocks held in the city are in small compass there has been an advance on the local market. We quote :

Finest Manitoba, large	0 11¼
" Ontario, "	0 12
" " twins	0 12½
Square cheese	0 12½

LARD.—Firm, but there has been no further advance. We quote :

Lard, 50-lb. pails, per pail	5 25
" 20-lb. " "	2 10
" 3-lb. tins, per case 60 lbs	6 60
" 5-lb. " " "	6 45
" 10-lb. " " "	6 30
Pure lard in bbls, per lb	0 10½

CURED MEATS.—Trade is active at unchanged prices. We quote :

SMOKED MEATS.

Hams, selected stock, special mild cure	0 15
Bacon, " " "	0 16
Backs, " " "	0 10½
Picnic, " " "	0 09
Hams, sugar cured, assorted sizes	0 13
" " heavy 20 to 30	0 12½
Picnic, " assorted sizes	0 08½
Shoulders, "	0 08½
Bacon, " breakfast bellies	0 13
" " breakfast backs	0 10½
" " Wiltsbire sides	0 15
" " spiced rolls, long	0 09½
Manitoba butts	0 09½
" " skinned	0 10
" " boneless and rolled	0 11
" rolls, boneless	0 11

For additional quotations see Grocer of April 7.

Halifax.

PROVISIONS.—The provision market is now in good condition as compared with a month ago. Considerable beef is coming in, but the quality is not up to the requirements, and much of our best table use is in small supply, and 27 to tario. Pork is plentiful and of good quality. Our farmers, however, have not yet learned the art of feeding to make a fair quantity of lean meat rather than fat, and in this respect Ontario and western product is preferred. A few Spring lambs have come in, and the supply will be more plentiful by Easter.

BUTTER.—Prices in the dairy market are at present quite uncertain. Much native butter is coming in, and is offered at less than Montreal prices. There is, however, not enough coming in to fully supply the demand, and western is still imported. Creamery butter for table use is in small supply, and 27 to 28c. is asked. This is high, as the usual retail price in former years has been about 26 to 28c. The fact is, that the putting up of butter for the West Indies has become so profitable that a large part of the Nova Scotia product never reaches the local market, and western butter and western prices will have to be depended on. There are two firms in the city engaged largely in this business, one of which (a company concern) has large factories in the Annapolis Valley, and in Colchester County.

OTHER PROVISIONS. — The situation in eggs is improving. Larger quantities are now coming in, and prices have declined, but are not yet normal. Jobbers prices are 20 to 22c. Fresh eggs retailed at the Saturday market for 25c. Potatoes from P. E. I. vessels, now opened up, are selling ex-vessel at 32 to 35c. Oats are quoted at 53 to 55c. Turnips are 10c a bushel. Parsnips and carrots, which usually bring $1.25, are now scarce, and worth $2 Hay remains scarce, and there is very little in stock here, and prices remain high. Considerable Quebec hay is coming forward.

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

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LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

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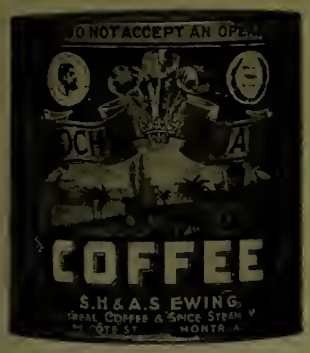
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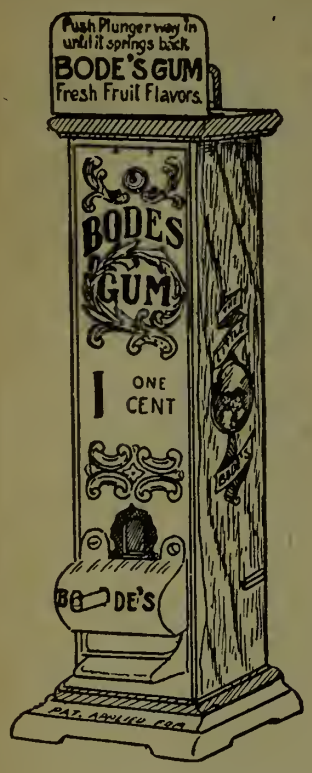
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We wish to thank our many friends for their kind sympathy on the death of our late father, J. A. Mathewson. Owing to his objection to the continuing of anyone's initials in a business after their death, we, William Black Mathewson, Samuel James Mathewson and James Adams Mathewson, his sons and partners for many years in the wholesale grocery business, have registered as the continuing firm under the style of *"Mathewson's Sons,"* with ample capital, and owning outright the historic premises 200, 202, 204 and 206 McGill Street, Montreal.

We solicit from our friends a continuance of the trade so generously placed there with the Mathewsons since 1834, and hope to merit it. The traditions of the firm will be adhered to. We will not handle tobacco, liquor or adulterated goods, but in every other respect will compete on modern lines.

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Mooney Biscuit & Candy Co., Stratford.
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Castle, F. J., Co., Ottawa.
Chaput, L., Fils & Cie., Montreal.
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Woods, Walter, & Co., Hamilton.

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Douglas & Ratcliff, Toronto.

Yeast.
Gillett, E. W., Co., Toronto.
Lumsden Bros., Hamilton.

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Distributors Co., The, Toronto.
Mathewson's Sons, Montreal.
Merchants Mfg. Co., Toronto.
Neubeck & Schipmann, Hamburg, Germany.
Radiger & Janion, Victoria, B.C.

COLD STORAGE ACCOMMODATION.

THE C.P.R. authorities have made an important announcement this week, namely, that all vessels of their trans-Atlantic fleet not equipped with cold-storage appliances are to be fitted out at once with a view to giving the best possible service for the delivery of Canadian perishable products to British ports. There are at present fourteen C. P.R. steamers on the trans-Atlantic route, all of which have fan ventilation, but only seven, the requisite cold-storage equipment. With the latter the company have been making an efficient service for the delivery of perishable goods, and it is reported that a fair share of this Canadian export business which formerly went via Boston and Portland has been recovered.

The necessity of Canada's foreign trade being entirely in the hands of the Canadian merchant marine cannot be over-emphasized. Only last week reference was made in this paper to the fact that a very large and increasing percentage of Canadian traffic is going via New York every year. Such a state of affairs can scarcely be viewed with equanimity by anyone interested in the upbuilding of Canada's foreign trade, and it is reassuring in this connection to know that our steamship companies are taking steps not only to recapture what is theirs by right, but to establish an inviolable claim to trans-Atlantic traffic of the nation for all time.

ETIQUETTE IN BUSINESS.

IN Canada, with everybody in more or less of a fever of anxiety to "get rich quick," there is a growing tendency to underestimate the importance of courtesy in business. As a community, we seem to have become oblivious to the fact that the pursuit of trade and commerce, if it is to continue a healthy avocation, requires a slight infusion of the same etiquette that is looked upon as highly important "after the shutters are up."

For instance, certain Canadian manufacturers are reported so careless in attending to business correspondence that a veritable stream of complaints has been pouring in to Ottawa during the past six months from merchants in foreign countries where an attempt is being made by officials of the Dominion Government to build up international trade. In a number of instances foreign firms claim to have inquired in vain for information in regard to Canada and Canadian manufacturers. Such a case was reported to this office only a week ago. A western commission man communicated with an Ontario firm asking to be appointed their western representative in case an appointment had not already been made. He also inquired for quotations on their goods. The firm in question took no notice whatever of the application or inquiry, with the natural result that they not only needlessly incurred the displeasure of the gentleman making the inquiry, but spoiled an excellent chance of establishing themselves in the Great West.

We are reminded of a recent remark made by Mr. Stewart, manager of the Sovereign Bank, on his return from a recent trip to Great Britain, that in the transaction of business Canadians had still much to learn from their kinsmen across the sea. In nothing is comparison more unfavorable to Canada than in the matter of correspondence. The Englishman would look upon it as suicidal to delay a reply to a business letter or telegram, recognizing it as one of the cardinal principles of business that courteous treatment should be extended to one and all alike with whom he is brought into contact. To gain or forfeit the goodwill of one person means much in business, and it is to be hoped that our manufacturers will have a care not to offend unduly in the little things remembering that it is these that go far to creating the atmosphere of success.

PUNCTUALITY IN APPOINTMENTS.

THERE is much complaint among traveling salesmen about the failure of merchants to keep their appointments promptly. This is a charge which should only have to be mentioned to be rectified. A little consideration will show the inconveniences and pecuniary losses which such irregularities cause. A traveler is at great trouble in opening and displaying his samples. In most cases he has a large territory to cover, and it is only by the greatest economy of time that he can hope to cover the ground in the time at his disposal. If, then, when he goes to a town and arranges with a merchant to visit his sample room at a given hour he is compelled to wait for him an hour or two hours or more, his work is made needlessly more difficult. A business man knows the value of time. If he were just to think for a moment that this meant an absolute loss to the traveler and that the same thing may happen two or three times in every town which he visits, the trouble would not often occur.

In all transactions with commercial men, it should be remembered that the

relationship of buyer and seller is one of mutual advantage. On this assumption the merchant should extend to the traveler the same treatment which he expects and gets from him.

BUSINESS FAILURES.

FAILURE returns to Bradstreet's for the first quarter of 1905 mirror a general improvement in nearly all lines of trade and industry in the United States as compared with the same period a year ago. There were 2,947 failures of individuals, firms and corporations, an increase of 2.8 per cent. in the number as compared with the corresponding period of 1904. The liabilities on the other hand aggregated only $29,010,914, a decrease of 38 per cent. from a year ago, and were, with the exception of the first quarter of 1903, the smallest liabilities reported since 1888. The detailed returns, both in number and extent of the failures, point unerringly to an emergence of the financial and commercial interests of the United States from the depression of one short year ago in all sections but the south.

In Canada there were 378 failures involving $3,636,584 in liabilities and $1,597,397 in assets during the first quarter of 1905, an increase in number of 22 per cent. and in liabilities of 37 per cent. over last year.

The distribution was as follows:

Provinces.	No. of Failures.		Assets.		Liabilities.	
	1905.	1904.	1905.	1904.	1905.	1904.
Ontario	140	100	373,516	260,677	92?,598	738,967
Quebec	137	129	771,850	412,750	1,480,611	1,134,401
New Brunswick	19	13	62,225	43,100	137,507	76,358
Nova Scotia	18	28	139,350	286,044	609,950	380,590
Prince Edward Island	4	....	26,000	....	52,000	....
Manitoba	29	17	111,131	39,883	233,268	88,500
Northwest Territories	14	8	61,100	44,288	91,000	85,922
British Columbia	17	14	52,225	88,000	111,650	132,900
Yukon Territory	....	1	....	300	....	1,500
Total	378	310	1,597,397	1,175,042	3,636,584	2,639,148

At first sight it would seem that Canadian trade was in a bad shapemmm Canadian trade was in a bad way, at least in comparison with the United States. It must be remembered, however, that Canada did not go through the same commercial depression as the United States and consequently there is nothing in her financial returns for the year to date to cause undue alarm.

REMOVAL OF THE 2d. DUTY ON TEA.

THE British tea trade, including consumer, importer and producer, are unanimous in their approval of the action of the Chancellor of the British Exchequer this week in taking off the extra 2d. duty on tea entering Great Britain, which was imposed about a year ago. The former duty of 6d. per lb., levied at the time of the South African war, will go into effect again on July 1.

During the past few months there has been considerable speculation in the English tea market as to the outcome of the year's Budget, and considerable falling off in the revenue returns, owing to the fact that wholesalers have taken as little tea out of bond as possible in expectation of a change in the duty. The immediate effect of the reduction will be to cause as little withdrawal of tea from bond as is absolutely necessary to supply consumptive demands until July 1. Buying, therefore, will be on a conservative basis, and unless the tea companies decide to hold teas off the market, the prospects are for dull trade and slightly easier prices. The naming of July 1 as the date on which the reduction is to take place appears, on the whole, to have been wisely considered, as it would have been a serious loss to holders of duty-paid stock if the reduction had taken place immediately after the declaration of the Budget. As it is, ample time is afforded for marketing tea of the present season before first arrivals of new crop Indian and China tea on the London market.

What the ultimate effect on the tea trade as a whole will be, is difficult to say. The planters have been up in arms over what they consider an excessive duty, namely, 8d. per lb., or over one hundred per cent. of the value of the cheaper grades of tea. They argue like this:

"The poorer classes in Great Britain consume enormous quantities of tea yearly; they cannot afford to pay above a certain price, which means that when the duty goes up beyond a certain point the consumption is curtailed." When it is remembered that the annual consumption of tea in Great Britain approximates 247,000,000 lbs., and that it is curtailed say to 240,000,000 lbs., owing to the extra duty, it is readily seen that this means a difference of fully 1d. per lb. to the producer.

As far as the consumption of tea in Great Britain during the past ten years is concerned, it is hard to generalize, for the simple reason that the amount actually going into consumption cannot be gauged accurately by the importations. There is always a certain amount held over, and the percentage of tea kept in bond will vary according to the state of the market. It would be necessary to calculate on the basis of a great many years before any estimate would be valuable in this connection. It is contended, however, that importations of British-grown tea into Great Britain, which increased steadily during the nine years of the 1d. duty, (the increase averaged close on six million lbs. per annum), have continued to increase since the duty was raised to 6d., and later to 8d., but only to a very small extent, and not at all in proportion to the increase in the population of the country. The consumption per head, which in 1893 was under 5½ lbs., rose steadily to 6.16 lbs., but has been falling slowly and surely since the imposition of the 6d., and later the 8d., duty.

A curtailment in the consumption of tea affects the tea planter in more ways than one. Since the bulk of the consuming public cannot afford to pay above a certain price, duty or no duty, the question resolves itself into the trade supplying an article for price, with the result that what India and Ceylon cannot supply, other countries such as China will contribute.

The British consumer will, in all probability, be able to get slightly cheaper tea from now on; in any event, he ought to be able to get better value at the price he is now paying. The retailer will profit in so far as the reduction of the tax tends to induce a larger consumption of tea; he will also be interested in watching the demand gradually working around to a better class of tea.

MR. J. X. PERRAULT DEAD.

THE City of Montreal sustained a severe loss last week in the death of one of her prominent citizens and business men, Mr. J. X. Perrault, which occurred on April 7.

Mr. Perrault was one of the founders of the Montreal Chambre de Commerce. To his energy and business qualities the French Board of Trade owes much of its success, expansion and influence in trade questions affecting the Dominion, the harbor improvements of the port of Montreal, and the development of the Northwest.

The deceased gentleman was born in the Ancient Capital, Quebec, May 28, 1836, and was a son of the late Lieut.-Col. J. X. Perrault, who commanded the Quebec Militia Artillery for a quarter of a century, and was the author of a "History of Canada" and other works treating on education, etc. Mr. Joseph Perrault received his early education at the Quebec Seminary, and after a brilliant course of study, passed out with honors. His taste for farming led him to England to take a course in agriculture at the University of Durham and at the Royal College of Cirencester, and subsequently at the National Agricultural School of Grignon, France, where he successfully graduated. On his return to Canada, in 1857, he received the appointment of secretary-treasurer of the Council of Provincial Agriculture of Lower Canada. He also edited for the council "Canada Agricola" and the "Revue Agricola."

He was appointed in 1875 by the Mackenzie Government, secretary-treasurer of the Canadian Commission representing the Dominion at the Centennial Exhibition, Philadelphia, and held the same position at the Paris Exhibition of 1877-78. At the World Exhibition, Paris, in 1889, he was one of the representatives of Great Britain on the International jury, for awarding the prizes for horses and cattle, which duty he performed most satisfactorily to all concerned, his valuable services on this and other occasions being recognized by the French Government, in appointing him an Officer of Public Instruction, France, and bestowing on him the Legion of Honor. Mr. Perrault was the first Canadian to import pure cattle to Quebec from the north of France.

He represented the Chambre de Commerce of Montreal at the London Congress of the Boards of Trade of the Empire, during the meetings in 1893-96 and 1897, and made several important speeches on each occasion, regarding the increasing trade development and opening out of the vast resources of the Dominion in its forests, mines, waterpower and wheat lands. He also took a leading part in the deliberations of the meetings of the Boards of Trade of the Empire, held in Montreal in 1903. The deceased was an able and prolific writer in both languages, on a variety of subjects, mainly regarding cheap transportation by rail and water to the ocean, agriculture and the settlement of the Crown lands, proper municipal government, and reform in the costs of litigation before the courts. He was, as a rule, very clear and to the point in his views, and wrote in a vigorous manner. He was the author of "Treatise on Practical Agriculture," and was the principal mover in securing grants and prizes for those going through an agricultural course opened some years ago at the Monument National. It was last year that he was appointed secretary by the Federal Government to the Transport Commission and held it to his death.

PERSONAL MENTION.

Mr. Tipping, of Coldwater, was in Toronto on Tuesday of this week.

Mr. Armand Chaput, of L. Chaput, Fils & Cie., Montreal, is in Quebec this week in the interest of his firm.

Mr. Robert Greig, Toronto, has returned from a business trip to New York, Philadelphia and Atlantic City.

Mr. P. C. Larkin, of the Salada Tea Co., Toronto, has returned from a two months' pleasure trip to Florida and the Bahamas.

Mr. H. M. Mulholland, manager of the Distributors' Co., Toronto, is in New York this week purchasing stock and looking after new business.

Mr. A. H. Brittain, of A. H. Brittain & Co., Montreal, was in Toronto this week in the interests of Black Bros. & Co., Halifax and La Have.

Among the visitors to the Toronto Pure Food Show this week were Messrs. D. Dickie, Pickering; W. D. Stephens and J. Curtis, Port Hope, and M. Fisher, Shelburne.

Messrs. Wm. Potter, president, and J. McCorbie, vice-president of the Grocers' Section of the Chatham branch of the Retail Merchants' Association, are attending the meeting of the Association this week in Toronto, and paid the Toronto office of The Grocer a short visit on Wednesday. Business in Chatham was reported to be flourishing.

Mr. D. Gillmor, of Chase & Sanborn, is making a trip through Manitoba, the Territories and British Columbia. Mr. Gillmor will visit Edmonton and other northern points, and before returning intends touring through California and the Western States. Mrs. Gillmor accompanies him, and the tour, one of three months, is one of pleasure and recuperation.

RETAIL GROCERS CONVENE.

The convention of the Toronto Grocers' Section of the Retail Merchants' Association opened Wednesday, April 12, in their board room on Richmond street. Mr. F. Corrigan, president of the Toronto branch, and Mr. George Good, chairman, welcomed the delegates from the 64 organized branches of the association throughout the country.

President Higgins in an address emphasized the need of a more systematic method of regulating the conditions of the retail trade. Each man was at present fighting his own fight, and it was evident that nothing could be accomplished without unity. After a discussion of the Transient Traders' Act, hawkers' and pedlars' licenses, in which no decision was reached, the convention adjourned for the purpose of giving the delegates an opportunity to attend the Pure Food Show. On Thursday, April 13, special committees presented resolutions dealing with trade and legislation, and officers were elected.

NOVA SCOTIA MARKETS.

Halifax, April 10, 1905.

DURING the last week the wholesale grocery trade has been considered brisk. Dealers are busy in all lines, and the next week or two is expected to bring still greater activity. Spring trade is opening up well, and the business has quite overcome the slackness through the result of the railroad tie-up. The last two weeks has opened up most of the shore ports not connected with the city by rail, and coasting vessels are moving freely. These ports necessarily depend largely on putting in their Winter supplies before the close of navigation, and these now need replenishing. Payments due April 1st were not up to the average, but this has already been accounted for in previous reports. Money still remains exceptionally scarce in many parts of the country.

* * *

The retail trade is in a healthy condition in the city, but as satisfactory reports do not come from the country and the smaller towns. The retail trade in the city is expected to continue extremely good through the Summer, as all classes of workmen will have abundant work. The city will spend $150,000 on sewer work, besides about $50,000 on other works, and there will be considerable building operations. As a rule the workmen spend according to their wages, which will tend to increase trade.

* * *

The market in sugar has a firmer tone. Ten days ago the American refiners put up their prices ten cents, but, as usual, an immediate change was not made in this market. The feeling however, is that the chance of a decline, which was expected from the state of the London market two weeks ago, is now past, and advances will probably take place. Prices quoted here are: Cut loaf, in barrels, $6.35; in half-barrels, $6.45; extra standard granulated, $5.80; Austrian granulated, in bags, $5.70; bright yellow, $5.60; No. 1 yellow, $5.30; unbranded yellow, $5.15. All prices net.

The molasses situation has been a remarkable one during the last month. The Barbadoes crop has been persistently reported short, and the price, which started at 18c., has steadily advanced to 24c. Newfoundland handles a very large quantity of this grade and a number of vessels from that colony have been taking cargoes during the last fortnight. When this demand is over the price may ease off again. The high price of Barbadoes affects other grades, and Porto Rico is expected to sell higher this season than formerly. John Tobin & Co. are already advertising the arrival of new crop Porto Rico, and some of the last crop is still on the market. Choice P. R. is quoted at 38 to 40c., (jobbers' prices, 30 days); for extra choice, 40 to 42c. is asked. Fancy Trinidad is almost the same as P. R., with choice quoted at 35 to 36c.

Why?

"SALADA"

BLACK
MIXED
GREEN

Teas have been accorded a sale without precedent in the annals of the Tea trade. **Why?**

Holding fast all tastes on a "cup draw." **Why?**

Earning every dealer's support and good-will throughout the entire American continent. **Why?**

Promptly winning the Highest Award and the Gold Medal at the St. Louis Exposition, 1904. **Why?**

"Draw your own conclusions."

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Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

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No. 65.

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GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.
We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills For Prices, Terms and Discounts, address

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is that kind of a combination for the dealer.

When a stock of this well known brand of Laundry Starch is put in, the grocer feels that he is not taking any long chances. It is distinctly a case of "backing the favorite." He knows it will "move"—and quickly; no bargain sales from tubs, at the season's end, of miscellaneous nondescripts. What a satisfaction it is to sell a Starch that you know from trial in your own home to be the real "thing."

Attractive packages, heavy advertising, everything in fact that could be done to help the grocer, has been and will be done continuously.

BRANTFORD STARCH WORKS, Limited,
BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Groceries.

Toronto, April 13, 1905.

THE opening of navigation on April 10 and 11, when the railways began taking freight for shipment by lake and rail, has tended to give an additional impetus to the grocery trade this week. The lake routes are opening up this year considerably earlier than usual. Reports from the country indicate improved trade conditions. The roads are in excellent shape, and farmers are coming in freely to buy supplies. Although it is somewhat early to prophesy as to the future of the Ontario grain crop, reports received during the week would seem to indicate that wheat in practically every section of the province has wintered in excellent shape, and that, barring unfavorable weather from now on, the grain crops will turn out satisfactorily.

One of the features of this week's market is the extraordinary run on maple products. Prices rule firm, and are advancing owing to the shortage of this year's crop. Tomatoes continue firm, and are likely to advance. More sugar is selling locally than last week, and a firm market is reported in New York, which tends to impart sympathetic firmness to this market as well. Coffees are quiet, with the market firm owing to unfavorable crop reports from Rio and Santos. Slight advances are noted in black pepper and Carolina rice. Another interesting feature this week is the reduction of the additional 2d. duty on all tea entering Great Britain, to go into effect on July 1. The reduction of the duty is not expected to have any immediate effect on the Canadian, since most of the tea consumed in this country is imported direct or via London in bond and not liable to any duty.

Tapnet figs are reported scarce. Peanuts are ½c. firmer in primary markets and new Brazil nuts have arrived on the market and are quoted at 14 to 15c. An easier market in beans is reported, as well as an advance in red and mammoth clover. Fresh fish are coming freely to this market, and are in brisk demand for the Lenten and Good Friday trade.

CANNED GOODS.

The most interesting feature in connection with the canned goods market this week is the additional firmness which has developed in tomatoes, although $1.25 to $1.30 is still the ruling price. The trade are looking to $1.30 within the next fortnight as the ruling quotation. A seasonable demand for canned fruits is reported, as well as a few inquiries for canned fish. We quote the following:

Tomatoes, 3's	1 25	1 30
Corn, 2's	1 10	1 20
Peas, 2's	0 82½	1 30
Sliced beets, 2's		0 85
" " 3's		0 95
" " whole		0 95
Pumpkin, 3's		0 75
" gal		2 50
Squash		1 00
Asparagus tips, 2's		2 75
Golden waxed beans, 2's		0 80
Refugee or Valentine beans, 2's		0 85
Crystal waxed beans, 2's		0 92½
Spinach, 2's		1 40
" 3's		1 80
Baked beans, plain, 1's		0 45
" " 2's		0 72
" " 3's		0 90
Tomato sauce, 1's		0 50
" " 2's		0 78
" " 3's		1 00
Chili sauce srme as tomato sauce.		
Catsups, tins, 2's		0 78
" gal		4 50
" jugs		7 70
Apples, standard, 3's	85	90
" preserved, 3's		1 47½
" standard, gal	1 70	2 00
Pears, Flemish Beauty, 2's		1 52½
" " 3's		2 00
" Bartlett, 2's		1 87½
" " 3's		2 82½
" whites, 2's		1 72½
" " 3's		2 67½
Peaches, pie, 3's		1 25
Cherries, red, pitted, 2's		2 20
" " not pitted, 2's		1 75
" English black, pitted, 2's		2 20
" " " not pitted, 2's		1 75
" white wax, pitted, 2's		2 42
" " " not pitted, 2's		2 00
Lawtonberries, heavy syrup, 2's		1 57½
" preserved, 2's		1 75
" standard gal		4 97½
Plums, Damson, light syrup, 2's		1 00
" " heavy syrup, 2's		1 30
" " 3's		1 85
" Lombards, light syrup, 2's		1 05
" " heavy syrup, 2's		1 35
" " 3's		1 90
" green gage, light syrup, 2's		1 15
" " heavy syrup, 2's		1 47½
" " 3's		2 00
" egg, heavy syrup, 2's		1 52½
" 3's		2 10
Pineapple, sliced, standard, 2's		2 35
" extra " 2's		2 47½
" grated, " 2's		2 62½
Raspberries, red, heavy syrup, 2's		1 40
" preserved, 2's		1 60
" black, heavy syrup, 2's		1 35
" preserved, 2's		1 50
Rhubarb, preserved, 2's		1 15
" " 3's		1 90
" " gal		2 62½
Strawberries heavy, syrup, 2.s		1 60
" preserved, 2's		1 75
Lobster, talls		3 50
" 1-lb. flats		3 75
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Fraser River, "Horseshoe" and "Maple Leaf."		
1-lb. talls, 5 cases and over		1 77½
1-lb. talls, less than 5 cases		1 80
1-lb. flats, 5 cases and over		1 90
1-lb. flats, less than 5 cases		1 92
½-lb. flats, 5 cases and over		1 17
½-lb. flats, less than 5 cases		1 20
Salmon, "Clover Leaf."		
1-lb. talls, 1 to 4 cases		1 80
1-lb. flats, 1 to 4 cases		1 87½
1-lb. talls, 5 to 9 cases and over		1 77½
Chums	0 95	1 00½
Sardines, Sportsman ¼s		0 14
" ½s		0 23
" Portuguese ¼s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½s	0 35	0 38
" Domestic, ¼s	0 03½	0 04½
" " ½s	0 09	0 11½
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies, per doz		1 10
Haddies, per case		4 25
Kippered herrings, domestic		1 10
" " imported	1 40	1 45
Herrings in tomato sauce, domestic		1 00
" " " imported	1 40	1 45
California ripe olives, tins, per doz		4 75
Corned beef, 1s, per doz		1 50
" 2s, "		2 70
" 6s, "	8 00	10 00
" 14s, "		18 00
Lunch tongues, per doz		3 00
Potted meats, ¼s, "		0 50
" ½s, "		1 00

SUGAR.

The sugar market has been irregular of late, but a rather firmer tone now prevails. There have been considerable transactions in near-by sugars at 3 9-16 c and f, N.Y., for 96 test centrifugals. Later holders have shown no disposition to continue on that basis, and at present are inclined to hold for rather more money. Buyers, however, are indisposed to meet sellers' ideas, and in consequence large arrivals of centrifugals have been ordered into store. Refiners' attitude is based on present large holdings which make them independent of holders for some time to come.

Refined sugar continues in an unsatisfactory condition in regard to withdrawals under contract and new business. The consumptive demand is extremely limited, and while these conditions prevail, little change is expected one way or the other.

Similar conditions prevail in Europe, where beets have fluctuated about 14s. 6d, basis f.o.b. Hamburg, equal to parity of 5.09 duty paid, N.Y., for 96 test centrifugals. The announcement of The Budget is likely to have a stimulating effect on the refined market in Great Britain, which has been comparatively dull owing to the uncertain feeling of the trade as to the future course of the market.

Canadian refined is unchanged. The recent attempt on the part of certain refiners to advance prices has not been established and we quote as below.

The making of the Cuban crop continues, 15 central factories having ceased grinding during the past fortnight. There are now 160 factories in operation, as compared with 169 at the same time a year ago. Combined stocks of Europe and America at latest uneven dates were 2,815,538 tons or 732,088 tons less than at the same time last year.

Our quotations are as follows:

Paris lumps, in 50-lb. boxes	6 38
" in 100-lb. "	6 28
St. Lawrence granulated	5 73
Redpath's granulated	5 73
Acadia granulated	5 68
Berlin granulated	5 68
Phoenix	5 58
Bright coffee	5 58
Bright yellow	5 48
No. 3 yellow	5 48
No. 2 "	5 33
No. 1 "	5 23

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

SYRUPS AND MOLASSES.

Trade in maple syrups continues active at quotation prices. Molasses has advanced during the week owing to shortage in primary markets. We quote the following:

Syrups—		
Dark		
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb		0 02¾
" ½-bbls "		0 02¾
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 27	0 30
" " ½ bbls	0 29	0 32
" open kettle	0 45	0 50
Barbadoes, extra fancy	0 45	0 50
Porto Rico	0 42	0 48
West Indian	0 32	0 35
Maple syrup—		
Imperial qts		0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00
In bbl., per lb		0 06

COFFEES

The firmness of the coffee market continues, additional firmness having been induced by unfavorable crop reports from Rio and Santos, where unfavorable weather has damaged the crop to the extent of 20 per cent. Locally the mar-

ket is quiet. Our quotations are as follows :

	Per lb.	
Green Rios, No. 7	0 10	0 10½
" " No. 6	....	0 11
" " No. 5	....	0 11½
" " No. 4	....	0 12
" " No. 3	....	0 12½
" Mocha	0 21	0 23
" Java	0 22	0 35
" Santos	0 11	0 13
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
Green, Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracaibo	0 16	0 23

TEAS.

A first-class trade is reported in tea generally during the week. The interesting item in connection with the tea situation this week is the taking off of the 2d. duty on all tea entering Great Britain, effective on July 1, 1905. This duty has been strenuously objected to ever since its imposition, both by tea planters and English importing houses.

In the opinion of the trade the duty has pressed much harder on low-grade than on high-grade tea in Great Britain. Doubtless the extra 2,000,000 lbs. of China tea imported into Great Britain last year was largely induced hy the increased duty. An effort will probably he made by the London packet men and the British retailer to maintain for as long a period as practicable the lowest penny-canister in existence prior to the advance in the duty. In-so-much as the reduction is not to come in force until July 1, the immediate effect in England will be to cause as little withdrawal of tea from bond as is absolutely necessary to supply consumptive demand. Buying will be on a conservative basis, and unless the tea companies decide to hold teas off the market, i. e., a portion of their holdings, the prospects are for a dull market, and possibly slightly easier prices in the interval.

Eventually, however, there is little doubt but that the effect will be to strengthen the market to the extent of a small tea boom when the reduction in duty comes into force. The naming of July 1 as the date on which the reduction is to take place, appears to have been wisely considered by the English Chancellor of the Exchequer, because it would have been a serious loss to holders of duty-paid stock if the reduction had taken place immediately after the declaration. July 1 is also an opportune period, since it is the date of the first arrival of Indian and China tea on the London market. Thus tea of the present season can be marketed conveniently without changing present conditions. Our local quotations are as follows :

Congou—half-chests, Kaisow, Moning,	0 12	0 35
caddies, Pakling	0 19	0 40
Indian—Darjeelings, Pekoe souchongs	0 20	0 22
" Pekoes	0 25	0 30
" Orange Pekoes	0 35	0 45
Indian—Assam, Orange Pekoes	0 25	0 40
" Pekoes	0 18	0 20
Pekoe Souchongs	0 16	0 18
Ceylon—Broken Orange Pekoes	0 22	0 24
Orange Pekoes	0 22	0 29
Pekoes	0 18	0 24
Pekoe Souchong	0 14	0 16
China Greens—Gunpowder, cases, extra first	0 35	0 42½
" " half-chests, ordinary firsts	0 22	0 28½
Young Hyson, cases, sifted, extra firsts	0 37½	0 47
cases, small leaf, firsts	0 30	0 37
" half-chests, ordinary firsts	0 22½	0 32½
" " seconds	0 22	0 24½
" " thirds	0 15	0 17
" " common	....	0 14
Pingsueys—Young Hyson, ½-chests, firsts	0 25	0 30
" " seconds	0 16	0 18
" half-boxes, firsts	0 25	0 30
Japan—½ chests, finests May pickings	0 34	0 38
Choice	0 31	0 36
Finest	0 27	0 29
Fine	0 24	0 27
Good medium	0 19	0 21
Medium	0 17	0 19
Good common	0 18	0 19
Common	0 13	0 14
Dust	0 06	0 08

SPICES

The firmness of the spice market continues, particularly in black pepper, in which a slight advance is noted this week. Quotations are unchanged. We quote the following:

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 25	0 35
" wbite	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 14	0 17
Cassia	0 21	0 25	Mace	0 80	0 90
Nutmeg	0 45	0 75			

RICE AND TAPIOCA.

A slight advance in Carolina rice is reported for the week. This will be welcomed by holders of Rangoon, Patna and Japan rice, since on account of the abnormal state of the American rice market the Carolina and Louisiana people have been getting a lion's share of the trade. We quote the following prices :

	Per lb.			Per lb.	
Rice, stand. B	0 03¼	0 03⅜	Tapioca, staple	0 03¼	0 03½
Rangoon	0 03⅜	0 03½			
Patna	0 05	0 05½	" double goat	....	0
Japan	0 06	0 07	Carolina rice	0 08	0 08½
Sago	0 03½	0 04	Louisiana rice	0 05	0 07

Foreign Dried Fruits.

With the exception of prunes, there is nothing in the dried fruit market this week of special interest. Tapnet figs are scarce and new select raisins quoted easier than last week, viz., 4½ to 5c. We quote the following:

PRUNES.

	Per lb.			Per lb.	
100-110s	....	0 04	60-70s	0 06	0 06½
90-100s	....	0 04½	50-60s	0 06½	0 06¾
80-90s	0 04¾	0 05	40-50s	....	0 08
70-80s	0 05¼	0 05½	30-40s	0 00	0 09½

CANDIED PEELS.

	Per lb.			Per lb.	
Lemon	0 09	0 10	Citron	0 15	0 17
Orange	0 10	0 11			

FIGS

	Per lb.			Per lb.	
Tapnets	0 03½	0 04	Elemes	0 08	0 13
Naturals	0 06½	0 07½			

APRICOTS.

	Per lb.	
Californian evaporated	0 15	0 17

PEACHES

	Per lb.	
Californian evaporated	0 14	0 15

PEARS.

California evaporated, per lb	0 15

CURRANTS.

	Per lb.			Per lb.	
Fine Filiatras	0 04¼	up	Vostizzas	0 07	0 07½
Patras	0 06	0 06½			

RAISINS.

	Per lb.	
New selects	0 04½	0 05
Fine off stalk	0 05	0 05½
Sultana	0 05½	0 10
Californian seeded, 12-oz. Muscatals	0 06½	0 07
" " 1-lb. boxes	0 07	0 08½
" unseeded, 2-crown	....	0 07¼
" " 3-crown	0 05¾	0 07
" " 4-crown	0 07	0 08

DATES.

	Per lb.			Per lb.	
Hallowees	0 04½	0 04¾	Fards new choicest	0 09	0 10½
Sairs	0 03¾	0 04	" new choice	....	0 09½

FOREIGN NUTS.

An improved demand for foreign nuts, generally, is noted this week. Peanuts are ¼c. firmer in primary markets, although no change has yet been made in local quotations. The burning of the plant of the Merchants' and Farmers' Peanut Co., at Portsmouth, Va., caused considerable excitement among the Canadian trade for a day or two until it was learned that the company had arranged with other firms to fill their orders without delay. New Brazil nuts are seen on the market for the first time this week. The flavor is excellent and the nuts are as juicy as a new cocoanut. We quote the following prices:

(Tbe following quotations on peanuts are for sack lots, green.)

Selected Spanish	....	0 08½
A 1's, banners and suns	....	0 08¾
Japanese Jumbo's	....	0 09
Virginia "	....	0 09½

For sack lots roasted add 1c. to above quotations. For small, 2c

Almonds, Tarragona, per lb	0 12	0 12½
Walnuts, Grenoble, "	....	0 12½
" Bordeaux, "	0 09	0 10
Filberts, per lb	....	0 10
Pecans, per lb	0 13	0 15
Brazils "	0 14	0 15
Cocoanuts, Jamaica, per sack	....	4 50
Italian Chestnuts, per lb	....	0 08

EVAPORATED APPLES.

A very firm market and unchanged price list is recorded in evaporated apples this week, viz., 6¾ to 7c. There is nothing doing in dried apples on account of export shipments having ceased for the season. Quotations nominally are 3 to 4c.

BIRD SEED.

A seasonable demand at unchanged prices rules in bird seed for the week. Our quotations are as follows:

Canary seed, per lb	0 06½
Hemp	0 05¾
Cottam's	0 08
Brock's	0 07½

DRIED AND CURED FISH.

This trade is decidedly on the wane since the arrival of fresh fish on the market. There is a steady demand, however, for cod products. Salmon trout are quoted this week at $3.25 per keg. We quote the following prices:

Boneless fisb, per lb	....	0 04½
Cod fisb, 1-lb. bricks	....	0 06½
Boneless cod, per lb	0 08	0 10
Quail-on-toast, per lb	....	0 06
Flitcbed cod fish, in cases of 100 lbs., per lb	....	0 06
Labrador berring, per bbl	6 00	6 50
" " per ½ bbl	....	2 85
Scaled berring	0 12½	0 14
Salmon trout, per keg	....	3 25
Lake herring, per keg	....	3 25

Country Produce.

EGGS.

The egg market is slightly easier than a week ago. Supplies are coming more freely and quotations generally are ½c. lower. As to the time when pickling operations will begin there is some difference of opinion. Some of the produce men say prices will be down to a sufficiently low level by Easter; from other quarters comes the report that the egg men are gathering up eggs in the country at the present time for about 13c. This report must be taken with a grain of salt, however.

New laid eggs, per doz	0 14	0 14½

BEANS.

There has been a slight falling off in the consumption of beans owing to the extremely high prices ruling for the past month. This week the market is easier, hand-picked being quoted at from $1.85 to $1.90 per bushel and primes also exhibit an easier tendency. The easiness of the market is due in part to a decline in the price of potatoes which has induced more liberal buying of the latter. We quote as follows:

Beans, handpicked, per bush	1 85	1 90
" prime, No. 1	1 70	1 80
" prime, No. 2	1 55	1 60
" Lima, per lb	0 07	0 07½

HONEY

The honey market is quiet and without special feature. We quote as follows:

Honey, extracted clover, per lb	0 07½	0 08
" seotions, No 1, per doz	1 90	2 00
" " No. 2, "	....	1 65
" Buckwbeat, per lb	0 05	0 06
" " sections per doz	0 75	1 00

SEEDS.

The continued fine weather has created an active business in seeds. Prices are high owing to scarcity of supplies, particularly of red and mammoth clover. Red clover is quoted with a range wider by $1 than last week and the same is true of mammoth clover. Our quotations are as follows:

Alsike clover, per bush	5 00	9 00
Red clover	8 00	10 00
Mammoth clover, per bush	7 00	11 00
Timothy	1 50	2 50
Hungarian, per 100 lbs.	2 60	2 70
Millet "		2 50
Orchard grass		1 4 00
Seed corn, Dent varieties, per bush	0 70	1 00
" Flint " "	1 25	1 30

MAPLE PRODUCTS.

A brisk trade is reported in maple products. Unfavorable weather has curtailed the 1905 crop, and as a result prices are advancing. We quote as follows:

Maple sugar, 1 lb cakes, per lb	0 09	0 10
" large cakes in tubs, per lb		0 08
Maple syrup, per imperial gal		0 90
" " wine gal		0 65
" " imperial quarts		0 25
New maple syrup, per imperial gal		1 50
" " per wine gal		0 85

Fish and Oysters.

The Lenten trade has kept up wonderfully well so far. During the past week fresh fish have been coming into the market and are in brisk demand. According to the present indications frozen fish will be entirely off the market by Good Friday. Among the new varieties of fresh fish noticed on the market are fresh-caught water trout, which are selling at 9c., fresh haddock, which is bringing 6c., cod steak at 7½c., and large lobsters, boiled, at 20c. Frozen halibut is out of the market as well as smelts, sea herring and Labrador herring. Frozen white fish and finnan haddie are in very short supply. We quote the following prices:

Fresh halibut, per lb		0 13
" haddock "		0 06
" trout "		0 09
" cod steak, per lb		0 07½
" lobsters, boiled, each		0 20
" B.C. salmon, per lb		0 10
Shrimps, per gal	1 15	1 25
Clacoes, per basket		1 25
Oysters, Long Island natives, per imp. gal		1 70
" Baltimores, per wine gal		1 40
" "Select," " "		4 80
Whitefish, frozen, per lb	0 07½	0 08
Finnan haddie, per lb	0 05½	0 06½
Frozen fresh water herring		0 03

Grain, Flour and Breakfast Foods.

GRAIN.

Quiet business and easier prices are reported in Ontario and Manitoba wheat this week. Northern No. 1 and No. 2 have each dropped 1½c., with No. 3 1c. lower than last week. Red and white wheat are 2c. lower, and oats ½c. below last week's quotations. The price of buckwheat, rye and barley will be nominal from now on on account of the regular demand from brewers and malsters having ceased for the season. After this the demand for these varieties of grain will be almost altogether for feeding purposes. We quote the following:

All on track Toronto.		
Manitoba wheat, Northern No. 1		1 06
" " " No. 2		1 02½
" " " No. 3		0 97½
Red, per bushel, new	1 05	1 05½
White " "	1 05	1 05½
Barley " "	0 48	0 50
Oats " "	0 43	0 43½
Peas "	0 74	0 75
Buckwheat " nominal	0 63	0 64
Rye, per bushel, " "	0 71	0 73

FLOUR.

The flour business continues quiet, and owing to the dulness of trade, prices have been dropped 10c. all round. Export business is dull and uninteresting. Our quotations are as follows:

Manitoba wheat patents, per bbl. in bags	5 30	5 60
Strong bakers " "	5 10	5 30
Ontario wheat patents " "	4 90	5 00
Straight roller " "	4 85	4 90

BREAKFAST FOODS.

Seasonable business is recorded in breakfast foods, particularly wheat cereals, during the week under review. Oatmeal is also holding its own. There are no changes in quotations to record. We quote as follows:

Oatmeal, standard and granulated, carlots, on track, per bbl	4 90
Rolled wheat in boxes, 100 lbs	2 90
" " 50 lbs	1 50
Rolled oats, standard, carlots, per bbl., in bags	4 35
" " " " " in wood	4 60
" " " " for broken lots	4 60
Rolled wheat, per 100-lb. bbl	3 00
Oornmeal	3 35
Split peas	5 00
Pot barley, in bags	4 00
" in wood	4 25

Hides, Tallow, Skins and Wool.

A quiet trade and an easier market rule in hides and skins for the week. Sheep skins are lower and pulled wools, supers and extras, are both easier in price. This is on account of a drop of 17½ per cent. over sales up to the end of December and of 5 to 10 per cent. over January sales. We quote the following prices:

Hides, No. 1 green steers, per lb		0 09
" " 2 " "		0 08
" No. 1 green, per lb		0 08½
" " 2 " "		0 07½
Country hides, flats, per lb	0 0 6¾	0 07
Calf skins, No. 1, selected		0 11
" " No. 2		0 09
Deacons (dairies), each		0 75
Sheep skins		1 25
Rendered tallow, per lb	0 04	0 04½
Unwashed wool, new clip, per lb	0 13	0 14
Pulled wools, super, per lb	0 21	0 22
" " extra "	0 22	0 23

QUEBEC MARKETS.

Groceries.

Montreal, April 13, 1905.

BUSINESS during the week has been quiet. Jobbers generally are content with what has been doing and look forward to the opening of navigation with pleasurable anticipation as advanee orders for shipment by first boats are good. A good trade is anticipated from the Northwest and travelers are booking good orders for low-rate delivery. The situation of the tea market is interesting, the advance in Ceylon greens having stimulated bids and buying. Some shading is noted in Japans, but is not genetal and seems to be of a elearing-out character before opening of new season's quotations. Sugars are only in fair demand and no heavy buying is done by the jobbing trade. Molasses advanced 3c. per gallon over our last week's quotations and Barbadoes is now quotcd on basis of 40c. per gallon for puncheons. Advices from the Islands are of a stiffening character owing to the uncertain crop reports received. Certainly no reduction can be looked for. Fish are somewhat dull and no improvement is expected in the near future. The mild weather has had a depressing effect on this business. No new lake fish are as yet in, though they should shortly be available, and when received will have a good effect on the market. Canned goods are quiet, and though some demand exists for canned fish and vegetahles, same is not heavy. No new features noticeable in the dried fruit trade other than another advance of 6d for dates, and the firmness in shelled walnuts. Sultana raisins are quoted 1-6d higher than March prices. New maple syrup and sugar is a common and plentiful commodity. From all appearances it is evident that more attention is being paid by the syrup farmers to the production of maple products, and the visit of inspectors of the Inland Revenue Department to the sugar districts, as well as the introduction of modern evaporating appliances, has resulted in this improvement. Provision market is easy and the heavy receipts of live hogs have lowered prices. Butter and eggs are slightly lower, as was expected. Cheese market is dull at the present high prices.

SUGAR.

The reduction by one of the refineries last week of 5c. per 100 lbs. did not affect the local trade, prices for extra granulated being still on basis of $5.65. Business is quiet, and no heavy buying by jobbers recorded. Country orders are not heavy. In some quarters an advance is looked forward to, but as a general thing, the trade is seemingly content to "buy as wanted."

Granulated, obls.	$5 65
" ½-bbls	5 80
" bags	5 60
Paris lump, boxes and bbls	6 15
" ½-boxes and ½-bbls	6 25
Extra ground, bbls	6 00
" " 50-lb. boxes	6 20
" " 25-lb. boxes	6 30
Powdered, bbls	5 80
" 50-lb. boxes	6 00
Phoenix	5 60
Bright coffee	5 50
" yellow	5 45
No. 3 yellow	5 40
No. 2 "	5 25
No. 1 " bbls	5 15
No. 1 " bags	5 10
Raw Trinidad	4 50
Trinidad crystals	4 85

SYRUPS AND MOLASSES.

A report from Barbadocs says that this year's crop is smaller than that of preceding two years, and that most of it is sold. The market is strong and active and prices hold firm with a tendency to advance. Since last report Barbadoes has advanced 3c. per gallon and on basis of puncheons is 40c. per gallon.

Barbadoes, in puncheons		0 40
" in barrels		0 42½
" in half-barrels		0 43½
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 45
Corn syrups, bbls		0 02½
" ½-bbls		0 02¾
" ¼-bbls		0 03
" 38½-lb. pails		1 30
" 25-lb. pails		0 90
Oases, 2-lb. tins, 2 doz. per case		1 90
" 5-lb. " 1 doz. "		2 35
" 10-lb. " ½ doz. "		2 25
" 20-lb. " ¼ doz. "		2 10

TEA.

The feature of the week has been the strength shown by Ceylon greens which cable advices from Colombo advanced another ½d. Some good business has consequently passed, and the fact that no greens are being turned out now by the planters in Ceylon has created purchasing desire for dealers interested in developing this trade here. Blacks are firm with good demand. London is reported as strong in these. China Young Hysons and gunpowders, particularly Pingsueys, are receiving more attention. Business in Japans has been stimulated somewhat by low offerings in local stocks and a tendency is evident for shading. What warrant, if any, there is for this, is not evident, except, pos-

sibly, the nearness of the new opening market. The reduction of the duty of 2d. made by the Imperial Parliament this week will have no local effect, other than producing a quietness in English offerings. The London tea dealers will, until July 1, when the new duty goes into effect, naturally refrain from clearing except in a hand-to-mouth character.

Japans—Fine	0 26	0 28
Medium	0 20	0 24
Good common		0 18
Common	0 12½	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders	0 12	0 12
Congous—Kaisows		0 12
Pakling boxes	0 12	0 14

COFFEE.

No new features to note. Business is fair with prices unchanged. Supplies are none too plentiful in some of the lower grades.

Good Cocutas	0 10	0 10½
Choice "	0 11½	0 12½
Jamaica coffee	0 10½	0 11
Java	0 18	0 22
Mocha	0 17	0 20
Rio	0 09½	0 11

SPICES.

Spices show no change in prices or volume of business. A slightly easier tendency is noted in some lines in New York, but locally no effect is evident.

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger	0 12	0 20
Cloves, whole	0 17	0 30
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 25	0 50

CANNED GOODS.

There is no change to note this week. A somewhat better demand prevails for tomatoes, beans and other vegetables. Canned fish selling well, haddies lobsters and salmon mostly asked for.

Salmon, pink	0 90	1 00
" spring		1 55
" Rivers Inlet red sockeye		1 65
" Fraser River red sockeye	1 50	1 75
Lobsters, talls		3 45
" 1-lb. flats	3 50	4 00
" ½-lb. flats		2 25
Canadian Sardines, ¼s	3 65	4 00
California asparagus	4 50	5 00
Asparagus tips	3 50	3 75

VEGETABLES.	Per doz.
Corn, 2-lb. tins	$1 20
" 2-lb. sucotash	1 25
Gallon corn	5 00
Tomatoes, 3-lb. tins	1 30
Gallon tins	3 60
Sugar beets	$0 85 0 95
2's Asparagus Tips	50
2's Beans, Golden Wax	0 80
2's " Refugee or Valentine	0 82½
2's " Crystal Wax	0 92½
2's Peas, No. 4 "Standards"	0 82½
2's " No. 3 "Early Junes"	0 85
2's " No. 2 "Sweet Wrinkled"	0 95
2's " No. 1 "Extra Fine Sifted"	1 30
2's Table Spinach	1 40

FRUITS.

Pears—Flemish Beauty Bartletts and pie in 2, 2½ and 3's	$1 15 $2 20
Peaches—White yellow and pie, 1½'s, 2's, 2½'s	
3's	1 25 2 82½
Gallon pears	3 15 3 67½
" peaches	3 55 4 50
Pumpkins, 3-lb. tins	0 72½
" Gal	2 50
3-lb. squash	1 00
2's Cherries, red, pitted	2 20
2's " " not pitted	1 75
2's " black, pitted	2 20
2's " black, not pitted	1 75
2's " white, pitted	2 40
2's " white, not pitted	2 00
2's Currants, red, heavy syrup	1 57½
2's " red, preserved	1 77½
Gals. " red, standard	4 75
Gals. " red, solid pack	7 00
2's " black, heavy syrup	1 75
2's " black, preserved	2 05
Gals. " black, standard	5 00
Gals. " black, solid pack	8 00
2's Gooseberries, heavy syrup	1 62½
2's " preserved	1 85
Gals. " standard	7 25
2's Lawtonberries, heavy syrup	1 57½
2's " preserved	1 85
Gals. " standard	4 97½
2's Pineapple, sliced	2 25
2's " grated	2 35
3's " whole	2 50
2's Plums, Damson, light syrup	1 00
2's " " heavy syrup	1 30
2½'s " " " "	1 57½
3's " " " "	1 85
Gals. " " standard	2 95
2's " Lombard, light syrup	1 05
2's " " heavy syrup	1 35
2½'s " " " "	1 62½
3's " " " "	1 90
Gals. " " standard	3 15
2's " Green Gage, light syrup	1 15
2's " " heavy syrup	1 47½
2½'s " " " "	1 72½
3's " " " "	2 00
Gals. " " standard	3 45
2's " Egg, heavy syrup	1 52½
2½'s " " "	1 80
3's " " "	2 10
2's Raspberries, red, heavy syrup	1 40
2's " " preserved	1 60
Gals. " " standard	5
Gals. " " solid pack	8 00
2's " black, heavy syrup	1 35
2's " " preserved	1 50
Gals. " " standard	4 75
2's Rhubarb, preserved	1 15
3's " "	1 90
Gals. " standard	2 62½
2's Strawberries, heavy syrup, 1903 pack	1 47½
2's " " " 1904 pack	1 60
2's " preserved	1 75
Gals " standard	5 50
Gals " solid pack	8 50

RICE.

Business quiet and market featureless.

B rice, in 10 bag lots	3 05
B rice, less than 10 bags	3 15
C rice, in 10 bag lots	2 95
C rice, in less than 10 bag lots	3 05

Fish.

Trade is dull, but there is hope for better business next week. There is a new arrival of fresh halibut, pike, dore and salmon, and the demand for them is fair at quotations. Their price, however, is expected to reduce as the supply increases. Frozen fish is practically out of the market. In smoked fish there is the usual demand. Season for fresh dore closes on the 15th instant.

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, April 14, 12.30 p.m.

BUTTER—Market firm. Choice creamery, 25c. Receipts light. Rolls scarce.

EGGS—Strong market. Lower tendency; 14 to 14½c. ruling to-day for 10-case lots.

CHEESE—Dull. No change.

PROVISIONS—Supplies coming in freely. Live hogs easy. No change in price.

Fresh salmon	0 18
Standard bulk oysters, per gal	1 40
Selects	1 60
Haddies	0 06 0 07
Bloaters in boxes, 100 fish	1 00
Yarmouth bloaters, 60 fish per box	1 10
Smoked herring, per box, new	0 11
Fresh haddock, per lb	0 04 0 05
Pike, " round winter caught	0 04 0 06
Fresh Pike	0 07
Halibut	0 08½ 0 09
B. C. Salmon, frozen	0 09 0 10
Fresh steak cod	0 05 0 05½
Small whitefish	0 06 0 06½
Dore or pickerel	0 07 0 07½
Fresh dore	0 10
No. 1 Labrador herring in 20-lb pails	0 80
No. 1 Herring, Labrador, per bbl	5 50
" " half bbl	3 00
No. 1 Holland herring, per half bbl	8 50
No. 1 Scotch herring, " "	6 50
" " per keg	1 00
Holland herring, per keg	0 65 0 75
No. 1 Salt mackerel, pail of 20 lbs	2 00
Boneless cod, 1 and 2-lb. blocks, per lb	0 00
" fish, " " "	0 06
" " loose, in 25 lb. boxes	0 05½
Labrador Salmon, half bbl	9 04½
" " (200 lbs.) bbls	16 00
" " Large (300 lbs.)	24 00
B.C. salt salmon, bbl	14 00
" " ½ bbl	7 50
Lake trout, salt, 100 lbs	4 50
Sea Trout in bbls. 200 lbs	9 50
" half bbls	5 50
Marshall's kippered herring, per doz	140
Canadian kippered, per doz	1 00
Canadian ¼ sardines, per 100	3 75 4 00
Canned cove oysters, No. 1 size, per doz	1 30
Canned cove oysters, No. 2 size, per doz	2 25

Foreign Dried Fruits.

Business in dried fruits is quiet, being of a hand-to-mouth character, and there are few changes of any consequence to note. Dates have again advanced 6d, with stocks of Hallowes in small compass. Shelled walnuts continue to show strength and a further advance of some 5 fr. is reported this week.

Sultanas have taken an upward turn and fine grades are now quoted 1-6d higher than March prices. Tarragona almonds are slightly easier owing to the lower freight obtainable by the direct steamer now about leaving.

VALENCIA RAISINS.

Fine off-stalk, per lb	0 05	0 06
Selected, per lb.		0 06½
Layers "	0 07	0 07½

DATES.

Dates, Hallowees, per lb	0 04	0 04½

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per b		0 13½
Peaches "		0 10½
Pears "		0 13

MALAGA RAISINS.

London Layers		2 00
"Connoisseur Clusters"		2 50
" " Quarter boxes		0 80
"Royal Buckingham Clusters," ½-boxes		1 10
" " Boxes		3 50
"Excelsior Windsor Clusters		4 50
" " ¼s		1 35

CALIFORNIAN RAISINS.

Loose muscatels, per lb.	0 07½	0 08
" " seeded, in 1-lb. packages	0 08	0 09
" " 2 crown		0 06
" " 3 "		0 06½
" " 4 "		0 08

PRUNES.

	Per lb.	Per lb.
30-40s.		0 08½
40-50s.		0 08
50-60s.		0 07
60-70s.		0 06
70-80s.		0 06
80-90s.		0 05
90-100s		0 05
Oregon Prunes (Italian style) 40-50s		0 08
" " 50-60s		0 07
Oregon prunes (French style), 60-70s		0 06
" " 90-100s		0 04
" " 100-120s		0 04

CURRANTS.

Filiatras, uncleaned		0 04½
Fine Filiatras, per lb. in cases	0 04½	0 05
" " cleaned	0 04½	0 05½
" " in 1-lb. cartons	00 5½	0 06
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 06

SULTANA RAISINS.

Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton		0 09

ELEME TABLE FIGS.

Six crown, extra fancy, 40-lb. boxes		0 13
Five crown, fancy, 10-lb. boxes		
Four crown, fancy, 10-lb. boxes		0 09
Three crown	0 07	0 07½
Glove boxes, fine quality, per box		0 11
Fancy washed figs, in baskets, per basket		0 20
" pulled figs, in boxes, per box		0 22
" stuffed figs, " "		0 28
12-oz. boxes	0 06½	0 07

Country Produce.

MAPLE PRODUCTS.

New product is coming in freely and in sufficient quantity to supply demand. The crop which at first was thought would be large this year, will only be average owing to recent rains, and it is generally expected that prices will hold high and firm. There is, however, no change to report in prices this week.

Maple syrup, in wood, per lb	0 06	0 06½
Maple syrup, in large tins	0 07½	0 07½
Pure new sugar, per lb	0 11	0 12
Pure Beauce County, per lb		0 08

HONEY.

Business dull; market easy.

White clover, extracted, tins	0 07	0 07½
" " kegs	0 07½	0 07½
" " comb	0 13	0 13½
Buckwheat	0 06	0 06½

BEANS.

Prices remain firm. Stocks light, and

COFFEES

Have you realized that we use only the best Java, Mocha, Bogota and Mexican Maracaibo coffee in our blends?

The cup quality of these goods has secured, and is holding for us, the biggest and most particular trade in Canada—these buyers are making money out of our blends; why shouldn't you?

We import direct from the country of growth.

Our machinery is of the very latest and most improved type and is operated by experienced experts.

Every roast is carefully graded and cleaned and all foreign substances are thrown out.

Carefully packed in attractively-labeled air-tight tins, weighing from 25 to 125 lbs.

See our salesmen, or write direct for sample tin of Brazilian, Rio or Santos grades—we will guarantee the quality of these blends or you may return the tin at our expense.

GORMAN, ECKERT & CO.
LIMITED
LONDON, CANADA
Makers of **Grocers' High-Class Specialties**

Good morning, Mr. Grocer! "Fine weather, ain't it?" as your friend over the way puts it. You did? I'm very glad to hear it. There's no getting over it—Delhi Epicure Catsup is a great seller; but what else could you expect. It's better and cheaper than most of those so-called high-grade imported Catsups, and it's much better that both you and your customer should have the extra profit than that it should go over the line to help build up Uncle Sam's Navy.

You say some of your customers want a Catsup at a lower price? Now, we have some really good Catsups at remarkably reasonable prices, quality considered.

First and Foremost, there's our Aylmer Canada First Catsup, which we supply in tin, glass or in stone jugs.

Then, if you want anything still good, but a little lower in price, we can supply our Red Cross and Tiger Brand Catsups.

So you see there is really no good reason why you shouldn't give me your entire Catsup trade. You will? Thanks, very much.

THE CANNERS' DRUMMER

city and Victoria there is a decided feeling that the trade of British Columbia should be held for those houses which are located in the province, though the tax was not to aid that view—merely a revenue proposition. The evading of the tax, by residence in British Columbia, does not make it necessary for a traveling man to carry stock in the province. That was the first proposition, but opposition developed from many non-resident in British Columbia who merely act as commission agents, carrying no stocks of the lines they represent. The bill as at first brought down was then amended to except these, and passed in the amended form.

* * *

Vancouver citizens are again pressing upon the city council to provide market facilities for the sale and disposal of farm and dairy produce direct by the growers. The subject has been discussed a great deal in years past, and sometimes it appeared as if a successful finish was in sight, but hitherto there has always been a failure at the end. This time it is being urged upon the council and the mayor that they have individually, in many cases, pledged themselves to a market, before they were elected, and they are now being asked to make good their promises.

With the increase of transportation facilities, additional roads and larger number of small steamers serving coast districts, it is pointed out that a great many more producers could now reach the city each week with their products if they had the means provided which a weekly market would give. At the present time, the project is shaping up to have a site on False Creek, in a central location, reached by both the Great Northern and C.P.R. tracks, and accessible from the waterfront of False Creek, so that all coasting craft could come in to the market wharf.

* * *

The weekly market at New Westminster, the only successful one in the province, has for years been a feature of retail business in the Royal City. The merchants there are strong advocates and supporters of it. Week by week large quantities of produce are brought down the Fraser River by steamer, and teamed in by ranchers from nearer points, and never yet has there been a dearth of buyers.

* * *

The City of Victoria is looking to the revival of an industry long dormant, the rice mill, built years ago in that city, but which closed down seven years ago for lack of support. Mr. Jas. Townley, the owner, has re-located the mill on Douglas street, and has begun the grinding of rice flour once more. He is a practical miller with many years experience, and now that trade is greater in volume in this province there is every hope for success in the revived industry.

* * *

Latest news from the north says that the snows are melting fast, and river navigation is expected earlier than any previous season since the Yukon was opened.

* * *

Traffic to B. C. up-coast points is increasing very rapidly with the approach of the northern salmon packing season. Many operatives and large quantities of supplies are being shipped weekly, and several additions to the fleet engaged in serving up-coast points are noted. The steamer Venture is being re-modelled from a freighter to a passenger boat, by Capt. Warren, to take the place of the wrecked "Barabara Boscowitz." The C.P.R. have put the "Princess Beatrice" on the northern route, taking her off the Seattle-Victoria run, and the company formed by Capt. Buchholtz and N. Thompson are said to be going ahead with the building of a fine steamer for the same trade.

* * *

The announcement has just been made that several Vancouver houses, including Kelly-Douglas & Co., wholesale grocers; McLennan, McFeely & Co., wholesale hardware, and Ironsides, Rannie & Campbell, have just united to form a company to engage in steamboating on the Skeena River. The reason for this decision is that the Hudson Bay Co. now operate the only steamer on that river, and with the traffic which the coming of the G.T.P. has incited the Vancouver merchants do not want to be shut out from the field, as they would practically be if left at the tender mercies of a company trading in opposition to them.

* * *

Another steamship line is arranging to commence regular calls at the ports of British Columbia from Atlantic and Southern Pacific ports. This is the line owned by W. R. Grace & Co., a New York firm, which proposes to handle ocean freights for the B. C. ports as well as for U. S. ports. Though owned in New York, the Grace line flies the British flag. The Kosmos line of steamers, owned in Hamburg, also makes the route round the Horn, which the Grace line will cover.

In local markets firmness in the price of butter, weakness in storage eggs, higher quotations on oranges, and also in oats, are noted.

The supply of creamery butter is still limited, though by the next arriving Australian steamer further shipments are expected from New Zealand, while local supplies continue to increase. Fresh eggs are scarcer than they were, but storage eggs are rather heavily stocked for the lateness of the season. Prices run for eastern creamery, about 28c; for local creamery, 30c. in jobbing way. Fresh eggs, local, 25 to 30c.

MANITOBA MARKETS.

Special Report from the Winnipeg Office of THE CANADIAN GROCER.

Quotations corrected by telegraph up to 12 a.m. Thursday, April 13th, 1905.

BUSINESS in wholesale grocery circles continues fairly active, some houses indeed reporting an exceptionally good trade in the early days of April. There are not many changes in the list of prices given below from week to week and, in fact, all values in groceries seem steady. Perhaps the most notable change has been the advance in sugar noted in "Last minute Manitoba markets" in last issue. This advance of 10c. on all grades applies only as far west of Winnipeg as Portage la Prairie. West of that town, no change has been made at time of writing. As there had been a previous decline of 10c. on sugars for points west of Portage la Prairie there is, therefore, a difference of 20c. The fixing of prices for the various districts in the Northwest seems to be done in very arbitrary fashion. The rolled oats market in the United States continues very firm. Stocks here are really worth more than is being asked for them in view of the condition of the market, but as there are considerable supplies on hand and contracted for ahead at former prices, it is not likely that any advance will be made at present. In this connection it might be noted that advances have been made in the United States in the price of "Banner Oats" and "Quail Oats" packages containing premium crockery, and in view of the condition of the market, an advance in Winnipeg would be justified. However, as considerable supplies are held in the city, no advance is likely to be made until stocks on hand are exhausted. Canadian canned corn is selling at $2.50 per case, and there are some American brands on the market at a lower price.

Sugar.

As noted last week in our "Last minute Manitoba markets," there has been an advance of 10c. on all grades of refined sugars for points as far west as Portage la Prairie. West of that town no advance has been made, and as a reduction of 10c. was made in that district about three weeks ago, the recent changes have, therefore, made a difference of 20c. Prices seem to be determined for the various parts of the West in most arbitrary fashion. Advices from outside markets continue to indicate a very firm market with no prospect of a decline. A slight reduction may be made locally after the opening of navigation, as freight charges will be about 15c. less from Montreal; but effect has not always followed this cause in previous years. We quote:

Montreal granulated, in bbls	6 40
" " in sacks	6 35
" yellow, in bbls	5 90
" " in sacks	5 85
Wallaceburg, in bbls	6 30
" " in sacks	6 25
Icing sugar in bbls	7 00
" " in boxes	7 20
" " in small quantities	7 60
Powdered sugar, in bbls	6 80
" " in boxes	7 00
" " in small quantities	7 25
Lump, hard, in bbls	7 10
" " in ½-bbls	7 20
" " in 100-lb cases	7 10

Canned Goods.

Canadian canned corn is now selling at $2.50. Some American brands are selling at lower prices. We quote:

Apples, 3's, 2 doz. cases, per case	2 15	2 20
Cherries, red pitted, 2's, 2 doz		4 40
Currants, red, 2 doz. cases, per case		3 35
" black, " "		3 75
Gooseberries, " "		3 50
Lawtonberries, 2's, " "		3 35
Pears (Bartletts), " "		3 50
Peaches, 2's, " "		3 75
" 3's, " "		3 75
Raspberries, red, " "		2 90
" black, " "		3 00
Strawberries, " "		3 50
Plums, Lombard, 2 doz. per case		2 35
" green gages, 2 doz. case, per case		2 50
Tomatoes, 3's, per 2 doz. cases	2 85	3 00
Corn, 2's " "		2 50
Peas, 2's " "		1 90
Beans, 2's " "	1 90	1 95
Salmon, finest sockeye, per case		7 00
" humpback, "		3 75
" cohoes, "		5 25
Boneless chicken, lb. tins, per doz		3 5
" turkey " "		3 25
" ducks " "		3 25

"A Good Dinner May be Life's Most Important Action"

—(Goethe)

In this sentence, the versatile German, did not only wish to depict the emptiness of glory and fame, but also wanted to express his keen satisfaction for having had a good dinner with the king : "sauer-kraut," pheasant, and a few glasses of Madeira wine, presumably.

What Would an Easter Dinner be Without Madeira Wine ?

In this country of ours, pheasants are rather scarce, "sauer-kraut" is not commonly used, but Madeira wines, and the best that Madeira Island has ever produced, are enjoying a great favor and can be had in the twinkling of an eye.

Since twenty years or so the export of Madeira has been gradually increasing, its consumption being yearly magnified for its fine taste and richness of flavor, which make it, indeed, the king of all table wines as an appetiser.

We Most Highly Recommend:

BLANDY BROS.' MADEIRA WINES—

London Particular { in case, 24s pints. / in case, 12s quarts. / in wood, 10, 20, 30 gallons.

London Especially Selected { in case, 24s pints / in case, 12s quarts. / in wood, 10, 20, 30 gallons.

London Very Superior in case or in wood

as the best ever produced.

The Blandy Brothers firm is the largest in existence ; her continental trade as well as her export trade is by far the most extensive known. Her products have been awarded highest prizes wherever exhibited, and every progressive wine merchant or grocer should look for the best value when buying.

OTHER WINES IN ACTUAL GREAT DEMAND :

Malaga pale and sweet Blandy Bros. (in wood) 10, 20 gallons.
Malaga pale and sweet, white label, Blandy Bros (in case), 12s quarts.
Sherry Xeres Manzanilla, Amoroso, and Amontillado.
Claret Chateau Berges, "the best for the money," in quarter cask, 40 gallons.
Champagne Vve. Amiot, carte d'or, extra dry in 12s qrts, in 24s pts.
Champagne Vve. Amiot, carte d'argent, sec, in 12s qrts, in 24s pts.
Champagne Cardinal, extra dry, quarts or pints.

OTHER MONTREAL FAVORITE BRANDS:

RICHARD'S Brandy, PUREST, STRONGEST, BEST.

MITCHELL'S Scotch AND Irish Whiskies THE MOST POPULAR IN ENGLAND AND SECOND TO NONE IN CANADA.

LAPORTE, MARTIN & CO'Y, LIMITED,

70, 72, 74, 76, 78, 80 St. Peter Street, - - MONTREAL



RETURNED
APR 14 1905
Amongst others in Toronto, can be had from
THE EBY, BLAIN CO., LIMITED
H. P. ECKARDT & CO.
and in Hamilton from
W. H. GILLARD & CO.

Cases of 3 doz.:

$1.19 per doz. or $14.28 per gross

F.O.B. Wholesaler's Shipping Point

Lots of 5 gross:

$13.40 per gross

Delivered to any Railway Station from Halifax to Vancouver

TERMS:

Net 30 days, or 1 10 days

The Finest Cleaner Made.



Bon Ami

RETURNED
APR 14 1905

Is an improvement in the list of house cleaning necessities.

It is a scouring soap.
It is a metal polish.
It is a glass cleaner.

It is always used in the form of a *thin* lather. Requires little water, makes *no muss* and WILL NOT SCRATCH.

Bon Ami cleans by *dissolving* the dirt or tarnish; not by "scouring" and "wearing out" the object cleaned.

Ask your grocer for a cake. Read the directions inside the wrapper.

HUDON, HEBERT & CIE., MONTREAL

Agents in Canada

The Most Liberally Managed Firm in Canada

Spices.

The local spice market is firm and unchanged. We again quote.

Pepper, black, per lb	0 18
" white, "	0 25
Cayenne, "	0 21
Cloves, ground "	0 25
Cassia, "	0 16
Allspice, "	0 14
Ginger, "	0 15
Cloves, whole	0 25

Rice, Tapioca, Etc.

No change. We quote again:

Rangoon rice, per lb	0 03½ 0 03⅞
Patna " "	0 04¼
Tapioca, per lb	0 03½
Sago, "	0 03½

Syrups and Molasses.

The position of Barbadoes molasses continues very strong owing to unfavorable reports from the Islands. Corn syrups are meeting with increased attention. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 40
" " 5-lb tins, per 1 "	2 70
" " 10-lb tins, per ½ "	2 50
" " 20-lb tins, per ¼ "	2 40
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03¼
Barbadoes molasses in ½-bbls, per lb	0 04
New Orleans molasses in ½-bbls, per lb	0 02½
" in barrels	0 02⅜
Porto Rico molasses in ½-bbls., per bbl	0 04½

Coffee.

Rios continue easy in tendency, but no further reductions have been made. We quote:

Green Rio, per lb	0 10½ 0 11
Roasted, per lb	0 13

Cocoa and Chocolate.

The price of Baker's chocolate in ½-lb. packages is 37c., and ¼ and ½-lb. packages of cocoa are sold at 42c. per lb.

Jam.

Upton's jam is quoted at 50c. per pail in Winnipeg. The Brandon price is 52c., the price in Calgary and Lethbridge, 57c., and the Edmonton price, 60c.

Nuts.

Still quoted as follows:

Almonds, per lb	0 12½
" (shelled), per lb	0 28
Filberts	0 11
Peanuts,	0 11½
Jumbos	0 14
Walnut, per lb	0 12
" (shelled) "	0 25
Pecans, per lb	0 15 0 16
Brazils, per lb	0 16

Foreign Dried Fruits.

The foreign dried fruit list continues firm, and there is considerable activity. We quote:

Valencia raisins, Trenor's, per case f.o.s	2 00
" selects	2 20
" layers	2 25
California raisins, muscatels, 3 crown, per lb	0 06½
" " " 4 "	0 07½
" " choice seeded in ¾-lb. packages per package	0 06¾
" " choice seeded in 1-lb packages per package	0 08 0 08½
" " fancy seeded, 1-lb. packages, per package	0 09½
Prunes, 90-100 per lb	0 04½
" 80-90 "	0 04¾
" 70-80 "	0 05¼
" 60-70 "	0 05¾
" 50-60 "	0 06½
" 40-50 "	0 07½
" silver "	0 07½
Currants, uncleaned, loose pack, per lb	0 05½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 06¾
" Vostizzas, uncleaned	0 06¾
Dates, new per lb	0 05
Figs, cooking in bags, per lb	0 03½ 0 04
Apricots, choice, in 25-lb. boxes, per lb	0 13½
" standard, " "	0 12½
Peaches, choice, " "	0 13½
" standard " "	0 13
Pears, (choice halves) " "	0 13½
Nectarines, choice " "	0 11
Plums, choice (dark pitted) per lb	0 10½
Candied Peel—Lemon peel, per lb	0 09
Orange "	0 09½
Citron "	0 14

You Should be More than Willing

to recommend

Clark's Sliced Smoked Beef

to your customers. They will like the beef because it is a dainty as well as an ideal food, always ready for the table. It's good business to talk it up.

GROCERS, PLEASE TAKE NOTICE:—

WE HAVE THE BEST COCOANUT IN CANADA

We have most up-to-date machinery, and are turning out the finest cocoanut on sale. "White Dove" brand is what you should ask for and insist upon getting Send a trial order—Convince yourself.

W. P. DOWNEY, 26 St. Peter St., MONTREAL

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS **COCOA**

QUEEN BRAND PEAS.

Every up-to-date house-wife asks for Queen Brand Peas. WHY? Because every tin is a perfect tin, quality right, flavor right, while the syrup is clear and pleasant.

We are offering Special Prices on car lots. Let us quote you on our

Quinte Garden Peas Sweet Wrinkle Peas Sifted June Peas Gold Label Peas

Place your order with us NOW. It will pay you.

BELLEVILLE CANNING COMPANY, - - - BELLEVILLE, ONT.

TRADE MARK

This design a guarantee of quality

WRAPPING PAPERS

ALL GRADES, AND BEST OF EACH

GREY, RED-BROWN, MANILLA, FIBRE, TEA, ETC.

SAMPLES AND PRICES FOR THE ASKING.

CANADA PAPER CO.

TORONTO LIMITED MONTREAL

Genuine **Pratts Astral Lamp Oil**

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

FOR SALE.

GROCERY and shoe business; stock $3,000; turnover $15,000 last year; no old stock. Box 230 Canadian Grocer, Toronto. (16)

WANTED.

FIRST-CLASS firm to take up the sale of a really superior Scotch Whisky for Canada. For particulars apply Buchanan & Stevenson, Quality street, Leith, Scotland. (15)

WANTED—Salesmen for high grade specialty, on liberal commission basis. Men with a record preferred. Applicants must forward satisfactory references as to character, ability, etc. Toledo Computing Scale Co., 21 John street south, Hamilton, Ont. (16)

WANTED—Clerk for general store. Must be thoroughly competent and furnish references. Address Huron Lumber Co., Spanish River, Ont. (16)

WANTED — Man of extensive experience with importing commission houses; exceptional opportunity for a capable man to secure a lucrative and permanent position. Apply P.O. Box 996, Montreal. (16)

SITUATION WANTED.

BY energetic grocery clerk, situation as traveller for city or road. Ten years' experience behind counter, strictly temperance, reference. Box 240, Canadian Grocer, Toronto. (15)

PARTNER WANTED.

MANUFACTURER of proprietary article, already being sold by hundreds of leading stores, and capable of great development, is desirous of meeting with partner—manufacturer's agent preferred—who could invest $3,000 to $5,000 Investigation courted. Scotsman, c/o Canadian Grocer, Toronto. (14)

FOR SALE—NO FAKE.

City and town rights for preserving eggs. Circulars for stamp. Box 2B Canadian Grocer, Toronto. (16)

FOR SALE

1 Pair of Scales (capacity 2,000 lbs.) at a bargain.

Apply Box 238.

CANADIAN GROCER

10 FRONT STREET E., TORONTO.

Evaporated Apples.

Prices continue very firm, but there has been no further advance. We quote:

Evaporated apples (new), 50-lb. cases	0 07½
" " 25-lb. cases	0 08

Beans.

Hand-picked beans are quoted at $2.10 to $2.15 per bushel, and the ordinary grade at $2.

Fish and Oysters.

Mild weather has affected the local fish trade. There are no changes of note and we quote again as follows:

Lake Winnipeg whitefish	per lb.	....	0 06
Slave Lake whitefish	"	0 07	0 07½
Yellow pike (pickerel)	"	....	0 05
Lake Superior trout	"	....	0 08½
Lake Superior loose frozen herring	"	0 03	0 03½
Tubbees	"	....	0 04
Gold eyes	"	....	0 03
Blue fish	"	....	0 18
Mackerel	"	....	0 15
Red snapper	"	....	0 15
B.C. salmon (case lots 9c.)	"	....	0 09½
Halibut	"	....	0 08½
Jack fish	"	....	0 03½
Tomicods	"	....	0 05
Hake	"	....	0 07
Perch	"	....	0 04½
Eels	"	....	0 08
Cod, steak size	"	....	0 08
Cod, market size	"	....	0 07
Flounders	"	....	0 05
Haddock	"	....	0 08
Atlantic smelts, extra, 20-lb. boxes	"	....	0 12
" " No. 1, " "	"	....	0 08½
" " No. 2, " "	"	....	0 07½
"Halifax" brand salt cod, fish cakes 24-1's	"	....	0 11
"Acadia" " " " 20-1's	"	....	0 09
"Bluenose" " " " 20-1's	"	....	0 07
"Acadia" " " 2-lb. boxes	"	....	0 09
" " " 4-lb. "	"	....	0 09
" " shredded, 24 cartons, per bx.		....	2 00
" " " bulk, in 15-lb. boxs.		....	0 08
Large Labrador and Nfld. salt herrings per 100 lb.		....	5 00
" " " per 20-lb. pail.		....	1 20
Salt mackerel, in 20 or 30-lb. pails		....	0 12½
Finnanhaddie, in 15 or 30-lb. boxes		....	0 08
Smoked halibut strips		....	0 11
Kippered gold eyes, per doz		....	0 50
Yarmouth bloaters, 60 in box, per box		....	1 75
Lobsters, fresh boiled, per lb.		....	0 25
Shrimps, large size, per quart		....	0 60
Caviar, extra, small jars, per jar		....	0 40
Frog legs, 6 doz. in box, per doz.		....	0 40
Oysters, standard, per gallon		....	2 00
" select, "		2 15	2 25

Flour.

We quote as last week:

No. 1, patent	2 95
" 2, "	2 75
" 3, "	2 00
" 4, "	1 50

Breakfast Cereals.

As noted above, oatmeal is selling at prices considerably lower than the condition of the market would seem to warrant. Prices have advanced in the U. S. market, and there is sure to be an advance in Winnipeg when supplies on hand and supplies contracted for ahead at low prices have been exhausted. Cornmeal is also firmer and local quotations are advanced to $1.60. We quote:

Rolled Oats, 80-lb. sacks, per cwt	1 95
40-lb. " "	2 00
20-lb. " "	2 05
8-lb. " "	2 40
Cornmeal, in sacks, per cwt	1 60
" in ½ sacks, "	1 60

Buckwheat Flour.

Still quoted at $1.70 per half-sack.

Maple Products.

New maple syrup from Sutton, Quebec, in 5-gal. tins, is selling at $5. Sugar in quarter and half-pound cakes is selling at $3 per 25-lb. box.

Honey.

Prices are as follows:

Clover honey 1-lb glass, 2 doz. in case, per doz.	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, 8 in case, per tin	1 00
" " 60-lb tins, per lb.	0 09
Fancy comb honey, 2 doz. to the case, per doz.	2 50

Eggs.

Large supplies are coming in. Prevailing price to the trade is about 11c.

CLAY PIPES

Those made by McDOUGALL are peerless. Insist upon having them.

D. McDOUGALL & CO., Glasgow, Scot.

POULTRY, FISH

WINNIPEG FISH CO. PHONE 1480.

GAME AND OYSTERS.

259 PORTAGE AVE.

Any quantity of fish shipped.

ADDRESS—Mail P. O. Box 791, WINNIPEG, Man

SALT SALT

TABLE, DAIRY AND CHEESE SALTS

FINE AND COARSE SALTS IN SACKS AND BARRELS

LAND SALT

C. R. COOPER

Toronto Salt Works

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

BUY

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them.

TURNED
APR 14 1905
Cut Book 33
Page 32
Rucks

Drink Good Water

SAINT-LOUIS VICHY WATER

RED CLOVER BRAND



The Most Delicious
The Most Sparkling
Superior to all Others

A Sure Cure for

STOMACH TROUBLES
GOUT
GRAVEL
DIABETES, ETC.

In order to avoid confusion see that the ticket, the capsule and the cork bear the mark **SOURCES SAINT-LOUIS** and the **RED CLOVER.**

DIRECTIONS

A wine glass before or after meals; a large glass mixed with milk before breakfast.

SOLD EVERYWHERE

AT ALL GROCERS ***AT ALL DRUGGISTS*** ***AT ALL BARS***

L. CHAPUT, FILS & CIE., WHOLESALE GROCERS, MONTREAL

SOLE AGENTS FOR CANADA

You Can Save Money

by writing us for samples of teas or coffees. Complete assortment. As a starter send for sample of our **Ceylon Black at 12½c.**; and **China Young Hyson at 8½c.**

Jas. Rutherford & Co.

27 St. Sacrament Street, - Montreal

A Matter of Interest

Every live grocer is looking for the BEST goods at the BEST profits.

The **"BEE"** brand Specialty men are on the road calling on the trade with a proposition that will be interesting to every man who is working for his own interest.

It will pay you to give them a hearing.

"BEE" STARCH CO.

Montreal

"Condor" Ceylon Black Tea in Lead Packages

MADAM HUOT'S COFFEE

"Condor" Japan and Black Tea, Baking Powder, Mustard, Vinegar.



1-lb. tins, 31c.
2 " " 60c.

Pure, rich, delicious.

The art of combining coffees of different countries, so as to obtain this exquisite liquor, which constitutes the good French coffee, requires practical knowledge, not given to everybody to acquire. Thus, it is a veritable good fortune, for the connoisseur, to be able to enjoy this unique combination known as Madam Huot's Coffee. As it has conquered the Parisian market, it is now conquering the general favor of the Canadian public.

DON'T BE WITHOUT IT

SOME BARGAINS.—Just in.

113	Catties nicely-made, good-liquoring, Imperial Gun Powder Tea, at	18½c.
23	" Fine Pea Leaf Gun Powder Tea at	21½c.
86	" Choice Pea Leaf Gun Powder Tea, at	22½c.
128	H/Chests New Season Moyune Young Hyson Tea, at	10½c.
50	" Japan Tea, Natural Leaf, Early June Pickings, Extra Liquor, at	17½c.
75	x 30 lbs. Boxes good Japan Tea, **A JOB**, at	15c.
77	Matts, 8 x 5 lbs. each, good Japan Tea, **A JOB**, at	17½c.
552	Pkgs.	

ASK FOR SAMPLES. IT PAYS!

"EMD" Baking Powder, Spices, Coffee, Tea, Bar.

Specialty of High-Class Goods in

Teas, Coffees, Spices and Vinegars.

"Old Crow" Baking Powder, Vinegar, Spices, Coffee.

E. D. MARCEAU,

281 and 285 St. Paul St., - MONTREAL

CROCKERY DEPARTMENT

Glass-Cutting in Canada.

FIVE years ago the art of glass-cutting was practically unknown in Canada; since then, however, the manufacturers have brought it to the attention of the trade very forcibly and, consequently, cut glass has found its way into a very large number of stores. About six thousand glass-cutters are employed in the United States at the present time, where the industry has been carried on for a period of twenty-five years. Only forty-five men are employed at it in Canada, but most of these came from such shops as Dorflinger's, Libby's and Hawkes,' and, consequently, can turn out an article as good or better than any of these firms. It has been a hard matter to convince the public that Canadian cut glass is superior to American, as it is not so well established here, and customers, even yet, are occasionally inclined to favor an article marked "Imported."

The only known firms manufacturing cut glass in Canada are Gowans, Kent & Co. and Roden Bros., both of Toronto, and Henry Birk & Son, of Montreal. The glass used for cutting is specially prepared, being composed of very fine sand, from the Berkshire Hills of Massachusetts, and red lead, and is very soft and heavy, as the contents would indicate. Ordinary glass could not be cut as it is too hard and brittle. The stones used for cutting are imported from Scotland. In order that the sparkle and brilliancy may be preserved, all that is necessary is a little care exercised when cleaning. Never use cold or hot water, as the glass is very susceptible to either of these. A very profitable hour could be spent in a cutting shop where you can see the workmen turning blanks into pieces of rich cut glass.

China and Crockery.

The new goods in china and crockery show an advance over previous years. In dinner sets the most attractive thing seen was in china, with a delicate edge of violets or roses. As a general rule, however, the sets with a more elaborate color scheme are the best sellers. Berry sets are displayed in great variety. Floral sprays and a shaded edge form the decoration of the prettiest line. A new line this Spring is a bureau set. It is of opal color with hand-painted decoration, and is sold in an assortment of six pieces.

A New Gas Shade.

The Cremo inverted gas burner is a novelty which should soon become a necessity. Anyone who has read with the light of an ordinary gas light, and has had to put up with the patchwork of shadows and light which is the necessary complement of any ordinary fixture, will hail with pleasure the new device. By being inverted, it is absolutely free from shadows, and it throws a light of the radiance of an electric lamp. Its decorative appearance will commend it to those who aim at having a pretty house. Gowans, Kent & Co. handle it.

Among the Trade.

R. Campbell's Sons, pottery manufacturers, Hamilton, are putting on the market a bed and douche pan of entirely new design.

Dahud clay fuel for gas fires is being manufactured at R. Campbell's Sons' pottery, Hamilton.



Sixty Years of Popularity

COX'S GELATINE

may now be had in a new form as

COX'S INSTANT POWDERED GELATINE

It dissolves instantly in hot water. No trouble. Recipes in every box.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH.

STRONG DURABLE LIGHT



POROUS AND CHEAP

No. 1 Assortment
at $5.10 and No. 2 at $4.15. of
Flower Pots and Saucers
are specially adapted to the requirements of grocers and general stores.
Ready Crated for Rush Orders.
The FOSTER POTTERY CO.
HAMILTON. Limited

MAPLE SYRUP



Originator of the celebrated Small's Brand Maple Syrups and Confections, product of the Canada Maple Exchange, Montreal.

Small's Brand monogram mounted on maple leaf, was registered in 1881, the oldest registered maple syrup trade mark in the British Empire. 2nd—Small's Brand has been awarded, with but one exception, all Gold and Silver Medals ever offered in Canada, and many from abroad.

TELFER BROS., Winnipeg, (Wholesale) in the month of January, 1903, purchased 22 cases SMALL'S BRAND MAPLE SYRUP, in January, 1904, 355 cases, and in January, 1905, 1072 cases—over four cars. Are you sharing a like satisfaction and profits?

FOR SALE BY ALL JOBBERS

VITRIFIED
JOHN MADDOCK & SONS, LTD., ENGLAND

E. W. Klotz, 24 Wellington Street West, Toronto

Import Headquarters.

JOHN MADDOCK & SONS LTD. ENGLAND. ROYAL VITREOUS

Maddock's Welded Edge Hotel-ware

has no equal for durability, style and finish.

The best Dinner-ware made bears Maddock's "Royal Vitreous" stamp. Absolutely free from crazing. Prices and illustrations on application.

Toilet-ware, made in England and decorated in Canada, applies to my special line of Maddock's Royal Vitreous to retail at $4.00 per set, in various colorings. The denseness of the ware prevents absorption.

Allerton's Dark Blue Willow Dinner-ware, in the quaint old shape, at moderate price.

Send for booklet, "The Story of the Blue Willow."

Blue Ribbon Ceylon Tea

The **name** of **Blue Ribbon** pleases.

Better still, the **tea itself** pleases. It is so easy to sell a **known** tea of **known quality.** This is why **all** grocers should handle **Blue Ribbon.**

The Red Label at 40c. is worth 50c.

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons

Hamilton Pottery **HAMILTON, ONT.**

THE DICKENS ASSORTMENT

B. H. M.

(SCENES FROM DICKENS, IN BLACK, WITH GOLD EDGE)

IS ONE OF THREE NEW ONES OF

ENGLISH FANCY EARTHENWARE

THE OTHERS BEING JUST RECEIVED.

BRISTOL ART No. 5105 (Very Unique), and Roses, and handsomely stippled with Gold.

JUST THE THING FOR TOURIST TRADE.

VERY SUITABLE ALSO FOR WEDDING PRESENTS.

☞SEND FOR LISTS

BARNARD & HOLLAND CO.

MONTREAL

Start your Pineapple business by ordering a case of our famous

L Brand

ripened to perfection, and will give you the utmost satisfaction.

McWILLIAM
Mc. AND E.
EVERIST

TORONTO, - - ONTARIO

Strawberries,
Tomatoes,
Spinach,
Cucumbers,
Asparagus,
Radishes,

Arrive Daily. Careful selection in filling all orders.

THE DISTRIBUTORS CO. LIMITED

have bought out the business of
Husband Bros. & Co.,

Wholesale Fruits Vegetables, Etc.

and purpose carrying a more complete and varied stock than ever.

Parties wanting anything in the Fruit or Produce line will do well to **Write, Wire** or **Phone** your orders—they will receive very best attention. Satisfaction guaranteed. Prices as low as consistent with quality of goods.

QUALITY FIRST will be our motto.

Your Trade Solicited.

Consignments of Fruits or Produce Wanted.

THE DISTRIBUTORS CO.
LIMITED
82 Colborne St., TORONTO.
Successors to HUSBAND BROS. & CO.

GREEN FRUITS AND VEGETABLES

A DEAL has been completed in Ontario fruit circles this week which promises to be of immense benefit to the fruit growers of Western Ontario. The present system of fruit shipping has been found unsatisfactory, particularly to smaller shippers, who experience great difficulty in keeping in touch with the demands and conditions of various markets. As a result, they are often obliged to sacrifice their fruits on account of having shipped them to an over-stocked market.

To obviate this, a number of prominent fruit shippers have formed a distributors' company which it is thought will bring about a more equitable distribution of fruit throughout the Dominion of Canada. The company have completed negotiations with the Bell Telephone Co. for a private line from Toronto through the Niagara Peninsula. Capitalized at $1,000,000. It is stated that a large quantity of stock has already been taken up.

The directors are: T. H. P. Carpenter, Winona, president; H. M. Mulholland, Toronto, vice-president and managing director; S. M. Culp, Beamsville H. K. Griffith, Grimsby; and T. Oliphant, Clarkson. The head office of the company will be in Toronto. Mr. Mulholland, the managing-director, was formerly manager of Husband Bros. & Co., Toronto.

Ontario Markets.

GREEN FRUITS.

Toronto, April 13, 1905.

The continued fine weather has meant a big sale of all varieties of green fruits. Pines are very firm and scarce owing to cool and dry weather in Cuba. It is confidently expected, however, that there will be a drop in price by Easter time. The orange market has been in an excited state during the week. The California navel crop has fallen short of estimates, and prices have advanced from 50c. to $1 at the coast. This has meant an advance locally of 25c. The banana business is booming on account of the country trade beginning to handle bananas for Summer trade. Bananas, firsts, average from 10 to 15c. per bunch higher than last week. Florida grape fruit is out of the market.

According to latest reports the steamer "Jacona," which sailed from Sorrento April 1, carried 28,698 boxes of oranges and lemons from Messina, and 4,194 half-boxes; her cargo from Sorrento consisted of 12,699 packages. The "Escalona," which it was thought was cancelled, is billed to sail in about a fortnight. Her cargo will be mostly oranges. Louisiana strawberries are down to 15c per pint.

Bahama grape fruit	4 50	5 00
Havana pines per case	5 00	5 50
Marmalade Oranges, per box		2 25
California navel oranges, per box	3 25	3 75
New messina lemons, 300's, per box	2 25	2 75
" " 360's, per box	2 25	2 50
Bananas, large bunches, crated	1 50	2 00
Bananas, 8's, per bunch, crated	1 00	1 25
Apples, Winter varieties	1 25	3 50
Sweet potatoes, bush. crates	3 00	3 25
Cranberries, Jerseys	7 50	8 00
" per case		2 50
Louisiana strawberries, per pint		0 15
Figs in layers, per lb	0 09	0 11

VEGETABLES.

An increasing demand is noted for green vegetables, all others being only in moderate request. Potatoes are down this week on account of over supply. Southern rhubarb is arriving on the market and is selling at $1 to $1.25 per bush. box. Eggplants are noticed in the market for the first time this season, and are quoted at $6 to $8 per bush. crate. Tomatoes are high; shipments from Florida are being resumed this week and it is expected that the price will recede. All Florida vegetables and fruits are now arriving freely, and with continued mild weather a lively trade may be expected. Egyptian onions are quoted at $5 per crate. New Orleans cabbage is selling at $6 per hbl. crate. Florida celery is taking the place of California. We quote the following prices:

Greenhouse lettuce, per dozen bunches		0 25
Greenhouse radishes, per doz. bunches	0 40	0 50
Dry Mint, per doz bunches		0 20
Parsley, " "		0 20
Sage, per doz.		0 20
Savoury, per doz		0 15
Carrots, per bag		0 60
Beets, per bu		0 60
Beets, per bag		0 75
Dry Onions, per bag	2 25	2 50
Dry Onions, per basket		0 60
Bermuda onions, per crate		4 00
Egyptian onions, per crate		5 00
Green house water cress, per doz.		0 25
Potatoes, carlots on track Toronto, per bag	0 53	0 57
Potatoes, per bag		0 85
" car lots, Eastern	0 65	0 70
Parsnips, per bag		0 75
Cabbage, per head	0 05	0 10
" per doz.	0 50	1 00
Cabbage in bulk, per lb		0 01½
Turnips, per bag	0 30	0 35
Florida celery, per case		4 00
Hothouse cucumbers, per doz.	2 00	2 75
Oyster plant, per bu		1 25
Greenhouse rhubarb, per doz	0 75	1 00
" onions, large bunches		0 50
" " per doz.		0 15
Southern rhubarb, per bush box	1 00	1 25
Florida tomatoes, per case	4 50	5 00
Green peppers, 6 basket crates		3 50
New beets, per doz. bunches		1 25
Spinach, per bush. hamper		1 00
Asparagus, per doz. bunches		2 25
Mushrooms, Illinois, per lb	0 80	0 90
Bermuda potatoes, per bush		2 75
New carrots, per doz. bunches		1 40
Waxed beans, per bush. box		4 00
New Orleans cabbage, per bbl. crate		6 00
Egg plants, per bush. crate	6 00	8 00

Quebec Markets.

Montreal, April 13, 1905

GREEN FRUITS.

Trade is fair with a good demand for California oranges, which have gone up in New York from 30 to 50c. per box, and it is expected that within a few days the Montreal market will follow suit. The sale of bananas has fallen off this week on account of high prices, and in Boston they are between 20 to 30c. higher per bunch. Strawberries sold last week at from 40 to 45c., although the demand for them is limited as yet.

Two cars of cocoanuts came in and were sold from $3.25 to $3.50 according to quality. Pineapples arrived in green condition and were put in heaters to color up. There is a fair demand for

them at $4.50 to $5. Stock, however, in right condition, sold 50c. higher.

Bananas	1 50	2 00
Cocoanuts, per bag of 100	....	3 50
Pineapples, 24 to case	4 50	5 25
" 30 to case	....	4 00
Cranberries, finest dark	....	11 00
" dark	....	9 50
" 25 quart boxes	....	2 75
Jamaica oranges, per box	....	2 25
" grape fruit, per box	....	4 50
Florida oranges, per box	....	4 00
Florida grape fruit, per box	....	5 00
California navel oranges, per box	3 00	3 50
New Messina lemons 300's	1 75	2 50
" " " 360's	....	2 00
Apples Winter varieties	2 50	5 00
Sweet potatoes, per bbl	....	6 00
Almeria grapes, per bbl	8 00	9 00
Celery, California golden heart, per case	....	6 50
Tomatoes, Floridas, crate	....	5 00
Lettuce, Boston	....	1 35
Strawberries	....	0 45

VEGETABLES.

The market for early vegetables is limited on account of prices being so high. Green beans are selling at $5 a box. Last week three cars of cabbages were sold at from $1.50 to $1.60 per bbl., also four cars of red onions found buyers at 2½ to 3c. per pound.

Potatoes, carlots	0 50	0 55
Less than carlots	0 70	0 75
Bunch lettuce, per doz. bunches	....	0 75
Radishes, per doz. bunches	....	0 50
Mushrooms, per lb	....	0 90
Mint, per doz. bunches	....	0 20
Parsley, " "	....	0 20
Sage, per doz	....	1 00
Savory, per doz	....	1 00
Beets, new, per doz	....	0 25
Egg plant, per basket	....	0 75
Green onions, per doz	....	0 15
Spanish onions, large cases, per case	....	4 50
Red onions, per bbl	....	5 00
Yellow onions, in 80-lb. bags, per bag	....	2 25
Green house water cress, per doz	....	0 50
Green cucumbers, per bush, hamper	....	1 25
" per half bushel hamper	0 60	0 75
" per bbl	....	3 50
" per doz	0 40	0 50
Green cabbage, per bbl	....	2 00
" beans, per bush	1 00	1 20
Waxed beans, per bush	....	1 05
Cauliflowers, home grown, per doz	....	1 75
Green peppers, per basket	....	0 40
Canadian celery, per doz	....	0 75
Spinach, per bbl	....	3 00
Cucumbers, per doz	....	2 50

New Brunswick Markets.

GREEN FRUITS

St. John, April 12, 1905.

Business is quite active. The low price of bananas is a feature, and will increase this already large business. As oranges are likely to rule rather higher than usual, this will be the more appreciated. The light receipts of Valencia oranges is another odd feature of this markct at this season. Californias are selling quitc freely at rathcr higher prices. Some good Jamacias are still offered at quite low prices. Lemons are low. Apples have but a fair sale. Green stuff is seen in a retail way; also a few strawberries.

Manitoba Markets.

GREEN FRUITS.

Winnipeg, April 13, 1905.

Oranges are advancing because of icing charges and storms in California. We quote :

Oranges, fancy Washington navels, 112's, 126's, per case		3 25
Oranges, fancy Washington navels, 150's to 250's	....	3 50
Bitter oranges (for marmalade), 200's, 240's	....	3 00
Lemons, fancy California, 300's to 360's, per case (10c. off 5 case lots of oranges and lemons).	....	4 00
Bananas, fancy Limons, per bunch	2 50	3 00
Apples, fancy XXX Spies, per bbl	....	5 50
" fancy XX Spies, "	....	4 50
Pineapples, per doz	4 00	4 50

VEGETABLES.

We quote:

Native onions, per lb	....	0 04
Carrots, per bush	....	0 40
Beets, "	....	0 80
Turnips "	....	0 40
Potatoes "	....	0 65
Celery, per doz	....	1 20

Fruit, Vegetables and Fish for Easter

We have made preparations for a bumper Easter business. *PRICE LIST being mailed to-day.*

PINEAPPLES ORANGES CELERY SPINACH
BANANAS TOMATOES CUCUMBERS CABBAGE

FRESH-CAUGHT FISH in big variety for Good Friday.

EGYPTIAN ONIONS.—First Direct Shipment due this week.

WHITE & CO., 64 FRONT ST. E., TORONTO

PHONE, MAIN 4106

W. B. STRINGER **EGYPTIANS** J. J. McCABE

We're doing business in Egyptian onions now—we offer only the best quality because that's what you want—we receive cable quotations every Monday morning—we should be pleased to quote you—enquire.

PHONE MAIN 5672

W. B. STRINGER & CO. Fruit Brokers, 61 Front East, TORONTO.

EXTRA FANCY

Ripe Bananas, cheap.

"Golden Orange" brand Navels

Best Navel Oranges packed.
This brand is packed EXCLUSIVELY FOR US IN CANADA.
Send us your orders and get the BEST.

HUGH WALKER & SON, GUELPH, ONT.

FRUIT AGENCY WANTED IN BRITAIN
Green and Canned, not Jams

House, with **20 years' connection,** in N.E. of England wants sole selling agency for that district. Unimpeachable business and bank references given. Only first-class firms represented.

J. W. LEAKE, - SCARBOROUGH
30 BARWICK STREET
Tel. Ad. "Leake, Scarborough."

FINKLE & ACKERMAN
BOWMANVILLE, ONT.
MANUFACTURERS
Evaporated Onions
and other Dried Vegetables.

Florida tomatoes, per basket	1 00	1 10
Lettuce (small), per doz	....	0 40
" (large) "	....	0 80
Radishes (small) "	....	0 40
" (large) "	....	0 80
Parsley "	....	0 40
Mint "	....	0 45

APPLE SHIPMENTS.

Total shipments to European ports for week ending April 8, 1905:

From—	Liverpool.	London.	Glasgow.	Various.	Total.
Boston	6,419	185	289	....	6,893
New York	8,490	1,476	1,291	332	11,589
Portland, Me	1,060	....	....	....	1,060
Halifax	....	1,589	....	....	1,589
St. John, N.B	921	....	....	....	921
Total for week	16,890	3,250	1,580	332	22,052
Same time 1904	7,157	2,623	343	2,599	12,722
Same time 1903	6,647	1,500	250	325	8,821

Total since season opened to date 2,347,231 bbls.
same time 1903-4 3,426,107 "
" " 1902-3 2,455,519 "

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.
INGERSOLL
Established - - 1886

The **DAWSON** Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets. **TORONTO**

DRIED APPLES

We pay highest market prices for bright dry quarters and make prompt remittance.

The W. A. GIBB CO.
Packers and Exporters
5 and 7 Market St., HAMILTON

TRADE WITH GREAT BRITAIN

English traveller, with extraordinary qualifications and advantages for introducing business with every Importer and Wholesale Dealer in Groceries, Cereal Foods, etc , in the whole of Great Britain ; also Exporters to South Africa, Australia, etc., wishes to represent Canadian firm with first-class specialty (not Peas). Unique opportunity for good house to develop trade direct with best and most lucrative buyers. Highest references as to salesmanship, character and reliability. Write for further particulars to

" REPRESENTATIVE," c o Canadian Grocer, Fleet Street, London, Eng.

Keep Posted on Sugar

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER, No. 138 Front Street, NEW YORK

Machinery for the preparation of

TEA, COFFEE, COCOA, CHICORY, PATENT FOODS, FRUIT, ETC.



AUTOMATIC CENTRAL DELIVERY TEA AND COFFEE BLENDER

PATENT **GAS-HEATED ROASTERS,** INTERNAL OR EXTERNAL FLAME. IMPROVED ROASTER. FOR USE WHERE GAS IS NOT AVAILABLE, FOR COKE, WOOD, STRAW, ETC., FUEL. COOLERS. FANS.

PATENT AUTOMATIC TEA MILLING, BLENDING, SIFTING AND PACKING MACHINERY.

QUICK MIXERS FOR BAKING POWDER, COFFEE AND CHICORY, SPICES, ETC. STEEL AND STONE MILLS. **FRUIT CLEANING AND DRESSING MACHINERY.**

THE GROCERS' ENGINEERING CO.

(Late WAYGOOD-TUPHOLME LTD.)

Cole Street, Swan Street
LONDON, S.E., ENGLAND

Illustrated Catalogue Mailed (Post) Free.

IRRESISTIBLY DELICIOUS



A QUICK, STEADY AND PROFITABLE ACCOUNT FOR ANY DEALER. ADVERTISED EVERYWHERE.

SPECIAL WHOLESALE AGENTS :- Howe McIntyre & Co., Montreal, Que.; D. H. Rennoldson, Montreal, Que.; Whitehead & Turner, Quebec, Que.; The F. J. Castle Co., Ottawa, Ont.; The Davidson & Hay, Limited, Toronto, Ont.; Balfour & Co., Hamilton, Ont.; Edward Adams & Co., London, Ont.; W. S. Clawson, St. John, N.B.; The Paulin Chambers Co., Winnipeg, Man.; Kelly, Douglas & Co., Vancouver, B.C.

SEND FOR A SAMPLE

LAMONT, CORLISS & CO., Agents, 27 Common St., MONTREAL

For Best Trade

McGregor goods are the thing. Jams, Marmalades, Preserves, Confectionery. Your wholesale house will fill orders.

McGREGOR = HARRIS CO.

Limited

33 Pearl St., - TORONTO.

NEW CROP MAPLE

Every can of Diamond Maple Syrup has a Guarantee of Purity label on it.
The choicest syrup obtainable.
The price is moderate.
All jobbers.

Sugars Ltd., = Montreal

40 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.

The Oldest and Largest Manufacturers of



Trade-mark.

PURE, HIGH GRADE

COCOAS AND CHOCOLATES

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate,** put up in **Blue Wrappers and Yellow Labels,** is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade-mark** is on every package.

Walter Baker & Co. Ltd.

Established 1780.

Dorchester, Mass.

Branch House, 12 and 14 St. John St., Montreal



It is not necessary to buy *Imported* any longer

SHIRRIFF'S

Marmalades

fill a long-felt want.

Quality unexcelled. Prices reasonable.

We shall be pleased to quote you.

Imperial Extract Co., Toronto

S

Southwell's

No wisdom in taking chances on Jams and Marmalades. Prudence calls for the best goods you can get—that is for best trade.

Southwell's

Jams and Marmalades

Fill all requirements.

SOLE CANADIAN AGENTS

FRANK MAGOR & CO.,

MONTREAL.

Valencia Raisins

F.O.S. Selected 4 Cr. Layers

Fine Filiatra Currants
Tarragona Almonds
Sicily Filberts
Barcelona Filberts
Grenoble Walnuts

Wholesalers sorting stocks for Spring Trade, communicate with

D. RATTRAY & SONS

Import and Export Commission Merchants

QUEBEC Montreal OTTAWA

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Elite

true to its name, the best of good chocolates

Diamond

nothing better in this style is made anywhere AND IN ADDITION good profits to the Retailer.

For Sale by all Jobbers

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO. JOS. E. HUXLEY, WINNIPEG.

A TRADE WINNER FOR GROCERS.



The full flavor the delicious quality, and the absolute purity of Lowney's Cocoa distinguish it from all others. It is a natural product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the nutritive and digestible product of the choicest Cocoa Beans. A quick seller and a profit maker for dealers.

THE WALTER M. LOWNEY COMPANY,
No. 447 Commercial Street, BOSTON, MASS.
CANADIAN BRANCH: 530 St. Paul St, Montreal

JERSEY CREAM FEATHER STRIP PACKET COCOANUT

We guarantee the above to be the finest cocoanut on earth. It is our finest grade of ***Feather Strip,*** made out of new sweet ***cocoanuts*** with simply enough sugar to make it attractive to the taste, as well as to the eye.

The big 10c. size, 5 oz. to package, costs you 95c. per doz., 4 doz. to case.
" 15c. " 8 oz. " " $1.35 " 2 doz "

With your next order try a few pounds. You will also find our following bulk goods the best:

MACAROON in boxes, pails or barrels
STANDARD SHREDDED " "
CREAM " " "
DESSICATED in boxes, pails or barrels
FEATHER STRIPS, Special " "
" **Finest** " "

We beg to apologize to our friends for delay in filling their esteemed orders, but we have had such a large number of orders it is impossible to fill promptly. We will do our best by sending part shipments to keep you all supplied, and intend to increase our capacity to 25 bags per day, when we trust to be able to take care of orders as received. We thank the trade for their very liberal support and will do our best to retain your confidence, by giving you the finest goods made.

STANDARD COCOANUT MILLS, - Hamilton

NEW BRUNSWICK MARKETS.

St. John, N.B., April 12, 1905.

AN advance is rice is a feature this week. It was somewhat unexpected. Early prices were high, and English shippers advised the outlook for lower prices to be good. In fact they quoted later shipments at lower prices. It seems, however, the import duty which the Japanese propose to place on rice has caused heavy buying. Spring business begins to open up and the trade are quite well pleased with the outlook. There is, however, not the full confidence of a year ago. Sugar is still the backbone to a great extent, while the market is very firm; should prices go off it would almost be a disaster.

Oil.

There is no change in burning oils. Business is naturally rather less active at this season. Lubricating oils have much attention, and good business is reported. Paint oils are quite active. Linseeds, while low, are firm. Turpentine is still quoted at the lower price, but import price is higher. Fish oil is dull.

Salt.

There is a fair stock of Liverpool coarse salt here, one steamer lately bringing one thousand tons. It has been a great drawback to the importers not to get the smaller shipments by the regular boats, but Winter port steamers have held freights too high for business Prices are very firm. There is improved sale for Canadian fine salt.

Canned Goods.

Corn and tomatoes are very firm. Few American goods have been bought except some little corn. Stocks are not large. There seems to be a full supply of fruit. Condensed coffee, milk and cream show improved business. Domestic fish are very firm, with stock light. Oysters are firmer.

Dried Fruit.

There is little of interest. Our market is quite bare of loose Muscatels, particularly first-class fruit. Seeded are quite plentiful. Currants are unchanged. The sale is for cleaned in cartons, and the market is now being quite largely supplied from New York. Prunes are rather firmer, and there is a fair demand, particularly for small sizes. While there is some slight demand for apricots and peaches, prices are too high for business. The outlook for peels, particularly for citron, is for high prices. Very little stock will be carried over. Evaporated apples have but a fair sale. Quite a few Canadian evaporated are being imported from England. Onions are quite high, owing to the high price ruling on first shipments of Egyptians. Those afloat will cost less money.

Sugar.

There are large stocks. Nearly all orders have been filled. Refiners are backward about selling for future, at least beyond a limited time. Dealers, on the other hand, feel they are carrying as large stocks as are advisable.

Molasses.

Molasses is very firm. The advance of Barbadoes at the island has rather surprised the trade, and the quantity bought is not large. It is reported the crop has been largely marketed. There is still quite a full stock of old Porto Rico held. Little buying of new is yet reported. While the situation is not definite the market is firm.

Fish.

All lines of fresh fish are scarce. There is a fair supply of halibut. Dry fish are still held at extreme prices, though boneless is relatively low. Pickled herring are in light supply, with prices high. Smoked herring are low.

Flour, Feed and Seed.

Ontario flour continues quite firm. Manitobas are rather lower. Feed is quite high. Oats and oatmeal are high. Quite a large stock of oatmeal is held. Cornmeal shows a slight advance. Beans are at least no higher. Yellow-eyes are quite freely offered. Barley and peas are high. In seeds the large sale is for American timothy. Prices are very firm. Clovers are high and scarce. Clover seeds are being imported from across the water for the west.

HALF-HOLIDAY FOR GROCERS.

At a meeting of the London retail grocers on April 4 it was decided to have the usual Wednesday half-holiday during June, July and August, except during the week of July 1 and the Old Boys' Demonstration.

A Calgary Letter

CALGARY, N.W.T., April 1st, 1905

Messrs. The Imperial Biscuit Co., Limited
Guelph, Ont.

DEAR SIRS:

Your goods shipped to us on March 5th, to hand. We think on the whole they will compare with any goods on this market, and if you sell to no one else here we shall be pleased to have you send us a repeat order as per last shipment if this meets with your approval. We hope to be advised as to immediate shipment; also include a box or two of any lines which we have not yet had and which might be good sellers.

Yours very truly,

SHREDDED WHOLE WHEAT

A GOOD FOOD IN STORE

The best foods you can have in your store are

Shredded Whole Wheat Biscuit and Triscuit

These products are the standard wheat foods of today and the most popular. They sell easily and are steadily demanded. They are marketed in a straightforward manner, with no premium, gift or other schemes to create bother and expense for you. ¶ This year they will be more heavily advertised than ever before. Be ready for the demand which they will bring to bear upon you.

The Canadian Shredded Wheat Company Limited

Niagara Falls Centre, Ont.
Toronto, Ont.

We think we have a claim on the grocers' biscuit trade that no other biscuit makers have, for we help the grocer sell Sodas through our generous newspaper advertising of

Perfection Cream Sodas

The grocer should help the manufacturer who helps him.

Send us an order.

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

CORRECTION OF ADVERTISEMENTS

The new vinegar company operating in Montreal, and whose advertisement appeared in the two last issues of The Grocer, is not, as stated—the Independent Vinegar Co., Limited—but the Independent Vinegar Co. The insertion of the word "Limited" was an inadvertence, and correction is hereby made. The new company is stated to be launching out under bright prospects, and will be prepared to fill orders about July 1st.

HAMILTON TRAVELERS

The commercial travelers of Hamilton are arranging for a gala day in the "city under the mountain," on July 15. A suggestion is being considered for holding a minstrel show the night previous, and it is almost certain that some form of entertainment will be provided on Friday night to be followed by the celebration on Saturday.

Great enthusiasm is manifested among the travelers over the proposed event, and it is expected that large delegations will be attracted from Toronto, Montreal and London.

STRATFORD BOOMING.

Stratford bids fair to become before long one of the leading manufacturing centres of Ontario. New and important industries are being attracted thither in surprising numbers. At the present time a new carriage factory is nearing completion, and negotiations are going on which will probably result in the location of two more factories. In other directions building is going on apace. A local concern has acquired a large tract of land and is erecting dwelling houses at a rapid rate. Two more churches—a Catholic and an English Episcopal—are to be built, a sure sign of a steady growth of population. Altogether the good citizens of Stratford are well pleased with the outlook.

E D S

630 Acres

in our fruit farms at Winona — in the most fertile spot in Canada, whence come

The Finest Fruits

We take the choicest for ***E.D.S. Jams, Jellies and Sealed Fruits,*** in glass.

We commend them to you for your finest trade.

E. D. SMITH'S
ORCHARDS
WINONA, - - ONT.

We beg to advise the Grocers of the Dominion that we are making the finest **MILK CHOCOLATE** produced in the world, and are using pure Canadian Milk.

COWAN'S COCOA (Maple Leaf Label) Absolutely Pure.

THE COWAN CO., LIMITED, TORONTO

Spring Drink

VAN HOUTEN'S COCOA

Spring Food

The Grocer who recommends Van Houten's Cocoa confers a favor on his customer that the latter will appreciate.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL



Maple Sugar

3/4-lb. Blocks

Our sales for this line are doubling themselves every month.
Box of 40 x ¾ lb. twin cakes $3.00.
Retails for 10c. a cake or 5c. per half cake.

JOHN SLOAN & CO.,

TORONTO BELLEVILLE

old reputation

Attention!

old reputation

The BEST
of
Swiss Milk Chocolates

KLAUS'S CHOCOLATES

are now introduced in the Canadian Market.

(Klaus's Chocolates were awarded the Gold Medal at the Glasgow Exhibition.)

Wholesale Depot for Canada:

Canadian Swiss Trading Co.

17 ST. JOHN ST.,
MONTREAL.

MAPLE SYRUP

You are losing money if you do not carry a full line of Cabinet Maple Syrup in store.

NOTICE—Some parties claim to have Cabinet Maple Syrup put up under other brands. This is a mistake. All genuine Cabinet Maple Syrup has our name, MONTREAL MAPLE COMPANY, printed on every label.

PACKED IN TINS

6 gallons wine measure,	$4.50	per case.
12 half-gal., "	4.80	"
24 quarts, "	4.80	"
24 pints, "	2.50	"
5 gal. tin, imp. measure,	4.25	"

Freight prepaid up to 40c. per 100 lbs., all freight charges over 40c. per 100 lbs. to be added to invoice, in three case lots and over.

If your jobber will not supply you with our goods, write to us and we will see that your order is filled.

Accept no substitutes. None genuine unless our name is printed on every label.

THE MONTREAL MAPLE COMPANY

MONTREAL, - - QUE.

Grocers—

Do you appreciate the fact that we are building up our trade on

Orange Meat

with a full recognition of your influence and the value of your co-operation?

This is a point we want you to understand. We advertise to the consumer of course, but we believe you can help us sell our goods quite as much, if not more, than any other factor we can employ. We cultivate your constant good-will.

The Frontenac Cereal Co.
Limited.
KINGSTON, Ont.

Flour and Cereal Foods

Canada Loses Export Trade

AN inquiry has reached The Grocer during the week as to the truth of the report that American oatmeal millers have captured the Canadian export business.

The answer is: "Yes, with qualifications." The past year has been an unfortunate one for Canadian millers. With oats scarce and the ruling price, say, 40c per bushel, they have had to stand aside and see American oatmeal brought into this country and sold at a price with which it was absolutely out of the question for them to compete. Raw material has averaged 30c per bush. in the United States this year, which makes a disparity of fully $1 per bbl. between the price of the American and Canadian manufactured product. Thus it is quite easy to see how the American miller can afford to cultivate the Canadian market as he has so successfully done for twelve months back. This principle applies also to the export trade in oatmeal. The Americans have an advantage of $1 per bbl. to begin with, and can easily undersell Canadian manufacturers in foreign markets, even when the products from the two countries are admitted to the said markets on a footing of equality.

A year ago the situation was exactly reversed, and Canada enjoyed a superior advantage as far as the export trade in oatmeal was concerned; she had a bountiful crop, and millers from across the line could not compete in price.

It is interesting to compare the value of oatmeal products exported from Canada in 1904 and 1905. In January, 1904, Canada exported oatmeal to the value of $100,752; in January, 1905, she exported $36,826 worth. Her exports of oats for the same month of 1904 and 1905 were $150,296, and $82,112, and for the seven months ending January 31, $1,147,210 and $706,999.

Cereals and Coupons.

THE American Cereal Co. have made the announcement that unless their recent action in cutting out premiums is appreciated in a more practical way by the retail grocery trade in the United States, they will be forced to resume the packing of coupons in their goods.

For the past three months there has been an uninterrupted spread of anti-premium sentiment among American grocers. Associations everywhere passed vigorous resolutions denouncing part-cash and other premiums with oatmeal, etc. Individual grocers quit handling certain brands because manufacturers were giving out part cash coupons. The American Cereal Co., in deference to the demands of the trade, abolished premiums entirely, and their lead was followed by the H. O., the Force Food and Malta Vita Companies. The Great Western Co. also withdrew its part-cash coupons, but up to date have not done away with any of their other premium schemes.

Now the inconsistency of the retailer asserts itself. Those manufacturers who took the position of quitting wholly a practice that they were told was distasteful to the retail grocery trade are not selling as many goods as they formerly did. On the other hand, the Great Western Cereal Co. is pushing all sorts of premium schemes and selling oatmeal to the very grocers who were loudest in their complaints when the fight was on.

Flour Shipments to Japan.

The new duty to be levied at the beginning of July on flour, in common with many other commodities by the Japanese Government, is inducing shippers to hurry heavy shipments forward from the Pacific coast. Eight steamers have been chartered on the Sound, and the regular liners have all their cargo space taken up. Steamer Drumbarton, now on the way to the Sound from Moji, has been chartered to load at Portland. The British steamer Sandhurst has also been chartered for Portland.

Agency for Canadian Cereal Food.

The London, Eng., office of The Grocer is in communication with an English traveler who claims to have unusually good qualifications and advantages for introducing lines of Canadian cereal foods, package goods, produce, etc., to British importers, and wholesale dealers. This traveler has inserted an advertisement in this week's issue, and he informs us that he will be glad to correspond with any of our readers who wish to open up business in the Old Country.

New Directors Appointed.

The following gentlemen have been appointed directors of the Lake of the Woods Milling Company, to replace those who recently resigned: James Crathern, R. M. Ballantyne, A. Kingman and J. W. Pyke.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.



STOP!

and think a minute. The biggest asset a grocer has is the goodwill of his customers, and the quickest way to be sure of that is to sell only reliable goods.

We guarantee every package of

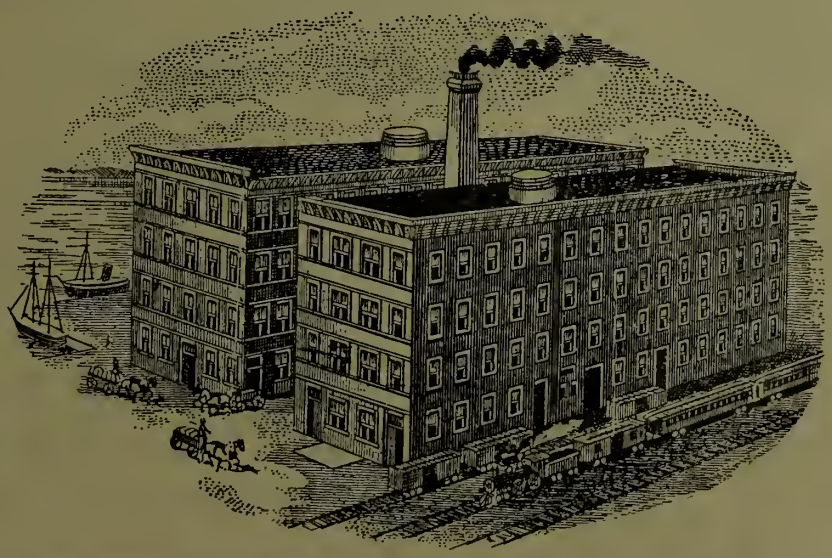
"COW BRAND" BAKING SODA

to be full strength and absolutely pure. You run no risk at all in selling it. Your customer is equally sure of satisfaction in using it.

JOHN DWIGHT & CO., Manufacturers
MONTREAL

We beg to call the attention of the trade to the fact that we have the most modern machinery for manufacturing the following goods :

Rolled Oats
Gran. Wheat
Gold Dust
Family Oatmeal
Ground Wheat
Sd. and Gr. Oatmeal



Pot and Pearl Barley
Ground Oats
Flaked Wheat
Split Peas
Pea Meal
Ground Corn
All kinds of Feed

Consequently the goods are the best in the market.

PHONE, WIRE OR WRITE US FOR QUOTATIONS. PROMPT DELIVERY IN MIXED CAR LOTS OR OTHERWISE. LETTER ORDERS A SPECIALTY.

WM. McCANN MILLING CO., OFFICE and MILLS FOOT JARVIS STREET Toronto

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

A Live Tobacco Department.

THERE is no use in running a tobacco department in a half-hearted manner. It is either worth having in your store or it is not. If it is not, it should be thrown out altogether. But if it is worth retaining, then make it a real, live part of your stock. A man may hesitate about putting in a new line of goods, but when he has made up his mind and bought his stock, there is just one thing to do, and that is to push the stock for all it is worth.

This applies to no department to as great a degree as it does to the tobacco stock. In this, constant display is absolutely necessary. The department must be kept in evidence, it must show signs of life, it must look as if something was occasionally sold out of it. If you have to hunt around for your stock when a man asks for tobacco it is a certainty that you don't sell to many. A customer is quick to notice little things like that, and he will not patronize a store that is apparently shunned by others.

Keep the stock fresh and attractive. It is well worth while. A department run on the right principles will soon prove its right to existence. But no matter how big is the store, no merchant can afford to have a dead department. Its condition is too likely to be infectious. Now is a good time to infuse life into it.

The Mexican Smokes the Most Cigarettes.

THE United States consumes annually 3,600,000,000 cigarettes. On a basis of 80,000,000 population, this is 45 cigarettes a head.

Russia consumes 9,000,000,000 cigarettes. On a hasis of 125,000,000 population, this is 72 a head.

Mexico consumes 4,000,000,000 cigarettes. On a hasis of 14,000,000 population, this is 285 a head.

The headquarters of the industry is the capital city of Mexico, where there are three of the largest factories in the world—El Buen Tone, La Tahacalera Mexicana and La Cigarera Mexicana.

El Buen Tono uses 200 cigarette machines, each of which turns out no less than 60 a minute. The output per year of 300 working days, ten hours a day, is 2,200,000,000. There are 100 men and 1,000 girls employed.

La Tabacalera Mexicana uses twelve powerful cigarette machines, each of which turns out 200 a minute. The annual output is 400,000,000. There are 30 men and 300 girls employed.

La Cigarera Mexicana uses thirty machines, each of which turns out 160 a minute. The annual output is 950,000,000. There are 45 men and 480 girls employed.

The average wage of the men is 90 cents and of the girls 55 cents a day. There are other factories in Mexico and Monterey, but altogether their output will not be larger than La Tabacalera Mexicana. The output of the entire republic is about 4,000,000,000.

A New Drying Machine.

A Montreal man has invented a new machine for curing and drying tobacco. It is especially suited to the treatment of the Canadian weed and should give an impetus to native culture. The new system whereby the tobacco is treated to a sweating and drying process instead of the old method of dry heating, will tend to preserve the sweetness and pliancy of the leaf.

In addition to the many points of superiority which this machine possesses lies the further one of price. The old drying machines cost so much that they are practically out of reach of the average farmer, but, in fixing the price of his machines at about $200, Mr. Porcheron, the inventor, feels certain that the price of one will be saved to the purchaser in about one year.

Tobacco Blindness.

The adjourned action, in which a workman named Peter Johnson claimed compensation under the Workmen's Compensation Act from Messrs. H. Boardman & Sons, contractors, of Clayton, for injuries alleged to have been caused by the fall of a hrick from a scaffold on to his head while at work, again came before Judge Parry on a recent occasion.

When the case was first heard, Dr. McNab, of the Manchester Eye Hospital, stated that the applicant had definite traces of tobacco blindness. He admitted smoking an ounce and a half per week and witness did not attribute his defect of vision to his heing struck by a brick. Sometimes a man of middle age got tohacco blindness on half an ounce.

This statement was characterized by Mr. Wingate Saul, who represented the defendant, as "most alarming news."

The case was adjourned, and his Honor appointed Dr. Emrys Jones as medical referee to inquire into the matter.

Dr. Jones reported that the defective sight was, in his opinion, the result of the accident. The vision was improving, and the man might be able to follow his employment very shortly. He did not think the small quantity of tobacco used had had any effect in the case.

His Honor gave a verdict for the applicant, and said that the public would be pleased to hear that smoking would not make their eyes so bad as was at first feared.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

THE TWO P'S

Pharaoh and **Pebble**—the first our 10-center, the second our 5-center. These are not "no better than any others." They are; and the bull-dog grip they get on smokers proves them to be distinctly better. Trust a smoker to find out whether or not these two cigars are as good as we say they are.

They are the "Safest" Cigars from the grocer's point of view, and the best from the customer's.

We can always supply a few more grocers.

J. BRUCE PAYNE, LIMITED, Makers, Granby, Que.

Letters to Tom, the Grocer.—No. IV.

HAMILTON, April 14, 1905

Dear Tom:

Sell known goods. The other day you were induced to stock a line of goods that you and your customers never heard of—you were tempted by the price—15 cents a dozen less than what you had been paying You'll find it pretty hard work to sell this line, and you take big chances with your trade. Stick to a safe article. If it costs a little more it is likely worth more. Don't tamper with your best trade.

Same advice applies to **T. & B.** Tobacco. Stick to it. Its quality is the highest known. Don't be misled. It will surely cost you money.

Yours truly,

GEO. E. TUCKETT & SON CO., LIMITED.

Per J.

We want your business. We'll give you 100 cents in value for every dollar you give us.

It is wrapped up in our **KING BUFFALO CIGAR,** a crack 5-center.

Express paid on sample hundred if cash accompanies order, also on all time orders of ½ M, or over.

Better stock—better made. More downright worth in it than in any other 5-center we ever saw.

Than you ever saw, too.

Won't you send us an order? $35 per M. Sample order delivered free if cash comes with order. Plentiful advertising matter sent.

Return Pockets and secure set of fine Art Pictures.

CANADA CIGAR CO., Makers, LONDON, ONT.

The Chamberlain Cigar

The best value in Canada! Sold the world over! It will help your trade tremendously! Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,
MONTREAL

MANUFACTURERS OF
Cigarettes and Cut Tobacco

THEIR NAMES

are important. We believe that our tobaccos are pretty thoroughly known to every grocer as it is, but to repeat them won't hurt anybody.

McAlpin's Tobaccos
SMOKING
TONKA
SOLID COMFORT
PINCHIN'S
HAND-MADE

McAlpin's Tobaccos
CHEWING
BRITISH NAVY
KING'S NAVY
BEAVER
APRICOT

Some fine-cut, others plug. We hope you have investigated them all They are profitable.

McAlpin Consumers' Tobacco Co., Limited
TORONTO

Freights and Charters

PLENTY of new movements are being recorded in connection with large transportation companies that interest shippers all over the Dominion. A few days ago, President Fred. Nichols, of the Canadian Northern Navigation Co., announced that the purchase of the McIlwraith dock property in Hamilton had been completed. The company will run three freight carriers from Montreal to Port Arthur, and will make Hamilton and Toronto ports of call. It is expected by vesselmen that the installation of the service will have considerable effect on lake rates.

The rate of grain freight by all-water route from Fort William to Montreal is quoted at 6c. per bushel, including insurance, and as much as 200,000 to 250,000 bushels being reported as engaged.

Very little business has been recorded in ocean freights during the week. Of course the principal business is all for May shipment and the rates for grain range from 1s. to 1s. 6d, or 1s. 9d, according to port of destination.

There is not a great probability of heavy grain shipments from Montreal this season; at least that is the opinion of one of the largest shippers. The belief is that the big millers in Ontario and the West will need most of the wheat they can get for flour.

There is, however, some hope of getting some United States corn to ship, as the crop last year was very large, and the St. Lawrence route generally gets a share. Fairly good cargoes have gone forward from St. John, N.B., and Portland during the past weeks. The export trade is now, however, just between seasons, and little can be reported until after April 15.

SWEET CAPORAL



CIGARETTES
STANDARD OF THE WORLD
Sold by all Leading Wholesale Houses.

BERTH QUOTATIONS--St. John, Halifax and Portland

Description.	Liverpool.	London.	Antwerp	Bristol.	Glasgow.	Manchester.	Belfast.	Dublin	Capetown and Port Elizabeth.	Leith.	Aberdeen.	Cardiff.	Hamburg.
Oil Cake	* 7/6	* 7/6	* 8/9	* 8/9	*7/6	* 7/6	*10/6	*11/6	*12/6	.....	.....	.....	.....
Sack flour	* 7/6	* 7/6	*10/	* 8/9	*7/6	* 7/6	*11/	*12/	*12/6	.....	.....	.....	.....
Canned meats, fish	*12/6	*12/6	*15/	*15/	*15/	*10/	*15/	*15/	*15/	.....	.....	.....	.....
Provisions	*10/	*12/6	*15/	*15/	*15/	*10/	*17/6	*17/6	5/	.....	....	.....	.....
Tierces lard	*10/	*12/6	*15/	*15/	*15/	*10/	*17/6	*17/6	*15/	.....	.....	.....	.....
Pail lard	*15/	*17/6	*20/	*20/	*20/	*15/	*20/	*20/	*20/	.....	.....	.....	.....
Butter	*22/6	*25/	*25/	*25/	*30/	*22/6	.....	.....	*80/c.s	.....	.....	.....	.....
Cheese	*17/6	*20/	*20/	*20/	*25/	*17/6	.....	.....	*80/c.s.	.. ..	.....	.....	.....
Eggs in c's (meas't)	*12/6	*15/	*15/	*15	*15/	*12/6	.....	.....	*40/c.s.mt.	.. ..	.....	.....	.....
Clover seed	*10/	*10/	*15/	.....	*15/	*10/	*15/	*15/	*15/		.....	.....	.....
Cotton	‡15c	.....	.....	.....	.....	‡15c	.....	.....	.....	.....	.....	.....	.....
Apples, per bbl	Fine2/	2/	‡ 3/	Fine 2/6	Fine 2/6	Fine 2	3/	3/	10/c.s.	.....	.....	.....	.....
Meas't goods	†20/ 7/6	Tariff	.....	†12/6 20/	†12/6 20/	†10/ 20/	†12/6	†12/6	†15/	.....	.....	.....	.....
Leather sole	*20/	*25/	*30/	*25/	*30/	*20/	*22/6	*22/6	*25/	.....	.....	.....	.....
Leather finish	*15/	*20/	*25/	*20/	*20/	*15/	*17/6	*17/6	*20/	.....	.....	.....	.....
Lumber, hard.	*10/	‡10½c	*15/	*12/6	*14c	*10/	*15/	*15/	*15/mt.	.....	.....	.....	.....
Lumber, soft	*12/6	‡12c	*17/6	*15/	‡16c	*12/6	.....	.....	*17/6mt.	.....	.....	.....	.....

* Per ton 2,240 lbs. † Per ton of 40 cubic feet. ‡ Cents per 100 lbs. without primage.

The above is for general information only. These rates liable to change without notice and are therefore **Subject to Confirmation.**

When ocean charges are collectable at port of destination, rates exchange on basis of $4.80 to £1 sterling. When ocean charges are prepaid, rates exchanged on basis of $4.86 to £1 sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option prompt advice will be facilitated by informing us of the relative weight and measurement of the mdse. when applying for rate. It is also necessary to know shipping point and on whose account engagement is to be made. All contracts subject to confirmation.

FIRMS INCORPORATED, ETC.

The Port Burwell Fish Co. has been incorporated to purchase and carry on the fishing business formerly owned by George A. Browne & Co., Port Burwell, Ont. Provisional directors: H. Boyd, H. Swan and G. A. Browne, of Port Burwell, and F. Arnoldi and G. de Courcy O'Grady, Toronto.

The C. E. Davis Co., Sault Ste. Marie, Ont., with share capital of $25,000, has been incorporated to carry on a general mercantile business. Provisional directors: C. W. Baldwin, A. B. Standish, C. E. Davis, A. E. Sharpe, and S. T. Handy, all of Sault Ste. Marie, Mich.

The Ottawa Cold Stores, Limited, Ottawa, with share capital of $50,000, have been incorporated to carry on a refrigerating and provision packing business and to deal in provisions. Directors: W. E. Matthews, A. E. Matthews and J. A. Macpherson, all of Ottawa.

H. A. Sirois & Cie. have registered as manufacturers of paking powder, etc., Montreal.

This list is for the purpose of placing retailers, manufacturers' jobbers and other readers in touch with reliable and competent accountants and auditors whose services are so frequently required for such purposes as opening books,

Leading Canadian Accountants and Auditors

adjusting and auditing accounts, arranging partnerships or organizing joint stock companies, devising special office systems, making collections and investigations, handling estates, making valuations, etc.

DAVID HOSKINS, F.C.A.
Chartered Accountant, Auditor, Financial Valuator.
27 Wellington Street East, - - Toronto, Canada.

This Space $15 a Year.

JENKINS & HARDY,
Assignees, Chartered Accountants, Estate and Fire Insurance Agents.
15½ Toronto Street Toronto.
465 Temple Building, Montreal.
100 William Street, New York.

This list is for the purpose of placing manufacturers, wholesale and retail merchants and other readers throughout Canada, and firms abroad doing business in Canada, in touch with the legal profession throughout the Dominion, for the collection of accounts, legal representation,

LEGAL CARDS.

organization of companies, the arrangement or dissolution of partnerships, or assignments, as well as all other matters of a legal nature.

For advertising rates apply to MacLean Publishing Co., Limited, Montreal or Toronto.

TUPPER, PHIPPEN & TUPPER,
Barristers, Solicitors, Etc.
Winnipeg, - - Canada.

ATWATER, DUCLOS & CHAUVIN
Advocates. Montreal.
Albert W. Atwater, K.C. Consulting Counsel for City of Montreal. Chas. A. Duclos. Henry N. Chauvin.

BEATTY, BLACKSTOCK, FASKEN, RIDDELL & MABEE
Barristers, Solicitors, Notaries, Etc.
Offices, Bank of Toronto.
Tel. Main 3813. - - - - - Toronto, Ont.

IRWIN & JONES, Barristers, etc.
H. E. Irwin, K.C., Clerk of the Peace, County of York; B. Morton Jones, B.C.L.; Solicitors for Equity Fire Insurance Co., Berlin Fire Insurance Co.
24 King St. W., Toronto. Weston, Ont.

W. G. WILSON
Barrister, Solicitor, Notary, Conveyancer, etc.
Napanee, Ont.

MEWBURN & AMBROSE
Barristers, Solicitors, etc.
S. C. MEWBURN, E. H. AMBROSE,
Hamilton, Ont.

WM. A. McLEAN
Barrister, Solicitor, Etc.
Head Office, Guelph, McLean's Block.
Branch Office, Acton, Town Hall.
Corporation Solicitor, Etc.

Educational Department.

The following institutions for the education of business men's sons and daughters are recommended by this paper:

St. Margaret's College, Toronto

A Boarding and Day School for Girls.
Thorough courses in every department.
Only teachers of the highest academical and professional standing employed.

GEORGE DICKSON, M.A., Director.
MRS. GEORGE DICKSON, Lady Principal.

METROPOLITAN

Telegraphy, Shorthand, Commercial, Civil Service, Banking Courses, the Best in Canada. We guarantee to place every competent Student. Ask for a list of our Students placed during the last three months. One or all courses same price. No Restrictions.

METROPOLITAN BUSINESS COLLEGE.
R. A. FARQUHARSON, B.A., Principal,
44 Bank St., Ottawa, Can.

ALCOHOLISM

The best treatment for all persons afflicted with the disease of drunkenness is known only to Dr. MacKay. Address: City Hall, Montreal, Que. Absolutely private treatment.

Trade With England

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"
(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)
Moreover, regular subscribers are allowed to advertise without charge in the paper.

HOTEL DIRECTORY.

NEIL McCARNEY, PROP. W. C. McCARNEY, MANAGER

THE PROVINCIAL

LEADING COMMERCIAL HOTEL. GANANOQUE, ONT
Located in Heart of Business Section. Ten First-class Sample Rooms.

HOTEL GRAND

O. F. BAKER, PROP. GALT, ONT
First-class accommodation for Commercial Men.

WINDSOR HOTEL, HAMILTON, BERMUDA

This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNICOL, Prop.

TOWER HOTEL, GEORGETOWN, DEMERARA, BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city, within one minute from Post and Telegraph Offices, Tram Junction, and principal clubs. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

WOODSIDE BOARDING HOUSE

(CORNER OF MAIN AND LAMAHA STREETS, GEORGETOWN, DEMARARA.)

Cool and airy Bedrooms, Excellent Cuisine, Attendance Qualified. Terms Moderate. Electric Car Loop at gate of premises. Patronage Solicited. Manageress: E. COTTAM.

WINTER RESORT—QUEEN'S PARK HOTEL.

PORT OF SPAIN, TRINIDAD, B.W.I.

JOHN McEWEN, Manager. For Rates, etc., apply Trinidad Shipping & Trading Co., 29 Broadway, New York.

THE TELEPHONE

Is a companion, friend and servant combined.
Invaluable for convenience in the household.

LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.
Full particulars as to rates and service at the nearest office of

THE BELL TELEPHONE COMPANY OF CANADA

1,000 White Business Envelopes, $1.00

(PRINTED TO ORDER)

This offer is to get you started. We want your trade, and we don't do cheap-looking work, either. Give us your next job, and you will be satisfied.

G. A. Weese & Son, 44 Yonge St., Toronto
Write for Catalogue of Printing.

WM. BRAID & COMPANY



TEA AND COFFEE IMPORTERS

The Big Tea and Coffee House of the Great West

We are the largest importers of Teas, Coffees and Spices in the Canadian North-West. We deal in them exclusively, therefore are in a position to take care of your smallest orders or handle your largest ones—Satisfaction guaranteed.

Write us for samples and quotations.

VANCOUVER, B. C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

April 13, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—
Bee" brand, 48 5c. pkgs., per case....$1 75
" " 27 10c. pkgs, " 2 00
" " 10 25c. pkgs, " 1 75

Cook's Friend— Per doz.
Size 1, in 2 and 4 doz. boxes..... $2 40
" 10, in 4 doz. boxes..... 2 10
" 2, in 6 " 0 80
" 12, in 6 " 0 70
" 3, in 4 " 0 45
Pound tins, 2 doz. in case..... 3 00
12-oz. tins, " " 2 40
5-lb. " ½ " " 14 00

W. H. GILLARD & CO.

Diamond—
1-lb. tins, 2 doz. in case $2 00
½-lb. tins, 3 " " 1 25
¼-lb. tins, 4 " " 0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
½ doz.	12-oz.	3 40
¼ doz.	2½lb.	10 50
¼ doz.	5lb.	19 75

JERSEY CREAM BAKING POWDER.

¼ Size, 5 doz. in case $0 40
½ " 4 " " 0 75
¾ " 3 " " 1 25
1 " 2 " " 2 25

OCEAN MILLS. Per doz.
Ocean Baking Powder, ¼ lb., 4 doz. ..$ 45
Ocean Baking Powder, ½ lb. 5 doz. .. 90
Ocean Baking Powder, 1 lb., 3 doz... 1 25
Ocean Borax, ¼-lb. packages, 4 doz. 40
Ocean Cornstarch, 40 pks. in a case.. 78
Freight paid, 5 p.c. 30 days.

MAGIO BAKING POWDER.



Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER CO.

	Sizes.	Per Doz.
Royal—Dime		$ 1 00
"	½ lb.	1 60
"	6 oz.	2 25
"	½ lb.	2 90
"	12 oz.	4 50
"	1 lb.	5 75
"	3 lb.	15 50
"	5 lb.	25 50

	Sizes.	Per Doz.
Cleveland's—Dime		$ 1 00
"	½ lb.	1 50
"	6 oz.	2 20
"	½ lb.	2 80
"	12 oz.	4 25
"	1 lb.	5 50
"	3 lb.	15 00
"	5 lb.	25 00

"VIENNA" BAKING POWDER.

Per doz.
1-lb tins, 4 doz in box.....$2 25
½-lb tins, 4 doz in box..... 1 25
¼-lb tins, 4 doz in box..... 75

BEE BAKING POWDER.

1-lb. tins, cases 4 doz, per doz.....$2 25

HOME BAKING POWDER, CO., MONTREAL.

Sizes.	Per doz.
2 doz. case ½ lb.	$2 40
1 " 1 lb.	4 75

1 to 5 cases, 5 per cent.
5 to 10 cases, 10 per cent.



EAGLE BAKING POWDER

Per doz.
Cases of 48-5c. tins $0 45
" 48-10c. tins 0 75
" 24-25c. tins 2 25
" 48-25c. tins 2 25

"BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins.....$3 50
" " 36 10 " 4 00
" " 24 16 " 4 50
"Beaver" brand, 24-16 pkgs..... 4 80

Blue.

Keen's Oxford, per lb..... $0 17
In 10-box lots or case 0 16
Reckitt's Square Blue, 12-lb. box 0 17
Reckitt's Square Blue, 5 box lots 0 16
Gillett's Mammoth, ¼ gross box..... 2 00
Nixey's "Cervus," in squares, per lb. 0 16
" " in bags, per gross 1 25
" " in pepper boxes, according to size..... 0 02 0 10



J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 16½c
"Sapphire"—14-lb. boxes, ½-lb. pkgs. per lb.....12½
"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs. per lb. 10

Black Lead.

Reckitt's, per box..... $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.



JAMES' DOME BLACK LEAD.

Per gross
6a size.....$2 40
2a size 2 50

Borax.

Bee" brand, 5 oz., cases, 60 pkgs.... 2 25
" " 10 oz., cases, 48 " 3 25
" " 16 oz., cases, 48 " 4 25

EAGLE BORAX.

Per doz.
Cases of 5-doz. 5c. packages $0 45
" 5-doz. 10c. " 0 90

Boeckh's Brooms.

Bamboo Handles, A, 4 strings.....$4 50
" " B, 4 " 4 20
" " C, 4 strings..... 3 95
" " D, 4 " 3 70
" " F, 4 " 3 40
" " G, 3 " 3 10
" " I, 3 " 2 70

Cereals.

Wheat OS, 2-lb. pkgs., per pkg..... 0 08
" " 7-lb. cotton bags, per bag. 0 18½

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—
Hygienic, 1-lb. tins .....per doz. $6 75
" ½-lb. tins ..... " 3 50
" ¼-lb. tins ..... " 2 00
" fancy tins..... " 0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb. 0 50
Perfection, ½-lb. tins, per doz..... 2 40
Cocoa Essence, sweet, ½-lb. tins, doz..... 2 25



EASY TO SELL

Because everyone knows that

Paterson's Camp Coffee Essence

is the very best coffee essence on the market, and the price is reasonable.

ROSE & LAFLAMME,
Agents, - - - Montreal.

"DELICIOUS"



This Word Is Used

And Rightly So

To Qualify These Fruits

AGENTS:
ROSE & LAFLAMME,
MONTREAL

Chocolate— per lb

Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake— Per doz.

Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Confections— Per doz.

Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs.	3.75
" " ½-lbs	2.25
" wafers, ¼-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate— per lb.

Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ⅛'s, 14-lb boxes	0 24

Cocoa— Per doz.

Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb	tins,	4⅛	doz.	to case	per doz.,	$	.90
½	"	4	"	"	"		2.40
½	"	2	"	"	"		4.75
1	"	1	"	"	"		9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.



	Per lb.
Mott's Brome	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ¼s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liquors	0 20
	0 32
	0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa— Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins. 40c.
6-lb. boxes, 12 boxes in case, ½-lb, tins..40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins..40c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins..42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins 44

Sweet chocolate powder—
6-lb. boxes, 12 boxes in case, ½-lb. tins. .32c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 34c.

Premium chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs..33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs..35c.

Medallion sweet chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs...44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..44c.

Milk chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs ... 35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..35c.

Vanilla sweet chocolate—
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs..32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..32c.

Tid-Bit chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..30c.
12-lb. bxs., 6 bxs. in case, ½-lb pkgs..30c.

Diamond sweet chocolate—
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs..23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs 23c.

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65



Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20



TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream, per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" 2 lb. tins, cases, 15 tins	8 70
"Beaver" coffee, 24-1 lb. pkgs.	4 80
"Sun" brand, 25 and 50 lb. tins—	
Gem, roasted or ground	0 30
Extra, " "	0 26
Fine " "	0 22
Fancy " "	0 18
"Beaver" (ground only compound)	0 15

THE EBY, BLAIN CO., LIMITED.

In bulk— Per lb

Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1?

JAMES TURNER & CO. Per lb.

Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal. Per lb

"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 60
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	1? 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

To eat FISH in Lent—is good
To eat VEGETABLES in Lent—is good
To eat EGGS in Lent—is good

Our harsh Spring climate demands food rich in carbo-hydrates or strength-builders.

The very best Lenten diet is

"Crown"  **Brand Table Syrup**

Made from specially selected fine corn
It is absolutely PURE and WHOLESOME

Help your customers and yourself by handling and selling "CROWN" Brand Table Syrup.

EDWARDSBURG STARCH CO'Y, Limited
ESTABLISHED 1858

53 Front St. East, TORONTO, ONT. | Works: CARDINAL, ONT. | 164 St. James St., MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
doz. packages (12 to a case)	0 75
doz. packages (12 to a case)	0 95

Cleaner.



	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Age

The Davidson & Hay, Limited, Toronto

Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

	Per doz.
" " 5 doz., at..	$ 1 40
" " 1 doz., at..	1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 06½
7 and 14-lb. wood pails per lb.	0 06½
30-lb. wood pails "	0 06½
Pure Fruit Jellies—	
12-oz. glass jars, 2 doz. in case. per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—	
1-lb. glass jars (16-oz. gem) 2 doz. in case per doz.	1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper per lb.	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5-lb. boxes per lb.	0 40
"Acme" pellets, 5-lb. cans per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz	$ 3 60
3 cases "	3 50
5 cases or more	3 40

Matches.

UNITED FACTORIES, LIMITED. Per case.

Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

Parlor—	1 case.	5 cases.
Imperial	$5 75	$5 50
Best	3 75	3 50
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat.

Wethey's condensed, per gross net.... $12 00
per case of doz. net 3 0

Mustard.

OOLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durbam 4-lb. jar. per jar.	0 75
" 1-lb. jar. "	0 25
F. D., ½-lb. tins per doz.	0 85
" ¼-lb. tins "	1 45

E. D. MAROEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins per lb.	$ 0 35
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins per lb.	0 25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars per jar	0 70
1-lb. jars "	0 25



Orange Meat.

Cases, 36 15c. packages... $4.50
5 case lots.... 4.40 (Freight paid.)
Cases, 20 25c. packages... 4.10
5 case lots.... 4.10 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case.... per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½

Pickles.

STEPHENS'.

A. P. Tippett & Co., Agents.

Cement stoppers (pints) per doz.	$ 2 30
Corked " "	

Soda.

OOW BRAND.



Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5o. pkas. containing 96 pegs.), per box, $3 00.

MAGIC BRAND

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " (30 1-lb. " / 60 ½-lb. ")	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

"BEE" BRAND.

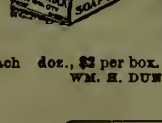
"Bee" brand, 8 oz., cases, 120 pkgs.	Per case
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	$2 75

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

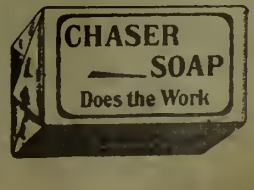
Maypole soap, colors per gross	$10 20
" " black	15 30
Oriole soap	10 20
Gloriola soap	12 00
Straw hat polish	10 20

BABBITT'S.



Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes as freight paid and half box free.
Babbitt's "Best soap, 100 bars $4.10 per box.
Potash or Lye, bxs each doz., $2 per box.

WM. H. DUNN AGENT.



Many Books Sold at $1.00 are worth ten times their price to those using them.

$1.00

"100 Good Ads. for a Grocery Store,"

sold by us at $1.00, is worth easily a dollar in suggestiveness, to say nothing of 100 ready-made ads. for the busy man.
Sent on approval if desired.

THE CANADIAN GROCER, 10 Front St. E., Toronto

CHASER SOAP.

1 case $2 40
Special quotations for quantities.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton.	$ 0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 04½
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
Bee" brand starch—	
" laundry, 64-12 oz. pkg. per case	$5 00
" " 32-12 " per ½ "	2 50
" corn starch 40-16 oz. pkg. " "	3 00
"Sun" borated starch, 40-16 oz. pk. per case	3 00
" borated starch, 50 box. 100 lb. keg	0 06½
" laundry " 50 " " " "	0 05½
"Gem" " " 100 & 200 lb. kegs	0 05½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 04½
Acme Gloss Starch— 1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry— 3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch— Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch— Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn— 1-lb. packages, boxes 40 lb.	0 06½
No. 1 Brantford Prepared Corn— 1-lb. packages, boxes 40 lb.	0 06½
Crystal Maize Corn Starch— 1-lb. packages, boxes 40 lb.	0 06½

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 06½
Durham corn starch, 40 lb.	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 04½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 06½



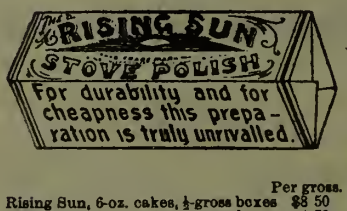
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

SAN TOY STARCH.

10c. pkges, cases 5 doz., per case.... 4 75

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



DUNN GENT.



Enameline No. 0 3 8 4 bxs., ea. 3 dz.	
Enameline No. 0 6 5 6 bxs., ea. 3 dz.	
Enameline liquid, bxs, ea. 0 3 8 3 doz.	
Blackene, 5-lb. 0 10 cans, per lb.	
Enameline stove dressing, per doz.	0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10
(10 and 20 lb. tins have wire handles.)	

"BEAVER" BRAND. Per case.

1 gal. tins, square, 6 in case	$4 40
½ gal. tins, round, 12 in case	4 50
¼ gal. tins, round, 24 in case	4 60

SMALL'S BRAND—Standard. Per case.

1 gal. tins, square, 6 in case	$4 70
½ gal. tins, round, 12 in case	4 90
¼ gal. tins, round, 24 in case	5 20

Teas.



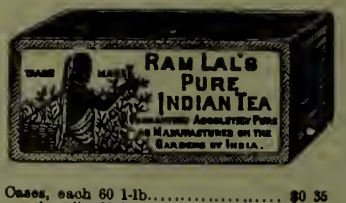
SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 23	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. } 30 1-lb. }	0 35
" " 120 ½-lb.	0 36



LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—		
"Condor" I 40-lb. boxes	$0 42½	
" II 40-lb. boxes	0 40	
" III 80-lb. boxes	0 35	
EMD AAA Japan, 40 lb " at	0 30	
" AA " 40 "	0 27½	
Blue Jay, basket fired Japan, 70 lbs.	0 27½	
"Condor" IV 80-lb. "	0 30	
" V 80-lb. "	0 26½	
" XXXX 80-lb. boxes	0 22½	
" XXXX 30-lb. "	0 23½	
" XXX 80-lb. "	0 20	
" XXX 30-lb. "	0 21	
" XX 80-lb. "	0 18½	
" XX 30-lb. "	0 19	
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½	

"Condor" Ceylon black tea in lead packets

Green Label, ¼s, ½s and 1s, 60-lb. cases retail	0 25 at 0 30
Grey Label, ¼s, ½s and 1s, 60-lb. cases retail	0 30 at 0 35
Yellow Label, ¼s and 1s, 60-lb. cases retail	0 35 at 0 36
Blue Label, ¼s, ½s and 1s, 50-lb. cases retail	0 40 at 0 50
Red Label, ¼s, ½s and 1s, 50-lb. cases retail	0 50 at 0 54
White Label, ¼s, ½s and 1s, 50-lb. cases retail	0 at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 30
" Amber, 8s. and 3s.	0 60
Chewing—Stag, bars, 10½oz.	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s.	0 44
" Currency, 12 oz bars, 12s.	0 47
" " 6½s. and 12's	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½oz b'rs, sp'o'd 6½	0 51
" Pay Roll, 7s and 6½s.	0 [illegible]
" Fair Play, 8s. and 13s.	0 [illegible]

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 42½
Condor, pure distilled	0 27½
Old Crow	0 23½
Special prices to buyers of large quantities	

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals.	$5 45	$10 90
" casks, 50 "	10 25	22 40
Bottles, cases, 3 doz.	3 25	4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90
1 case 50 5c. packages free with 5-case lots. Freight prepaid.	

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz
Washboards, Victor	$1 30
" Crown	1 35
" Improved Globe	1 50
" Standard Globe	1 60
" Original Solid Globe	1 80
" Superior Sld. Bk. Globe	1 95
" Jubilee	1 90
" Pony	0 90
Diamond King (glass)	2 90
Tubs, No. 0	11 25
" " 1	9 00
" " 2	8 00
" " 3	7 00
Pails, No. 1, 2 hoops	1 85
" No. 3, "	2 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz.	1 05
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " 3 doz. 5c.	1 00
" " 3 doz. 10c.	1 80

Try a barrel of

WILSON'S PURE REFINED CIDER

If you want the best.

Ask for it. Take no other.

THE
W. H. WILSON CO.,
LIMITED
TILLSONBURG, CANADA

CANE SUGAR SYRUP

We have a very fine lot of Choice Pure Cane Sugar Syrup, bright, sweet and heavy.

In Barrels, Half-Barrels,
2-lb., 3-lb., 5-lb., 10-lb. Tins.

For prices and samples write to

The Dominion Molasses Co.,
Limited
HALIFAX - - - - NOVA SCOTIA.

Agents

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JOHN W. BICKLE & GREENING,	HAMILTON
GEO. H. GILLESPIE,	LONDON
JOSEPH CARMAN,	WINNIPEG

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For Retailing
By JOHN H. BLAKE

PART I.
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Tea from Seed to Leaf.
Tea from Leaf to Cup.
The Tea Marts of the Orient.

PART II.
How to Test Teas.
Where to Buy Teas.
Is it Wise to Place an Importation order?
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending.

275 pp.; Cloth.
$2.00 Postpaid.

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Limited
10 FRONT ST. E., TORONTO

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

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Oakville, Ont.

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We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

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500	"	22.00
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10 Front St. E., Toronto Telephone Main 2701.

...s Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.



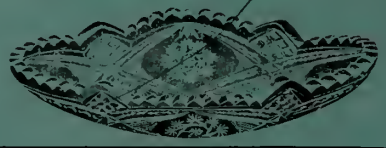
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10c.

Ask for particulars, illustrations and list of the Dazzler Assortment.

Gowans, Kent & Co.
Toronto

We sell Good Goods Cheap:





"Perfectly clean from our kitchen to your customer."

There is no better Mince Meat on the market than

Wethey's Mince Meat

One try will satisfy your customers of that. There is no better seller either. One try will satisfy you of that.

Perfectly clean, wholesome Mince Meat, done up in dainty packets. Why don't you sell it?

J. H. Wethey, Limited
ST. CATHARINES, ONT.

Purveyors by Warrante Royale

Established in ye yeare 1706

Crosse and Blackwell

Ye Olde Sauce & Pickle House.

All Goods stampd with ye Names

CROSSE & BLACKWELL LONDON

Soho Square, London.

C. E. COLSON & SON, MONTREAL, Agents.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision and Food Stuffs Trades of Canada.

VOL. XIX. MONTREAL AND TORONTO, APRIL 21, 1905. NO. 16.



The Blueing of the clothes in the Laundry is always associated with the words

Keen's Oxford Blue

the selling of

Keen's Oxford Blue

by the grocers of Canada is always profitable.

Sold Everywhere in One Ounce Squares—FULL WEIGHT.

LADY'S FINGER
Covered with Chocolate

THIS briefly describes one of our new biscuits, Petit Chocolat, recently placed upon the market. Its flavor is delightfully subtle, and is bound to please your customers. If you have not Petit Chocolat in stock, order.

Christie, Brown & Company

TORONTO and MONTREAL *Limited*

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 27.

If you send one customer away through not stocking

MATHIEU'S SYRUP

Of Tar and Cod Liver Oil

THE GREAT COUGH REMEDY

he may prevent many others coming. It is such a largely-advertised and well-known remedy that you might as well be short of bread, butter and the other necessaries of life. Moreover, the demand is so great that you soon realize your profit—which is worth having.

J. L. MATHIEU CO.,

PROPRIETORS, SHERBROOKE.

If your customer is at all feverish, tell him about **Mathieu's Nervine Powders.** There's more profit still for you. Retail 18 powders for 25c.



AT THE FOOD SHOW

held in Toronto recently the visitors ordered hundreds upon hundreds of bottles of

PEACOCK BRAND GRAPE WINE

These orders were filled through their grocers.

This wine is a first-class article for the grocery trade, pays generously, and opens up a new line of trade.

Send for a sample.

THE BATES MANUFACTURING CO., LIMITED

9-11 Francis St., TORONTO

National Licorice Co.



Y. & S., SCUDDER and M. & R. Brands of **PURE STICK LICORICE,** Acme Licorice Pellets, M.& R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.

Illustrated Catalogue on request

BORDEAUX RELISH

IN TORONTO EVERYBODY LIKES IT. THE BEST TRADE BUY IT.



A STRICTLY HIGH-GRADE RELISH AT A PRICE THAT ENABLES EVERY GROCER TO SELL IT.

Costs $1.20 dozen.
Cases hold two dozen.
Freight paid on 5-case lots.
ORDER A TRIAL CASE.

The Merchants' Manufacturing & Supply Co.

58 Colborne Street, TORONTO

The "Thistle" Brand Fish

The fact that for twenty years we have sold the "Thistle" Brand of Canned Haddies, Kippered Herrings, etc., is pretty good evidence of the high standard of quality of the goods. By high quality we mean, first, the very best fish put up in the very cleanest way; second, the preservation of the rich, delicate, natural flavor by prompt action after the fish are caught.

There has never been any attempt by the owners of the "Thistle" Brand to produce their goods as cheap goods—quality has been their watchword first, last and always. They have never pretended to compete on the basis of price and they never will. The "Thistle" Brand is to be the best by every test and regardless of expense.

The Manager of the company is unsurpassed as a fish-curer, as his father was before him. The buyers of the "Thistle" Brand can be absolutely sure of perfection. It is the standard from which the quality of all other brands is judged.

Not the Cheapest but Always the Best

ARTHUR P. TIPPET & CO.

Agents

8 Place Royale, MONTREAL 20½ Front Street, TORONTO

MANUFACTURERS' AGENTS AND BROKERS DIRECTORY.

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Start the New Year Right

Increase your business by appointing us your Western Representatives. If you have anything to sell write us.

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Wholesale Commission Merchants and Brokers
CALGARY, ALTA.
Head Office: NICHOLSON & BAIN, WINNIPEG.

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Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,
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MONTREAL.
Open for few more foreign and domestic agencies. Correspondence Solicited. Highest References.

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WINNIPEG.

Dingle & Stewart
WINNIPEG, - - CANADA.
COMMISSION BROKERS.
Excellent Storage Accommodation.
Consign Your Cars to Us.

EASTERN MANUFACTURERS
—AND—
SHIPPERS.
All EYES are turned on
MANITOBA AND THE WEST.
WE
Represent some of the leading houses in
CANADA and the U.S.
INCREASE YOUR TRADE. WRITE US.
NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.

WINNIPEG.

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MANUFACTURERS' AGENT and WHOLESALE COMMISSION BROKER
UNION BANK BUILDING
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JOSEPH CARMAN
Wholesale Grocery Broker and Manufacturers' Agent
Member Western Wholesale Brokers' Association
Union Bank Block, Rooms 722 and 723
Winnipeg, Man.
Open for good Canned Goods Agency
Correspondence Solicited

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W. G. A. LAMBE & CO.
TORONTO.
Grocery Brokers and Agents.
Established 1885

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WHOLESALE GROCERY BROKER and MANUFACTURERS' AGENT
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Highest references. Commissions solicited.

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Grocery Brokers
27 Front St.,
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VICTORIA, B.C.

Radiger & Janion
VICTORIA AND VANCOUVER
MANUFACTURERS' AGENTS and COMMISSION BROKERS
Correspondence Solicited. Reference — Bank of British North America, Victoria.

WOLSELEY, ASSA.

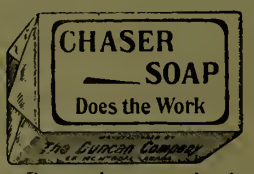
G. C. Warren
Wolseley, P.O.
Direct Importer, and Distributer of Teas and Jellies, will act as manufacturer's agent in other lines.

BRANDON, MAN.

GROCERIES FOR THE WEST
We will have a car leaving Toronto and Montreal about once a month.
Have you got something you wish to ship in these cars?
We will reship, sell or store for you. Write us.
Wilson Commission Co., Limited
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Long Distance Phones
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Norman D. McPhie
BROKER and Commission Merchant
OFFICE: 158 KING ST. E. HAMILTON, ONT.



Do You Sell It?

Remember, we give larger profits than any other **Premium Soap**, and you give your customers **Better Premiums.**
Each coupon is redeemable for one cent in goods.
WRITE FOR PARTICULARS.

The Duncan Company of Montreal
P. O. Box 292.

STOCK NOW.



Sutton's Worcestershire Sauce cannot be beaten for quality and price

G. F. Sutton Sons & Co.
King's Cross
London, Eng.

SALT—All Kinds

Best facilities for shipping.
No better prices or service anywhere.

VERRET, STEWART & CO., - MONTREAL



CAPSTAN BRAND

HIGH-GRADE TOMATO CATSUP

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see our travellers' samples.

The Capstan Mfg. Company

TORONTO, ONT., CAN.



AUER GASOLENE LAMP

Gives more light than

10 COAL OIL LAMPS, 6 ELECTRIC OR 5 ACETYLENE LIGHTS, AT A LOWER COST THAN COAL OIL.

Each lamp makes and burns its own gas. No wick, no dirt, no grease, no smoke, no odor.

Catalog and discounts on request.

AUER LIGHT CO., 1691 Notre Dame Street, MONTREAL



Avoid a disappointed customer by always recommending to him

STERLING BRAND PICKLES

There is safety in this choice. No better pickles are made the world over. None for so long a time have given greater satisfaction to users.

—Made in Canada, from the
—best grown Canadian vege-
—tables, in Canada's greatest
—pickle factory.

THE T. A. LYTLE CO., LIMITED

124-128 Richmond St. W.

TORONTO, CAN.

BY ROYAL APPOINTMENT

CEREBOS TABLE SALT

Used like Common Salt, but contains the Vital Phosphates of Whole Wheat.

USED IN ALL THE ROYAL HOUSEHOLDS AND ALL THE BEST HOTELS AND FAMILIES IN EUROPE.

Sold wholesale by the following firms:

Quebec: Whitehead & Turner.
Montreal: D. H. Rennoldson.
Ottawa: H. M. Bate & Sons, Ltd.
Kingston: Geo. Robertson & Son.
Toronto: W. G. Patrick & Co.
Hamilton: James Turner & Co.
Winnipeg. The Kenneth Mackenzie Co.
Victoria: R. P. Rithet & Co., Ltd.
Vancouver: Kelly, Douglas & Co.

JAPAN TEA

A Word to the Grocers

You have all had many complaints from your customers of the tea sold them, some said it "was bitter," others that it was "earthy," had "no flavor," "left a scum," etc. While other teas will all do this more or less, the teas of **Japan** will not. Try them; prove them the healthiest, purest and most profitable.

Made in Canada

These words are the key to the success that every true Canadian heartily desires for this fair Canada of ours!

Why should we buy goods of any description that are made in a foreign country? The making of foreign goods does not give employment to our artisans. It does not retain money in this country.

Why use Foreign Salt? We have CANADIAN SALT that is superior to any foreign salt that is made.

Why not help build up Canada by using

Canadian Salt

and thereby employ Canadian labor, Canadian works, and Canadian capital?

Demand of your wholesale grocer Canadian Salt, and if he does not keep it write to us for prices and samples.

ADDRESS

THE DOMINION SALT AGENCY

LONDON, ONT.

Telephone No. 1971

Offices: 2nd FLOOR MERCHANTS' BANK BUILDING. Entrance on Queen's Avenue.

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND"

MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.



ROSE & LAFLAMME,

AGENTS, MONTREAL.

Flett's

Pickle Satisfaction

is always given when you sell

Flett's Pickles

made from choicest fresh vegetables and Pure English Malt Vinegar.

ROSE & LAFLAMME

Agents, MONTREAL

MHS

1

2

4 reasons

1.—Britishers, with British enterprise and British methods, have exploited

Ceylon Teas

with the success you all know.

2.—The teas themselves have been preferred by the British people at home and in the colonies.

Ceylon Teas

have the flavor, the "cup quality."

3.—The grocery trade have responded.

Ceylon Teas

with them have been the most satisfactory.

4.—Tea stocks are simpler and safer since the advent of

Ceylon Teas

3

4 good reasons

4

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT



¾-lb. tins—3 doz. in case.

SOLD BY ALL JOBBERS

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL.

To the Wholesale Trade

We are now fully equipped and prepared to give quotations for the Manufacture of any Woodenware Specialties.

Our Shelf Box is selling itself. Write for prices.

The Bennett Mfg. Co.

Pickering, Ont.

No Acid in

YORK

METAL POLISH

York Metal Polish is the quickest, cleanest and most durable polish made. Liquid or paste. 10c. sizes and upwards. Free samples with every order. Free sample to any dealer.

ANGLO-CANADIAN SUPPLY CO.

3 Wellington St. E., TORONTO

PUSH WHAT PAYS

and Gives Satisfaction

HOLBROOK'S

GENUINE IMPORTED WORCESTERSHIRE

SAUCE

PAYS 40%

AND

Is the Premier of the

Acknowledged Sauce World



25c. per Bottle.

25c. per Bottle.

GROCERS, ATTENTION!



What is your most valuable asset? Is it not your list of customers? What is most necessary to insure the success of your business? Is it not public confidence? By using **THE TOLEDO SCALE** which **INVITES** every **CUSTOMER TO SEE THAT YOU GIVE THEM JUST WHAT THEY ASK FOR**, you gain **PUBLIC CONFIDENCE**, thereby **ADDING TO YOUR MOST VALUABLE ASSET**, your list of Customers, and the great point is that you accomplish this without having to give down or over weight. No springs, no poises to shift, and no weights to lift on and off; the goods weigh themselves, absolutely correct, and do it instantly.

A postal will prove the foregoing. Think and act.

DEAN & McLEOD, Canadian Agents

TOLEDO COMPUTING SCALE CO.,
21 John St. South, Hamilton, Ont.



Did you ask what the difference was?
Well—

The Tarbox Self-Wringing Mop is Self-Wringing

That means a whole lot to a woman—clean hands, white hands, frequency of use and cleaner floors, oil cloths, and all that, and for you, it means more sales.

Your Jobber has Them.
Don't You Want Them?

TARBOX BROS., Toronto

Butchers, Merchants and Hide Buyers

Should write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freights. He pays full market values. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.

A Two Cent Mistake



Don't amount to much in any business, but the striking point is that a clerk is just as liable to make a mistake of $2.00 as he is of two cents, and a few mistakes like this would pay for enough of Allison's Coupon Books to last a year or more. With these books mistakes are impossible.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

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...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices throughout the Civilized World

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

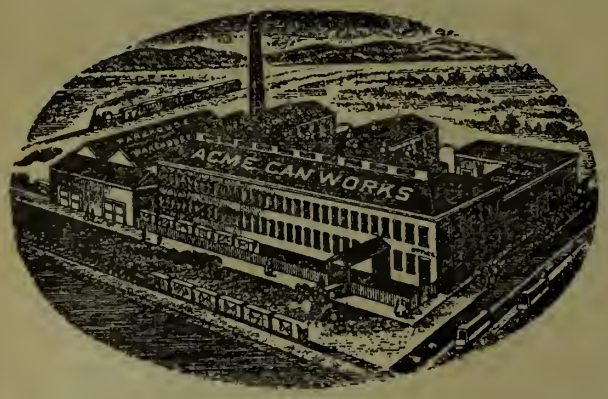
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VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Can da Toronto.



When In Need of Cans, Serve Your Best Interests and Consult Us.

Acme Can Works

make the largest assortment of any factory in America of TIN CANS by the latest up-to date automatic machinery

We are the only makers in Canada of
KEY-OPENING MEAT CANS, POULTRY CANS.
They are our specialties.

Manufacturers for Canada of—

Jewett's Self-Heating Can.

We solicit inquiries for prices on

Baking Powder, Oil, Syrup, Lye, Paint, Varnish, Condensed Milk, Poultry, Fruit, Vegetable } Cans
Lard, Syrup, Butter } Pails

ACME CAN WORKS
Ontario Street East, - - MONTREAL, P.Q

Brunner Mond & Co.'s

WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland

Montreal

SOLE AGENTS FOR CANADA.

Anything That's HEINZ Is Safe To Buy

Heinz Pure Food Products Stand All Tests

The grocer who puts on his shelves any one of Heinz 57 Varieties may rest perfectly sure that he has something which is pure and which will pass the pure food laws of any state.

Moreover, when the grocer sells Heinz products to his customers he guarantees them to suit the taste of everyone. If any one of Heinz varieties fails to please we authorize the grocer to return the purchase price. *Ask us about our free Retailers' Advertising Service.*

H. J. HEINZ CO.
PITTSBURGH, - - U.S.A.



This illustration shows one side of a store fitted with

WALKER BINS

Some grocers have an idea that **Walker Bin Fixtures** cost a great deal more than they do They're surprisingly moderate-priced, and besides, it isn't necessary to fit up your entire store at once. Put in small lengths of Counters and Wall Cases and add to them from time to time as required. This makes the outlay small. It's an investment, not an expense. Write for illustrated booklet.

The Walker Pivoted Bin and Store Fixture Co.
Factory, BRAMPTON. Head Office, TORONTO.



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SWAN
STANDARD
IN
EVERY
RESPECT

GREIG'S WHITE SWAN COCOANUT

Highest grade—all styles—best prices.
Our new package is a beauty—Three sizes: 2 oz., 4 oz., 8 oz.—Try a case.

The Robert Greig Co., Limited White Swan Mills, **Toronto**

Tickled to Death with "Red Feather" Tea

That's what one lady—a lover of really good tea—said about the unmatchable **"RED FEATHER."** Thousands more are bound to think the same.

Only one quality—the best. Retails at 40 cts. a pound, in lbs. and ½ lbs. Black, Mixed and Green—cases 30 lbs.

"RED FEATHER" will bring you trade. Write us—ask our travellers about it.

W. H. GILLARD & CO., HAMILTON

Wholesale Grocers, Tea and Coffee Importers.



A man is likened to a river contending with the ocean.

A strong, clear current makes way far among the tossing waters.

And the Grocer who swims with **Wood's** pure, firmly-established **Coffees**, goes straight to the front with the best of them.

CANADIAN FACTORY AND SALESROOM,

428 ST. PAUL ST., -- MONTREAL.

The Flow is over
The "Sugaring-off" Time for 1905 is past.

This year we have secured from the most expert syrup and sugar makers the

PUREST

MAPLE SYRUP

ever made. Write us before buying.

THE GRIMM MFG. CO.

Manufacturers of Champion Maple Sugar Evaporator and Maple Sugar Makers' Supplies

MONTREAL

Easy to understand why

BORDEN'S



BRANDS OF

Condensed Milk

"Eagle" Brand

AND

Evaporated Cream

"Peerless" Brand



are favorites with the consumer.

BECAUSE

they are absolutely **PURE** and give most satisfaction. Never any complaints from your customers. These are lines you should **Stock** and recommend.

FOR SALE BY ALL JOBBERS.

WILLIAM H. DUNN, - MONTREAL

JOS. IRVING, 92 Wellesley St., TORONTO.

ERB & RANKIN, Halifax, N.S.

SCOTT, BATHGATE & CO., Winnipeg, Man.

W. S. CLAWSON & CO. St. John, N.B.

SHALLCROSS, MACAULAY & CO., Victoria and Vancouver, B.C.

The New Business Tax in Ontario in Relation to the Retailer*

IN reply to numerous inquiries from retailers throughout the Province of Ontario as to how they will be affected by the new Assessment Act, which came into force on April 26, 1904, it may be stated at the outset that it has established an entirely new basis of business assessment to take the place of the old "Personal Property Assessment." Formerly a retailer was interviewed by the assessor, who determined his business assessment according to the retailer's own valuation of the amount of business turned over from year to year. The objection to this scheme was that the retailer was enabled to evade taxes by making use of such subterfuges as personal indebtedness, credits, etc. It was an ideal system for use in an ideal community, but lacked the machinery to make it satisfactory as far as practical working out was concerned.

Business Assessment.

According to the new business assessment a retailer's taxes are computed on the assessed value of the business premises he occupies.

In towns where the population is under 10,000 his business assessment is fixed at 35 per cent. of the assessed value of the property occupied for business purposes. Where the population is over 10,000 and under 50,000 the percentage is 30 per cent., and where it is over $50,000, 25 per cent. The minimum assessment according to the new Act is placed at $250; this means that in the event of a grocery or general mercantile establishment being assessed for less than $250, the proprietor cannot be assessed for business purposes below this amount.

The question may be raised by the retailer that he does not occupy the whole of his store for business purposes, but rents say one-third of it to other parties or as a residence for himself. Very well; the business rating is applied only upon so much of the premises as are occupied for business purposes. For instance, a retailer in a town of less than 10,000 inhabitants occupies premises assessed at $3,500 and sublets say one-third of the building. His business rating then will be on two-thirds of the whole premises, or on $2,333, and his business assessment on 35 per cent. of this, or $816.

Thus the retailer may, by referring to the assessment roll, place himself in a position to know the taxes chargeable against his business, subject, of course, to any future increase in realty. He is not concerned at the approach of the assessor, he is not called upon to submit a statement of his assets and liabilities, nor is he asked any question whatever regarding the particulars of his business. The assessor simply enters his name in the roll and rates him as a retailer, after which his business assessment becomes automatically fixed. The same method applies to the distiller, the brewer, the wholesaler, the manufacturer, the departmental store, the coal and wood dealer, the lithographer, printer, or publisher; in fact, all engaged in business pursuits, their ratings varying from 150 per cent. to 25 per cent. of the assessed value of the land occupied or used for such business.

Manufacturers and Wholesalers.

In the case of departmental stores, having more than 5 branches in separate departments, the business assessment is 50 per cent. of the assessed value of the premises where this exceeds $20,000. In the case of wholesale houses the percentage is 75 and in that of manufacturers 60. Manufacturers are not liable to business assessment as wholesale merchants by reason of their carrying on the business of selling the goods of their own manufacture on the premises used by them for manufacturing purposes. It may be added that any person liable to business assessment is not liable to taxation on income derived from his business.

Manufacturers' agents, brokers, etc., are not liable to the business tax, but come under the income tax according to sub-section 5 of Section 10 of the new Act.

The new assessment is to be commended in so far as it is easy of application and entirely avoids the necessity of the assessor delving into the affairs of business men. It cannot be claimed, however, that the new system is equitable from a basis of wealth; in fact, it cannot be, for the reason that a percentage of the assessed value of the land is taken as the business assessment in lieu of the value of personal property. Large capital is employed in small premises, and vice versa; but it has this effect, that no one escapes and all contribute more or less to the burden of taxation. If a comparison is made with the former assessment of personality, there will be found more inequalities that will probably be shown under the new Act. No one ever contended that personal property was or could be successfully assessed; much of it could not be seen. Debts due on account of personality were to be deducted, and the statement is ventured that not one tenth of the personal property liable to assessment is or was assessed. The assessor could not cope with the artifices employed, and beside very imperfect machinery was provided under the Act to assist him in the discharge of his duties.

New Tax an Improvement.

The business men as a whole should, and it is believed do, welcome the change in the new Assessment Act; they now know that the assessor cannot go beyond the rating fixed by the Act. Formerly, because of their under-assessments which have been handed down as heirlooms to succeeding assessors, they could not say where the assessment was to stop, as they were liable to an increase year after year, so long as the amount assessed did not exceed the actual assets of the business; all this depending upon the activity of the assessor. This is now done away with and as "new brooms sweep clean," it is confidently expected that the business assessment will show a vast improvement upon the attempt for the past 30 or 40 years to assess personal property as defined under the Act.

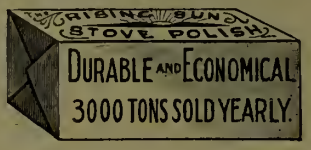
Scarcely sufficient time has elapsed since the introduction of the Act to warrant any statement as to its effect upon the retail trade. The general opinion, however, seems to be that, with the possible exception of cities and large towns, the retailer is going to benefit very considerably in the matter of taxes.

Income Tax.

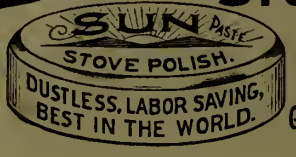
Some important changes have also been introduced by the new Assessment Act in regard to the income tax. Instead of an exemption up to $1,000 on personal earnings and up to $100 on income derived from other than personal earnings, there is now no exemption on other than personal earnings, and except in the case of householders, an exemption on personal earnings only up to $100, householders enjoying an exemption up to $1,000. The provisions of

* For the material used in this article The Grocer is indebted to Mr. J. C. Forman, Assessment Commissioner, Toronto.

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE.



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers ; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

the Act in respect to the income tax are as follows:

1st.—The annual income derived from personal earnings or from any pension, gratuity, or retiring allowance, in respect of personal services, in a city or town having a population of over 10,000, is exempt to the extent of $1,000, and is assessable at the place where he is a resident thereof; and where he is not a householder according to the assessment roll, the exemption is $400.

2nd.—There is no exemption mentioned as to income received or derived from other than personal earnings, therefore such class of income is assessable on the full amount as under sub-section 8 of section 2, "Income" is defined (in part) and shall include the interest, dividends, or profits, directly or indirectly received from money at interest upon any security or without security, or from stocks, or from any investment, and also profit or gain from any other source whatever.

Everyone Liable.

The chief result of this will be the insertion of the name of every resident of every municipality in receipt of income from other than from personal earnings, with the full amount of such income. Thus the dividends from all financial corporations such as banks, insurance and loan, and trust companies, become liable on the full amount as against the resident shareholders in Ontario. This, while providing additional assessment under the heading of income, takes away to a considerable extent the charge that such financial institutions as those named were escaping their just assessment, as it is reasonable that such companies and their shareholders should not be both assessable. It also makes up for the loss now sustained by practically the non-assessment of the income of these companies.

A reference is now made to the legal and medical professions, the dentist, the civil or electric engineer, surveyors, architects, and others, all these are subject first to a business assessment, irrespective of what the income may be. If the income derived is beyond the amount of the business assessment, then the amount of the income in excess of the business assessment is the basis of the assessment, subject to the statutory exemptions. Thus no professional man escapes taxation, and under sub-section 3 of section 10, no less an amount than $250 shall constitute a business assessment.

Successful Machinery.

It might be said here that the clause relating to professional men originally contemplated assessing them on a business assessment only, but was afterwards amended to the above; indeed, the strictest endeavor has been made to omit no class of income properly liable to assessment. In section 11, sub-section "A," every person not liable to business assessment shall be assessed and taxed in respect of income,—so that it at present appears no one can escape. While this is just and all are made liable to assessment (saving exemptions) the mere fact of being liable would not help so very much, if machinery were not given the assessor to help him out, so sections 16 to 21, some new and others amended as compared with the old Act, have been inserted. From these it will be seen that employers are to give or furnish to the assessor the names, places of residence, and wages, salary, or other remuneration of their employes. Section 19 requires corporations to furnish the assessor with a list of the resident shareholders of the municipality requiring the same. Then comes section 21, which provides a penalty of $100 and an additional penalty of $10 for each day during default. The Act, therefore, so far as touched upon, seems not only workable, but of vast improvement.

USEFUL AND ENTERTAINING ADVERTISING MATERIAL.

Advertising in connection with any business is a feature requiring careful study. Many Canadian firms use good judgment in keeping their products before the trade and consumer. E. W. Gillett Company, Toronto, have long been recognized as in the van of users of attractive and judicious advertising material, and many of their novelties have received endorsement at the hands of the public. Two of their latest and most attractive, as well as attention-arresting advertising novelties, are a series of illustrated nursery rhymes and stories and a little celluloid vest pocket memo tablet, the latter showing the new factory in brown and black colors. E. W Gillett Company will be pleased to mail samples to readers of The Grocer, if reference is made to this notice.

COLD CLIMATE ORANGE.

The United States Department of Agriculture is conducting a series of experiments which, if successful, will probably result in orange groves being as common within the next few years in the central and western states as apple orchards are at the present time.

By grafting various varieties of the fruit, the department scientists have managed to develop an orange that is able to stand a remarkable amount of frost, and they expect confidently to develop a variety that can even withstand the severe Winters of the New England States.

The statement is made, moreover, that such oranges will be finer in flavor, more delicious in aroma, and more juicy and palatable in every way than those now grown in semi-tropical countries.

The new northern orange, however, will not be the beautiful golden of the Florida and California fruit, but a dull and lusterless green

Distinctiveness

Is what we claim, both in label and package, as well as in the quality, of our

We trade on no person's reputation. Red Feather Tea is so prepared that it will make a reputation for us—and for you—that shall be long and profitable.

Red Feather Tea

Black, Green and Mixed——One Price Only——40c. Retail

LUCAS, STEELE & BRISTOL, WHOLESALE GROCERS, **HAMILTON**

TEAS TEAS TEAS

Ask our travellers to show you bargains in

Japans, Ceylons and Young Hysons

We believe we have the best values being offered to the trade.

Drop us a card and we will gladly send you samples.

JAMES TURNER & CO.

Wholesale Grocers, HAMILTON

If you want to give your customers a treat send us an order for

TARTAN

Peaches, Pears, Plums, Raspberries, Strawberries, etc.

THESE ARE THE FINEST GOODS PACKED. *ALL TARTAN* BRAND GOODS GUARANTEED BY

BALFOUR & COMPANY,

WHOLESALE GROCERS - - HAMILTON

Extra Value in Ceylon Teas

We have just received a shipment of Ceylon (Blended) Teas—very fine values to retail at 25c., 40c., 50c. and 60c. per pound. Write for samples and prices.

THOMAS KINNEAR & CO.

TORONTO AND PETERBORO



For Sale by all Grocers.

Business Changes

ONTARIO.

THE American Coffee and Spice Co., Limited, Toronto, have filed an application for a winding-up order, which has been contested.

D. Cain, general merchant, Bobcaygeon, is dead.

N. Taglietti, grocer, Toronto, has sold out to H. Castrucci.

A. Neilson, general merchant, Manitowaning, has been burned out.

D. Brickman, grocer and confectioner, has sold out to Harry Young.

J. Bowes, grocer, Elora, has sold his business to Mr. Tuck, of Toronto.

O. J. Moore, grocer, Mitchell, has purchased the stock of R. W. Davis.

A. D. Goodwin, grocer, Atwood, has sold out to Walter Bros., of Listowel.

W. N. Stevenson, confectioner, Almonte, is offering his business for sale.

J. Wilson, general merchant, Forrester's Falls, has been succeeded by J. H. Forrester.

A chattel mortgage on the stock of R. Diprose, grocer, Strathroy, has been foreclosed.

A meeting of the creditors of J. E. Ross, general merchant, Cobden, was held April 18.

The assets of L. Hunter, general merchant, Hammond, were advertised to be sold April 20.

G. H. Hyndman, general merchant, Murillo, has sold out to Snelgrove & Waddington.

The Provincial Grocers, Toronto, have filed a petition for winding-up order; stock to be sold by auction April 26.

QUEBEC.

F. W. Cardwell, grocer, Montreal, has been burned out.

Leroux & Cie. have been registered as grocers, Montreal.

Brais & Masse have been registered as millers, Roxton Falls.

A. Therrien & Co. have been registered as grocers, Montreal.

Rousseau & Cie., grocers, Montreal, have dissolved partnership.

Lippe & Archambault, grocers, Montreal, have dissolved partnership.

G. A. Perry & Co., general merchants, Dalhousie Station, have compromised.

Mathewson's Sons have been registered as wholesale grocers, Montreal.

The assets of E. D. Presho & Co., confectioner, Montreal, have been sold.

The assets of L. P. Martin, general merchant, St. Helene, have been sold.

C. Thibault, general merchant, Ste. Anne Des Monts, is offering to compromise.

The assets of H. Drainville, general merchant, St. Barthelemi, were sold April 19.

O. J. Beauchamp, general merchant, St. Rose De Lima, has effected a compromise.

F. A. Bedard, grocer, Lorette, has voluntarily assigned to V. E. Paradis, Quebec.

The assets of A. Lafontaine & Cie., general merchants, Drummondville, have been sold.

J. D. Ross, general merchant, Sayabec, has voluntarily assigned to Lefaivre & Taschereau.

The effects of O'Connor Bros., dealers in fish and game, Montreal, are under seizure for rent.

H. Lamarre has been appointed provisional guardian for J. Lapointe, general merchant, La Macaza.

NEW BRUNSWICK.

The stock, etc., of O. D. Hanson, general merchant, Fairville, was advertised for sale by tender up to April 18.

G. E. Ford & Sons are applying for incorporation as general merchants, Sackville.

NOVA SCOTIA.

Buffett Bros., general merchants, North Sydney, have assigned.

W. A. Godfrey, grocer, Yarmouth, has assigned.

MANITOBA AND N.W.T.

E. Ely, grocer, Salteoats, has been burned out.

A. Hyslop, general merchant, Purves, has sold to F. R. Bailey.

H. Rodwell, general merchant, Dundurn, has gone out of business.

Bradie's flour and feed store, Saltcoats, has been destroyed by fire.

Hicks Bros. & Co., wholesale grocers, Winnipeg, have been incorporated.

TOMATO CATSUP

Quarts and Pints. Quality Right. Price Right.

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

The Alix Mercantile Co., general merchants, Alix, have been burned out.

L. Goldstein, general merchant, Lowe Farm, has sold to Hiebert & Loewen.

L. Goldstein, general merchant, Rosenfeld, has sold out to A. & P. Reimer.

W. J. Wallace, general merchant, Stoughton, has assigned to W. R. David.

Wallace & Munroe, general merchants, Heward, have assigned to W. R. David.

Hole & Scott, general merchants, Edrans, have been granted an extension.

W. Mason, baker and confectioner, Carievale, has sold out to T. Anderson.

J. F. Cairns, general merchant, Saskatoon, is opening up a branch at Davidson.

G. W. Wickens, general merchants, Cayley, have been succeeded by Wickens Bros.

H. Schraeder, general merchant, Aberdeen, has amalgamated with J. J. Heinriche.

A. G. Cunningham, baker and confectioner, Winnipeg, has sold to Bowerman Bros.

The Condie Supply Co., general merchants, Condie, have dissolved partnership.

C. T. Boulton, baker and confectioner, Carman, has sold his business to J. Colwell.

A. Macdonald & Co., general merchants, Lethbridge, have dissolved partnership.

Miller & Son, general merchants, Gretna, have sold to the Farmers' Trading Co.

A meeting of the creditors of the F. O. Maber Co., grocers, Winnipeg, has been held.

D. B. McNeil, general merchant, Gleichen, has been succeeded by McNeil & MacDougall.

Attesun & Sealund, general merchants, Wetaskiwin, have been succeeded by Otteson & Mallet.

The stock and store property of the Francis Trading Co., general merchants, Francis, has been sold.

The stock of the estate of Calder & Lyall, general merchants, Hamiota, has been sold to Ovens Bros.

A. E. Parsons & Co., wholesale grocers, Winnipeg, have suffered loss by fire. They carried insurance.

Briggs & Buhmer, general merchants, Gainsborough, have dissolved partnership; Mr. Briggs continues in the business.

BRITISH COLUMBIA.

Kurtz & Co., cigar manufacturers, Vancouver, have dissolved partnership.

R. Cunningham & Sons, general merchants, Port Essington, have been incorporated.

Martin & Robertson, wholesale commission merchants, Victoria and Vancouver, have been incorporated.

IMPORTS OF TEA INTO CANADA.

The accompanying statistics of imports of tea into Canada for the fiscal years of 1902, 1903, and 1904 serve to show that the consumption of China and Japan teas has been practically stationary during the past two years, while indian and Ceylon teas have increased from 11 to 21¾ millions.

	1904.	1903.	1902.
Indian, black	7,213,700	5,352,300	3,437,100
" green	957,300	701,000	71,500
Ceylon, black	8,297,800	7,967,300	7,116,400
" green	5,362,300	2,255,900	541 000
China, black	872 200	1,226,600	1,057,200
" green	1,618,600	1,287,700	471,800
Japan	6,384.000	4,886,000	6,548,200
Other kinds	600	292,400	287,500
	30,706,400	23,969,200	19,530,700

JAPAN RAISES IMPORT DUTIES.

A new customs tariff on imports into Japan will go into effect on July 1, with an increase of duties on almost all articles that are now subject to import tax. The increase is in all cases an ad valorem increase, whether the article was previously taxed by specific or ad valorem duty, and is designed to afford an increased revenue for war expenses.

Up to this time the customs receipts have been devoted to internal administration entirely, but after July 1 the excess receipts from the new rates will be used for the war fund.

The increases will be made in accordance with a law promulgated January 1 and designed in the first place to take effect April 1, which is the beginning of a new Japanese fiscal year. Later it was considered unnecessary for the new imposts to be levied before the beginning of the second quarter, on July 1. The law increases the taxes on the following: Land, incomes, business, liquors, soy, syrup, sugar, excise, bourses, customs, mining products, licenses for hunting and fishing, medicines, mails and documents



UPTON'S

Home-Made

Jams, Jellies

and

Marmalades

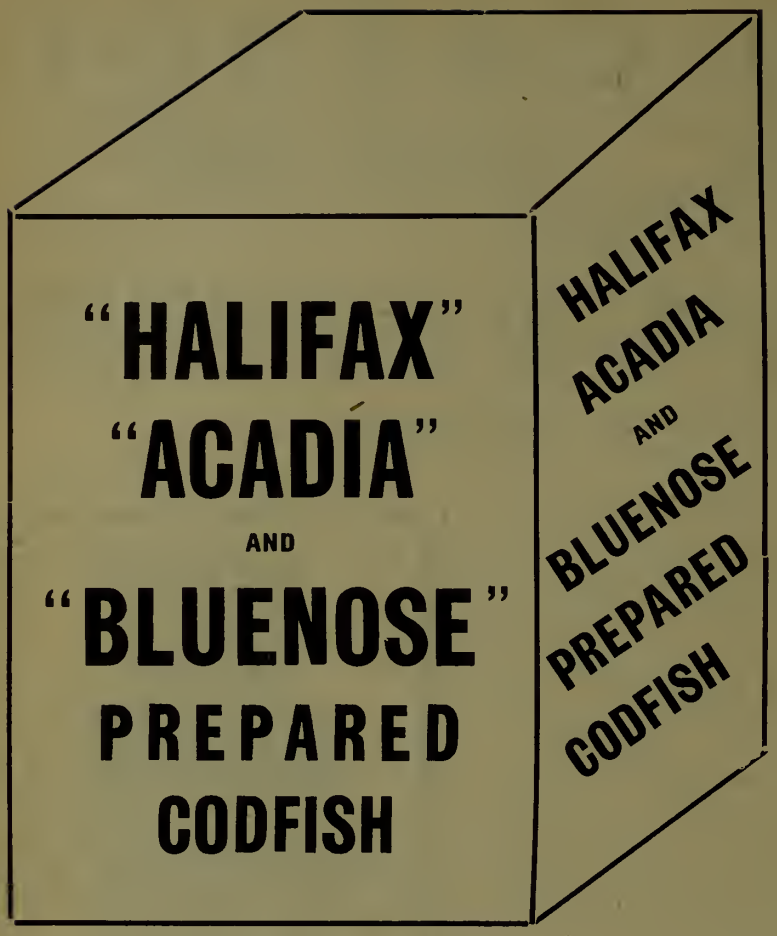
Are Absolutely Pure Fruit and Granulated Sugar.

UPTON'S

GOLDEN-SHRED

Orange Marmalade

Something New and Very Choice.



A GOOD CORNER STONE FOR YOUR FISH BUSINESS. TRADE BUILT ON IT WILL ENDURE — NOTHING CAN SHAKE IT. CONSUMERS ARE TOO FOND OF THESE BRANDS TO GIVE THEM UP.

BLACK BROS. & CO., LIMITED

HALIFAX and LaHAVE, N.S.

Agencies:

A. H. BRITTAIN & CO.,

Board of Trade Building, MONTREAL.

REGINALD LAWSON,
Winnipeg, Man.

CHAS. MILNE,
Vancouver, B.C.

Fresh and Cured Fish

Bond's Bait Bill Passed.

PREMIER BOND has moved in the Newfoundland Legislature for the adoption of a new bill against American fishing vessels. It provides that if an American fishing vessel is found within three miles of the coast of Newfouudland, with bait, supplies or outfits purchased within any port in the island, the equipment, stores and cargo shall be forfeited. It also is provided that the task of proving that the bait, supplies or outfits were not purchased in violation of this Act will rest upon the owners of the vessels.

According to latest advices a clause has been added providing for the suspensiou of the new bill at the discretion of the Government. The reason for this is because it is thought the United States Senate will have acted upon the Bond-Hay treaty before the next session of the Newfoundland Legislature, in which event it is desirable that the latter should possess the power to move promptly for the prohibitory measure.

Fishing Conference.

A JOINT conference of the fishery authorities of the Lake States and U.S. officials was held in Chicago on April 8th for the purpose of establishing more uniform fishing regulations. The following recommendations were adopted:

Closed season on Lake Erie, Lake St. Clair, Detroit and St. Clair Rivers for all fish, November 15 to April 15.

Closed season on Lakes Huron and Michigan for white fish and trout, October 31 to December 15.

Closed for wall-eyed pike on Lakes Michigan and Huron, including bays and harbors and St. Mary's River, January 1 to May 15; Lake Superior, January 1 to June 1.

Closed season on Lake Superior for whitefish and trout, October 1 to November 15.

Bass and muskallonge, rod and line, January 1 to June 15; to be caught with rod and line only during open season.

Closed season on all great lakes for sturgeon ten years from June 1, 1901.

Taking for export of black bass, muskallonge and brook trout to be prohibited. Catching same fish with nets to be prohibited.

All boxes and packages containing fish to be marked with the name of the consignee and consignor, and with the contents of the package.

Following to be legal measurements of fish to be caught: Black bass, 12 inches: muskallonge, 30 inches; yellow perch offered for sale, not less than nine inches; wall-eyed pike, 15 inches; blue pike and saugers. 10 inches; whitefish and lake trout to weigh not less than two pounds dressed, or two pounds, four inches round: herring in Lake Erie, 10 inches.

State and national fish commissions to be permitted to take spawn during closed season.

Sale of speckled and rainbow trout raised in private waters to be permitted.

Having in possession any fresh fish three days after beginning of the closed season to be considered prima facie evidence of guilt.

Fishermen May Form Unions.

There are forty thousand men engaged in the fishing industry in the provinces of Nova Scotia and New Brunswick. Hitherto they have not felt it necessary to organize themselves into unions, but it seems that the time has now arrived for them to make a move in this direction. Several associations have been formed by the Maine fishermen, and their brethren in New Brunswick are inclined to join the procession.

Big Salmon Deal.

A big salmon deal was completed in Seattle early this month, when the Northwestern Fisheries Co. purchased the entire holdings of red salmon belonging to the defunct Pacific Packing and Navigation Co. for a sum aggregating $500,000.

Fish Gossip.

Years of alarmingly light catches have been followed this Spring by an extraordinary run of luck for the fishing interests of Lake Erie, according to latest correspondence from that locality.

Preparations for the canning of Spring salmon at points along the coast of Northern British Columbia are well under way, and operators have been leaving Vancouver in crowds during the last two weeks.

BOOKS FOR BUSINESS MEN.....

Manufacturing Cost

This book is a new departure in the way of a book on "cost accounting." In it you find treated the principles of the science instead of a description of what some one else has done. Other people's systems do not interest you unless you can apply them to your own uses, hence only those which can be applied to your own needs are touched upon.

Pamphlet about it sent on request.

Handsomely Bound in Cloth $3.00, CARRIAGE PREPAID

Thorne's Twentieth Century Book-Keeping and Business Practice

A new and model work on Book-Keeping. Not a re-written work, but an absolutely new book from cover to cover. Not an old or out-of-date method or illustration in it.

If you are a book-keeper you cannot do without it.

If you are a business man it will be worth money to you.

Pamphlet about it sent on request.

350 pages, Bound in Half Leather $3.00 POSTPAID

Business Short Cuts

The largest, the best, the most practical book of experts' short cuts ever published. Some of these systems, methods and schemes get $50.00 a day for their originators.

Pamphlet about it sent on request.

160 pages, fully illustrated, Bound in Art Boards with Title Label in Two Colors $1.00 POST-FREE

Successful Advertising—How to Accomplish it.

By J. Angus MacDonald

A book that is a veritable mine of suggestions to merchants—not a book of theory, but a book of practical value. While it is a text book on advertising, its chief value lies in the help it gives to the merchant who wants ideas—ideas that will make his business bright, that will stimulate sales.

Easily worth ts pric

400 pages, Cloth $2.00 POSTPAID

TECHNICAL BOOK DEPARTMENT

The MacLean Publishing Co. Limited

10 Front St. E., TORONTO

INQUIRIES FOR CANADIAN TRADE.

THE following inquiries concerning Canadian trade have been received at the Department of Trade and Commerce, Ottawa:

565. A Liverpool firm possessing a connection among buyers of excelsior invites samples, accompanied by c.i.f. quotations from Canadian manufacturers of the material.

576. A Welsh firm in a position to purchase large quantities of broom and shovel handles would be pleased to hear from Canadian manufacturers of same.

583. A firm in Rotterdam, Holland, handling large quantities of cocoa butter, asks to be placed in correspondence with Canadian importers.

588. A French house of olive oil wishes to introduce its produce in Canada.

589. A wine house of Bordeaux wants a good representative to sell its high wines and liquors in this country.

590. A French house desires an agent to introduce in Canada a well-known make of liquor.

596. A Parisian firm of raw materials, wants to get in communication with Canadian glue manufacturers.

597. A French house of varnishes and black japan wants to open with like firms in Montreal.

589. A flavoring extracts manufacturer in Marseilles wishes to correspond with Canadian importers.

600. A gentleman who has been general manager of a British confectionery company, and with a special knowledge of the manufacture of candied peel, confectionery, jams, jellies, etc., desires to get in communication with Canadian manufacturer requiring the services of one who has had a large experience in the above lines, especially candied peel.

601. An importer of fish in Birmingham, Eng., desires to know: (a) Whether salted gutted salmon, flats, i.e., in layers, in boxes or barrels, can be supplied from either Nova Scotia, New Brunswick, Eastern Quebec or British Columbia. (b) Approximate prices according to season packed, cases and salt, either free, or if extra, such extra prices for packing, etc. (c) Delivery whether "on rails" New Westminster, or elsewhere, f.o.b. Halifax or elsewhere, or in short, how the suppliers would deliver; and if possible, the freight and other particulars necessary to work out c.i.f. price ship at Liverpool.

603. A Birmingham firm wishes to get in touch with Canadian firms who are in a position to supply all kinds of wooden handles.

607. A Stourbridge firm inquires for Canadian firms who can regularly ship large quantities of wooden handles.

610. A Coventry firm is desirous of representing a Canadian firm wishing to place corn and meal produce in Great Britain.

616. A Dudley firm wishes to find a market in Canada for hamper and basket fittings.

Any desiring the names and addresses of the firms making these inquiries will be careful to quote the number of inquiry. This information may be obtained upon application to the Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

"PURE FOOD TALKS"

MAPLE SYRUP

A WARNING

Owing to the decision of the Government to apply the Pure Food Laws as regards Maple Syrup, this season there is an unusually large number of new brands being offered to the retail trade.

While these all claim to be pure, and may or may not be, yet the dealer is better protected handling only such brands as are guaranteed by some reputable firm.

OUR "ANCHOR" brand

OUR GUARANTEE

Maple Flavor Syrup is guaranteed an absolutely **pure** syrup with the genuine Maple flavor.

EVERY TIN HAS OUR GUARANTEE—We authorize the refund of the purchase money if it is not perfectly satisfactory.

HOW PACKED

It is packed in wine pint round tins, - - cases 24 tins.
" quart square tins, screw tops, " 24 "
" hf-gal. " " " 12 "
" gallon " " " 6 "
Imperial measure 5-gallon tins, " 1 "

SPECIAL QUOTATIONS ON 3-CASE LOTS DELIVERED AT YOUR STATION.

You may get lower quotations on other brands but the quality is correspondingly poorer.

SEND YOUR ORDERS AT ONCE TO

THE EBY, BLAIN CO., LIMITED
Wholesale Grocers, - TORONTO

OPEN FOR CANADIAN BUSINESS.

The Balogna Lime Works Co. and Mercantile Agency, manufacturers and general commission merchants, Bridgetown, Barbadoes, are open to represent Canadian firms in the West Indies, and to handle on consignment such foodstuffs as flour, fish, pickled pork, cheese, oats, peas, etc. This firm are in direct touch with the retail trade in the islands, and invite correspondence with firms desirous of developing West Indian business.

The Best Coffee

TO BE HAD

will bring and ***hold*** trade. The good grocer realizes this and buys his best coffee from

TODHUNTER, MITCHELL & CO.

7 Front St. East, TORONTO



INGERSOLL, CANADA—FACTORY.

AN EASY ONE.

Added to our splendid assortment of
GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St. Louis, Mo., 1904.** Proven the **purest** and **best.** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co

SOCKEYE SALMON







"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

STOCK UP WITH THE OLD RELIABLE



"Horse Shoe" SALMON

DEMAND WILL SOON BE ON.

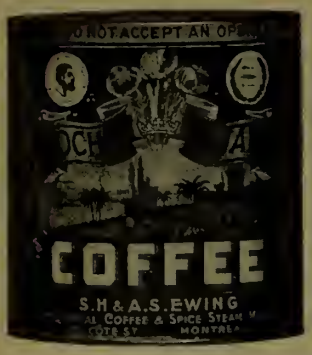
In Cheaper Grades

SPRINGS—"Columbia" Brand.
COHOES—"Tiger" Brand.
PINKS—"Jacques Cartier" Brand.

J. H. Todd & Sons

Packers

Whose name is guarantee of quality.



WE ARE HAMMERING AWAY

at the QUALITY of

"Prince of Wales" Mocha and Java Coffee

Our competitors are busy hammering us, only in a different way—both are good signs.

"PRINCE OF WALES" is gaining ground every day—People know when they get the COFFEE they like—really delicious Coffee—It helps the Merchant, too—If you are not handling "PRINCE OF WALES" drop us a line and let us explain our method of "Helping the Dealer"—advertises you and helps introduce the Coffee. No premiums; Actual Merit does it. A post card brings the information. Write it now.

S. H. & A. S. EWING,

ESTABLISHED 1845.

Montreal Coffee & Spice Steam Mills, - 53 & 55 Cote St., Montreal
Cor. Lagauchetiere St.

"Quality is our first consideration."

For over 30 years we have made Coffees and Spices a close study. Everything relating to the preparation of these goods with a view of giving the Best that is in them has been our aim and study. We claim we know these goods. As a test, send for a sample of our high-grade Coffees

A. M. PIPER & Co.,

116 Jarvis Street, TORONTO, ONT.

EASTER

HAM BACON EGGS

Just as sure as Bonnets You must have them if you want the Easter trade. You may gather the eggs yourself, but if you want the very nicest assortment of Hams and Bacon you ever saw, send your order to us, early

F. W. FEARMAN COMPANY,
Limited.

HAMILTON, ONT.

WE ARE DAILY BUYERS OF

EGGS AND BUTTER

Correspondence solicited.

WRITE, TELEGRAPH OR TELEPHONE US WHEN YOU HAVE ANY TO OFFER.

THE PARK, BLACKWELL CO.
LIMITED

TORONTO

TELEPHONE M 3960

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Canadian Bacon Situation.

THE domestic market in bacon and cured meats shows a decided improvement this week, the price of hogs having gone to $6.50. Local trade is good, partly on account of the Easter demand and partly on account of the opening of navigation.

The export market is also looking up, quotations for the week ranging from 52 to 57 shillings in sympathy with comparatively light receipts. Canadian packers are of the opinion that the market is perilously near the danger point because of the very large receipts in the United States which will undoubtedly be unloaded in the near future. In Denmark the market continues



Mr. J A. McLean.

about on a level with that ruling for the past few weeks. Receipts are moderate and quotations unchanged.

Important Business Change.

MR. J. A. McLEAN, founder of the J. A. McLean Produce Co., Toronto, Colborne street, has sold his interest to J. L. Bowes, who will conduct the business in future. Mr. McLean has accepted a position as manager of the produce department of the Park, Blackwell Co., Toronto, and will devote his entire time to the domestic and export trade of this firm in eggs, butter and cheese. On Monday, April 17, at his home in Berkeley street, Mr. McLean was presented with a complimentary address and a handsomely-engraved gold watch by his old associates as a mark of their esteem and good wishes.

Mr. McLean has been associated with the wholesale provision business for 17 years. He started with the Gunn, Flavelle Co., Front street, Toronto, and served this firm in various capacities until 1895, when he founded the present business at 77 Colborne street, under the firm name of Graham, McLean & Co. In 1898 the name of the firm was changed to J. A. McLean and in 1902 it became the J. A. McLean Produce Co., a limited concern. The special feature of the business carried on by the J. A. McLean Produce Co. is their domestic and export trade in butter and eggs; the latter having been initiated about 3 years ago and having already assumed large proportions.

Mr. J. L. Bowes, the new president and manager of the J. A. McLean Produce Co., has been associated with the firm for about 3 years as one of the directors, during which time he has identified himself more particularly with the export end of the business. He has visited the Old Country several times in connection with the development of Canadian export trade, and always with excellent results. Mr. Bowes' previous business experience was gained with his father, with whom he was associated in the live stock business in Victoria County. The J. A. McLean Produce Co. have further strengthened themselves by the admission of Mr. W. T. Hogg, president of Hogg & Lytle, Oakwood.

J. Y. Griffin & Co. Extending.

The fire in the J. Y. Griffin & Co. plant in Winnipeg has hastened plans for extension which the management have had in view for some time because of the increasing demands of their business. The present temporary beef plant is to be replaced by another which, in connection with a canning plant, will cost more than $100,000. The new beef plant will be four times the size of the present temporary one and will be completed within two years. The building will be 300 ft. by 60 ft. in dimensions and will be three storeys high. It will be a solid brick structure with all modern improvements,—slaughtering house, refrigerators and storage rooms, etc.

In addition to the beef plant there will be a large canning factory, a branch of the business to which special attention will be paid.

Why Are Eggs Cheap in Winnipeg?

In comparing the ruling price of eggs in Winnipeg and Toronto during the past few weeks, the question may well be asked: "Why are eggs cheaper in Winnipeg than in Toronto?" There are several reasons. In the first place the season is two weeks earlier in the West; this would, however, be offset by the comparatively higher prices prevailing in that market for produce generally. The most significant reason is that the



Mr. J. L. Bowes.

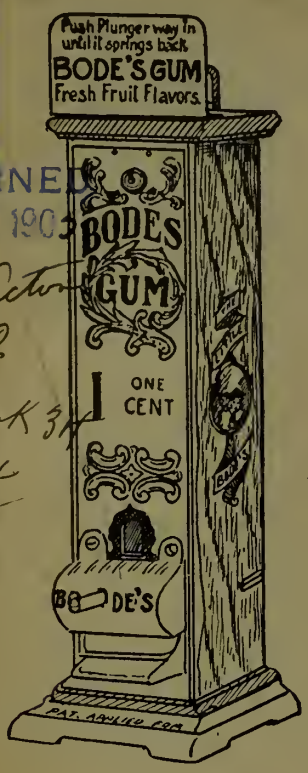
West has been overloaded with eggs since last year and the trade now find themselves in the unenviable position of having to unload at a considerable loss.

Produce Department.

Owing to their large and rapidly-increasing volume of trade in produce, the Park, Blackwell Co., Toronto, have added a number of cold-storage rooms, chilled by machinery, for taking care of large quantities of butter, eggs and cheese for export and local trade.

E. De Montigny has purchased the Occidental Dairy Co.'s butter factory at St. Anne, Man.

RETURNED APR 27 1905



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3 " deep

This machine and 1,000 pieces of Bode's Gum all for only **$10.00**

NOTE—1,000 pieces of Gum for re-filling will cost you only $6.50 —brings you in $10.00.

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MAGIC BAKING POWDER

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TORONTO, ONT.

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IN ANY QUANTITY
and at ALL TIMES

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—A better tone is noted in the provision business for the week. Prices are firm, and the presence of Easter week has brought about an increased demand generally. Beef is considerably higher than last week, and the price of hogs, if anything, above that last quoted, namely, $6.25 to $6.50. We quote the following:

Long clear bacon, per lb	$0 09	$0 09½
Smoked breakfast bacon, per lb	0 13	0 13½
Roll bacon, per lb	....	0 10
Small hams per lb	0 13	0 13½
Medium hams, per lb	...	0 13
Large hams per lb	0 11½	0 12
Shoulder hams, per lb	0 09	0 09½
Backs, per lb	0 15	0 15½
Heavy mess pork, per bbl	16 00	16 50
Short cut, per bbl	19 00	19 50
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb	....	0 09½
" tubs "	0 09½	0 09¾
" pails "	0 09¾	0 10
" compounds, per lb	0 07	0 07½
Plate beef, per 200-lb. bbl	11 00	11 50
Beef, hind quarters	7 00	10 00
" front quarters	4 50	6 50
" choice carcases	7 25	9 00
" medium	....	7 00
" common	6 00	7 00
Mutton	... .	0 10
Lamb, spring, cold storage		0 11½
Lamb, yearling		0 14
Veal	0 07	0 09½
Hogs, light	....	....
" " street lots	8 25	8 50

Butter—Receipts of butter on this market, although improving, continue light, and barely enough to supply the demand. Prices are high as compared with this time last year; it must be remembered that about Easter time a year ago there was plenty of tub butter on hand, whereas this year the market is bare. Lower prices are expected in the very near future. We quote the following prices:

	Per lb.	
Creamery prints	0 24	0 26
" solids, fresh	....	0 24
Dairy prints	0 22	0 23
" large rolls	0 21	0 22

Cheese—The cheese market continues very firm, with the little old stock that remains from last season in comparatively few hands. A few April cheese have been made, but these have been contracted for at the factory at about 10 1-2c., which leaves very little margin between them and old cheese. The export market is firm at about 59s. Our quotations are as follows:

	Per lb.	
Cheese, large	....	0 11½
" twins	....	0 12

Montreal.

Provisions—The market maintains a steady tone in all lines. It is expected that this week an improved demand for all kinds of provisions will follow, being the last Lenten week. Spring lamb has made its appearance, and is opening at lower prices than last year on account of the late Easter. Fresh hogs are arriving in good lots. Fresh abattoir-killed hogs are steady at $9.00 to $9.25. Lard is in fair demand. Hams and bacon are in much better demand than for some time past.

Canadian short cut mess pork	$18 00	$19 00
American short cut clear	18 50	19 50
American fat back	18 50	19 50
Bacon, per lb	0 07½	0 13
Hams	0 11½	0 13
Extra plate beef, per bbl	11 50	12 00
"Boar's Head" brand, tierces, per lb	....	0 06¾
" " ½-tierces, per lb	....	0 07
" " 60-lb. fancy tubs	....	0 07
Cases, 20 3-lb. tins, per lb	....	0 07¾
" 12 5-lb. tins "	....	0 07⅝
" 6 10-lb. tins "	....	0 07½
20-lb. wood pails, each	....	1 45
20-lb. tin pails, each	....	1 35

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	1 57	1 70
" tubs	0 07¾	0 08¼
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08¼	0 09¼
" cases (24 3-lb. tins)	0 08¼	0 09¼

Cheese—Trade is quiet locally, with fine white at 12 to 12 1-2c, while fodder cheese is quoted at 11 1-4 to 11 1-2c. There is not much offering, and this is a feature of satisfaction to dealers, who, as a rule, do not encourage traffic in this class of cheese.

Butter—The market eased off a few cents towards end of last week, but has since recovered, and choice fresh milk creamery is quoted at 24 to 24 1-2c. in jobbing way. The output is increasing, and during this week, owing to good Easter demand, no drop is expected. As soon, however, as the factories commence shipping freely, prices will go off considerably.

Finest creamery	0 24	0 26
Fine	0 23	0 25
Medium	0 22	0 23
Fine western dairy	0 22	0 23
Fair to good western	0 20	0 22
Undergrades	0 21	0 22

Eggs—This week business has been good, and the trade is getting in its Easter supply. Held stocks are all cleaned out, and only strictly fresh are being sold. The report that some local commission houses had started pickling is denied, though it is stated that western dealers had commenced pickling.

Strictly fresh	0 15	0 17

Winnipeg.

Butter—Both creamery and dairy butter continue in very brisk demand and in rather scant supply. Prices are firm and advancing, but it is thought that the supply will be sufficient to meet the demand in another fortnight. There should be some profit for dairy butter in the hands of country merchants. We quote following prices to the trade:

Dairy, assorted pkgs., selected	....	0 21
" " round lots	....	0 17
" (separator), 1-lb. bricks	....	0 27
Finest fresh creamery, in 56-lb. boxes	0 28	0 29
" " in 1-lb. bricks	0 29	0 30

Cheese—A further advance in cheese is noted this week. We quote:

Finest Manitoba, large	....	0 12
" Ontario, "	....	0 12½
" " twins	....	0 13
Square cheese	....	0 13

Lard—Still very firmly held, but no change in price. We quote:

Lard, 50-lb. pails, per pail	....	5 25
" 20-lb. " "	....	2 10
" 3-lb. tins, per case 60 lbs.	....	6 60
" 5-lb. " " "	....	6 45
" 10-lb. " " "	....	6 30
Pure lard in bbls, per lb	....	0 10½

Cured Meats—Prices are firm. We quote:

SMOKED MEATS.

Hams, selected stock, special mild cure	....	0 15
Bacon, " " "	....	0 16
Backs, " " "	....	0 10½
Picnic, " " "	....	0 09
Hams, sugar cured, assorted sizes	....	0 13
" " heavy 20 to 30	....	0 12½

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
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1 Pair of Scales (capacity 2,000 lbs.) at a bargain.

Apply Box 238.

CANADIAN GROCER

10 FRONT STREET E., TORONTO.

Picnic, "	assorted sizes	0 08½
Shoulders, "		0 08½
Bacon, "	breakfast bellies	0 13
" "	breakfast backs	0 10½
" "	Wiltshire sides	0 15
" "	spiced rolls, long	0 09½
Manitoba butts		0 09½
" "	skinned	0 10
" "	boneless and rolled	0 11
"	rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear		0 08½
" " "	smoked	0 09½
" " "	boneless backs	0 09½
Shoulders " "		0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl	18 00
" " " per ½ bbl	10 50
Standard mess pork, per bbl	16 00
" " " per ½ bbl	9 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless bocks	8 50	4 50	2 50	2 00
Swee pickled spare ribs, not cooked, per lb				0 04
" hocks, " "				0 04

Halifax.

Provisions—The market in provisions remains about as reported a week ago, though there have been some declines in prices. Beef has still to be imported, as the native product is not up to the market either in quality or quantity. This week calls for a good display of Easter beef, but it will be largely western. Pork is in good supply, and prices nominal. Veal is plentiful, and there are a few Spring lambs on the market. Fowls, chickens and turkeys are a little more plentiful, but prices are high.

* * *

Eggs are now coming forward in good quantities, the fine weather having stimulated production, and prices have declined. On Saturday, fresh-laid colored eggs were retailing at 22 cents, although some were asking 25 cents. The butter market is still strong, with only nominal native receipts.

SITUATION WANTED.

BY energetic grocery clerk, situat on as traveller for city or road. Ten years' experience behind counter, strictly temperate; reference. Box 240, Canadian Grocer, Toronto. (17)

St. John.

Provisions—Barrelled pork and beef both tend higher. Pork in particular has of late shown upward tendency. Business is not large. Smoked meats are held at full figures. Pure lard is rather higher. The advance in this line has meant quite an increased demand for refined lard. Fresh beef is tending higher. In veal stock is quite freely offered. Best stock is firm. Some lamb is seen, but price is very high. There is a fair inquiry for fresh mutton. Pork is firm at full figures.

Mess pork, per bbl	$16 50	$17 00
Clear pork "	16 00	18 00
Plate beef "	13 50	14 00
Mess beef "	10 50	12 00
Domestic beef, per lb	0 04	0 06
Western beef "	0 07	0 08
Mutton "	0 04	0 06
Veal "	0 06	0 08
Lamb, "		
Pork	0 08	0 09
Hams "	0 13	0 14½
Rolls "	0 10	0 13
Lard, pure, tubs "	0 10	0 10½
" " pails "	0 10½	0 11
Refined lard, tubs	0 08	0 08
" " pails	0 08½	0 09

Butter—Stocks are light. Full prices are asked. Really good quality readily brings high figures.

Creamery butter	0 26	0 30
Best dairy butter	0 22	0 24
Good dairy tubs	0 18	0 20
Fair "	0 17	0 18

Eggs are in fair supply, prices while rather lower are fairly firm, and little change looked for.

Eggs, hennery	0 25	0 25
" case stock	0 16	0 18

Cheese—Stocks not large. Price rather higher.

Cheese, per lb	0 11½	0 1

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Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

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Cables, Halcyon. Codes, A. B. C., 5th ed., Scattergood. Consignee for all kinds of Canadian produce. Personal attention and prompt returns guaranteed.

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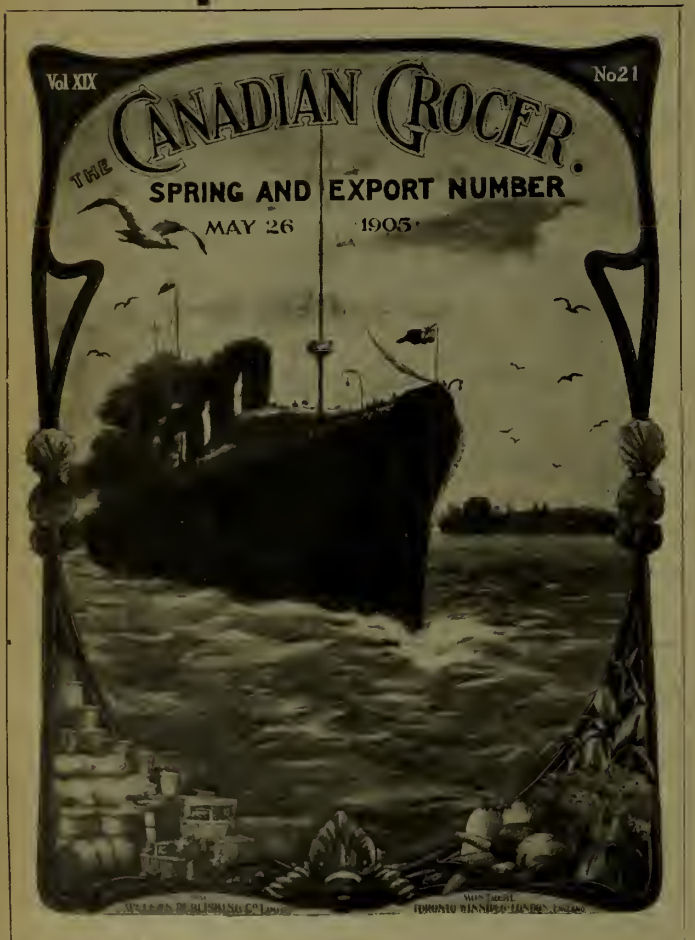
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Gorman, Eckert & Co., London, Ont.
Heinz, H. J., Pittsburg, Pa.
Holbrook & Co., London, Eng.
Lytle, T. A., Co., Toronto.
Merchants Mfg. Co., Toronto.
Paterson's— Rose & Laflamme, Montreal.
Sutton, G. F., Sons & Co., London, Eng.
Taylor & Prlngle Co., Owen Sound.
Turner, James, & Co., Hamilton.

Polishes—Metal.
Anglo-Canadian Supply Co., Toronto.
Oakey, John, & Sons, London, Eng

Polishes—Stove.
Morse Bros., Canton, Mass.
Nickel Plate Stove Polish Co., Chicago.

Refined Cider.
Wilson, W. H., Co., Tillsonburg, Ont.

Refrigerators.
Eureka Refrigerator Co., Toronto.
Fabien, C. P., Montreal.
Ham & Nott Co., Brantford, Ont.

Salt.
Canadian Salt Co., Windsor, Ont.
Cerebos Salt.
Dominion Salt Agency, London, Ont.
Toronto Salt Works, Toronto.
Verret, Stewart, & Co. Montreal.

Soap.
Duncan Company, Montreal.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
Maiden, J. H., Moutreal.

Store Lighting.
Auer Light Co., Montreal.

Sugars, Syrups and Molasses.
Dominion Molasses Co., Halifax, N.S.
Eby, Blain Co., Toronto.
Edwardsburg Starch Co., Cardinal, Ont.
Grimm Mfg. Co., Montreal.
Imperial Maple Syrup—Rose & Laflamme Montreal.
Ontario Sugar Co., Berlin, Ont.
Rattray, D., & Sons, Montreal.
Sloan, John, & Co., Toronto.
"Sugars" Limited, Montreal.

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Japan Tea Traders' Ass'n.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Piper, A. M., & Co., Toronto.
Salada Tea Co., Montreal and Toronto.
Todhunter, Mitchell & Co., Toronto.
Turner, James, & Co., Hamilton.
Wood, Thos., & Co., Montreal.

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Bennett Mfg., Co., Pickering, Ont.
Woods, Walter, & Co., Hamilton.

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Your Store is Judged

by the quality of the goods you sell. Low prices are a temporary help, but high quality builds up permanent trade. Remember what a famous philosopher once said, "You can fool some of the people all of the time and all of the people some of the time, ***but you can't fool all of the people all of the time.***"

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NEW ADVERTISEMENTS.

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Sowerbutts, A. E., & Co., London, Eng.
Wilson Commission Co., Brandon, Man.

SIGNS ON STORES.

THE complaint is heard from time to time that country merchants do not pay sufficient attention to advertising their place of business as such to the casual passer-by; that very often they have no business sign at all in front of their stores, and when they can boast of one it is more likely than not to be so weather-beaten as to be unintelligible.

Such a state of affairs is entirely without reason. A grocer may manage to eke out a living from the trade in his immediate vicinity, even supposing the general public are ignorant of the fact that he is in such and such a place to do business. But can he be said to be serving the community in the truest sense when he has not enough interest in probable customers to keep them enlightened as to where they may find "John Smith's" grocery store?

No enterprising grocer would think of leaving himself liable to such a charge, and, as a matter of fact, the number of tradesmen in this country who have is very small. The minority deserve to be reminded that in failing to serve the consuming public they are neglecting their own interests, and in these days no live grocer can afford to lose sight of a single one of the many ways of attracting trade, to say nothing of neglecting to advertise his place of business by means of a conspicuous signboard.

DEATH FROM HEART FAILURE.

NEW YORK doctors have noticed a startling increase in the number of sudden deaths from heart failure in the city during the first three months of the year. These deaths or the majority of them they attribute directly to the tense life lead nowadays by dwellers in large cities. While the general death rate has been remarkably reduced, through the wonderful aavances made in medicine and surgery, the number of deaths from this other cause has been steadily increasing.

The simple truth is that men are living too strenuously. They eat too fast, they work too hard, they play too hard, and they sleep too little. Sermons could be preached on each one of these heads, but the mere statements should carry conviction.

Even in our Canadian cities, small though they are as compared with New York, the evil is a noticeable and a growing one. Business is carried on with more strain than it used to be and the increased strain is carried into all departments of life. The very multiplication of facilities and labor-saving devices has tended to make the brain and the body work harder. Let warning be taken before it is too late.

NINETY THOUSAND MEN WANTED

Manitoba is calling for 90,000 men, and the request is urgent. This is the intimation given by the Government Immigration Agent of the province, who is in the closest touch with existing circumstances. Here are chances and possibilities and prospects for men crowded in the uncongenial environment of the cities to secure work that is conducive to mental and bodily vigor. There is little excuse for idleness with such a call at hand, and it is hoped that it may reach the ears of those ready to listen, and be answered by many whose condition will be bettered and who will have cause to be thankful for the change.

RAILWAY DISCRIMINATIONS.

THE recent report of the Ontario Railway Commission favoring the taxation of railway property brings up an important subject for consideration during the present session of the Ontario Legislature. It is necessary that every section of industry should bear its fair share of taxation, regardless of whether the interests are corporate or private. For years the railways have escaped the payment of taxes upon their productive property, while the small business man has been paying his own share as well as that of the shirkers.

Another question of importance is that of discrimination in freight rates. Every merchant knows of cases where favor has been shown certain interests or sections of the country to the disadvantage of others. Only this session has it been up for discussion in the House of Commons. A short time ago a mass of evidence was produced to show that the rates on agricultural products leaving the country were arbitrary, and on many products excessive. The rates on commodities were dealt with. The export rates on these manufactured articles were found to be from 50 to 60 per cent. higher than the import rates—that is, the American or other foreign manufacturer could send goods to Canadian customers over Canadian railroad lines at rates 40 to 50 per cent. below those exacted from the Canadian manufacturer. Members from the Northwest have also had something to say about freight rates there.

SHOULD COMMERCIAL TRAVELERS BE TAXED?

THE following letter from a prominent firm of importers and wholesale grocers in Victoria, B.C., is significant in view of the legislation against commercial travelers from Eastern Canada, which has just come into force in British Columbia:

Editor The Canadian Grocer—

Under separate cover I am sending you a copy of the "Daily Colonist," in which you will see an editorial comment on "The Commercial Travelers' Tax," which is now in force in British Columbia. This was prompted by your editorial on the same subject in your issue of March 31, and I think, in justice to the merchants and manufacturers of this province, that you should give this editorial a like privilege in one of your future issues.

H. G. WILSON.

Victoria, B.C. April 13, 1905.

The editorial referred to appeared in the Victoria Colonist of April 13, and is as follows:

The Canadian Grocer of recent date reflects in its editorial columns the hostility which has been aroused in Eastern Canada in wholesale centres against the action of the British Columbia Legislature in imposing a tax of $100 per annum on commercial travelers doing business in this province. The Grocer a few weeks ago condemned this action on the ground that British Columbia had no right to discriminate against Eastern Canadian houses, and that the national interests of Canada required a perfectly free intercourse of trade between the various provinces, and it reminds its readers again "that the successful working out of the scheme of Confederation postulates unrestricted and unhampered trade and intercourse between the people of the different provinces, and that anything that does not conserve this end cannot be viewed as other than a barrier in the way of our commercial development as a nation." It regards the tax as a short-sighted policy and contrary to the spirit of Confederation.

Manufacturers and wholesalers in the East whose interests are affected by this bill have sent deputations of commercial travelers, from various centres, to Ottawa to interview the Minister of Trade and Commerce.

They claim that the imposition of the $100 tax is a violation of the British North America Act and a restriction upon trade, and have asked the Dominion Government to veto a measure that cannot do other than injustice to the wholesale manufacturing and mercantile interests throughout the Dominion. It was pointed out by these gentlemen that, roughly estimated, the imposition of this tax will mean an annual outlay to the merchants of Toronto alone of over $14,000.

The question of the constitutionality of this tax is one which can easily be decided by reference to the courts, but we hardly think the Minister of Justice will take the responsibility of advising the disallowance of an Act which appeared, to the British Columbia Legislature at least, to be clearly within its rights. In fact, there is not much doubt about it.

Naturally, the eastern wholesaler and commercial man will oppose anything that increases the expense of doing business in this province or elsewhere, but there are other considerations involved. It is very well to talk of the free interchange of products throughout the Dominion and the undesirability of imposing restrictions upon trade. It is forgotten, however, that, by reason of the position that British Columbia occupies in Confederation, the benefits of interprovincial trade are wholly one-sided. While British Columbia pays 8 per cent. of the price of Confederation it gets in return 1 per cent. of its trade benefits.

Let us consider how the matter of the tax works out in connection with our own commercial interests. One of the serious complaints of the late Assessment Act by the commercial community was that while the local merchant and manufacturer were taxed upon their stocks as personal property by the Provincial Government and at the same time were made to pay heavily to the municipalities for their realty, the commercial traveler from the east could come in with his samples, sell in competition and enjoy all the benefits of the local market without contributing a cent to provincial or municipal treasuries. We need not go into an exhaustive comparison between the conditions here and in the east and consider the handicaps imposed upon our trade and industry of this province by these conditions, which include sparseness of population, isolation, high freights, dear labor, etc., etc. The eastern wholesaler and manufacturer have enjoyed the freedom of our market, which is one of the most profitable in the Dominion. The British Columbia manufacturer and wholesaler enjoy few, if any, of the advantages of reciprocity with the rest of Canada.

Can the eastern man, if in these circumstances, complain that, in doing business in British Columbia he is asked to share a small portion of the burden cast upon the local men with whom he comes in competition? If the commercial travelers should have to pay even $15,000 or $20,000 a year for a trade which is worth many millions of dollars, as a business transaction, we do not think they have any grievance. Would they not willingly pay a much larger sum to reach any other market which offered the same advantages that British Columbia does?

It is evident that the wholesale merchants and manufacturers of British Columbia will have a certain amount of protection under the new Act which they did not enjoy before. But as to the injustice of local firms being subject to a tax upon stocks carried by the Provincial Government and liable to a heavy realty tax from their municipality while the eastern traveler comes in as a free lance to compete with them on their own ground, there is room for argument. It must not be forgotten that the eastern wholesaler or manufacturer also pays heavy taxes at home, and that the visits of his traveling representatives to British Columbia are not entirely barren of beneficial results to the West.

As to the claim that British Columbia enjoys no benefit from unrestricted interprovincial trade it will scarcely be contended by British Columbia houses that they do not profit from the trade they have worked up in the Territories and Manitoba, to say nothing of the business connection they have established in the east. It looks threateningly like penny wisdom and pound foolishness on the part of western business men to have even attempted to exclude eastern Canadian merchants from British Columbia. Surely they have no desire to bring about an entire segregation of British Columbia from eastern Canada in matters of trade. There may, of course, be local circumstances to be taken into account of which we are not cognizant; in the meanwhile The Grocer still holds that the Government authorities and the business men of the Pacific province have consulted their immediate interests rather than their own best interests, and that of Canada as a nation in allowing the Commercial Travelers' Act to become law. The reading columns of The Grocer are open for discussion on this vital subject.

KEEP PLYING THE OARS.

The most successful advertisers of this country are the steady advertisers; the men who plan campaigns in great detail; the men who have started advertising in a modest way and have increased their appropriations as the results became apparent. These men have never been foolhardy enough to believe that they could scale the heights of prosperity at a single bound, or could count on past advertising to carry them along on "downy beds of ease" through the present. Advertising gathers force as it goes—stop it for any length of time and you have to make up for the loss of momentum. The merchant or manufacturer who drops his advertising during dull seasons is dropping his oars in midstream and letting the current bear him backwards.—Printers' Ink.

RETAIL GROCERS' CONVENTION

THE first annual Provincial Convention of the Grocers' Section of the Retail Merchants' Association of Canada was held in the board room of the Association at Toronto commencing on Wednesday afternoon, April 12, at 2 o'clock. Over 100 delegates were present.

After addresses of welcome by President S. Corrigan of the Toronto branch, and Chairman Geo. Good of the Grocers' Section of the Toronto branch, F. C. Higgins, chairman of the Provincial Committee, delivered a thoughtful address on the needs of the grocery trade. He believed the time had arrived when retail grocers should recognize that meetings of this sort were as much a part of the individual business of grocers as was their daily occupation. He stated that several important questions would come before the meeting, and he wished every member would give them very careful consideration. He desired also to say that he believed he was expressing the views of everyone present when he stated that they had not met for the purpose of fault-finding or raising antagonism against any other portion of the grocery trade, because he believed that the retail trade could only be improved as they worked in harmony with the wholesale and manufacturing interests. But by working in harmony he did not mean that they should accept all terms and conditions presented to them without passing an opinion upon them. He felt that the retail grocers of the Dominion were quite capable of understanding their requirements, and that the trade as a whole could only be benefited by the manufacturers, wholesalers and retailers all working in harmony under some intelligent methods and through properly-conducted organizations. He hoped that next year when they met again, they could point to a great deal of good work that had been brought about through their gathering to-day.

The proposed amendments to the Pedlars' and Hawkers' Act, as proposed by the Dominion Board, were then taken up, and with a few slight alterations unanimously adopted. Considerable discussion took place on the proposed amendments to the Transient Traders' Act as suggested by the Dominion Board, which were also carried unanimously. The proposed amendments to the Trading Stamp Act whereby the present Act would be amended so as to abolish all coupons, premiums, and all gift schemes, were unanimously adopted and the Dominion Board heartily congratulated on the efforts they had put forth to have this system abolished.

In reference to the Division Court Act, the only change made was to increase the fee to 50c. instead of 25c. as originally proposed, and to reduce the amount of salary to be allowed a debtor from $7 to $6.

Thursday Session.

The Thursday morning session opened with a continued discussion on the Pedlars' and Hawkers' License Act, which lasted until 11.30, when the committee adjourned and waited in a body upon the Honorable W. J. Hanna, Provincial Secretary, and the Ministers of the Crown. There was a large delegation present. They were introduced by Mr. Geo. Pattison, M.P.P., for South Waterloo. The case was presented by E. M. Trowern, the Dominion Secretary, who asked for four amendments to the Municipal Act. (1) That the Pedlars' and Hawkers' License Act be amended. (2) That the Transient Traders' Act be amended. (3) That the Trading Stamp Act be amended. (4) That the Division Court Act be amended.

The following speakers then endorsed the need of the amendments: J. F. Clark, Port Hope; J. McMillan, Bracebridge; Hy. Foulds, Brantford; C. A. Nairn, Goderich; Alderman Steveley, London; G. S. Klein, Hamilton; R. S. Ford, Petrolia; Geo. Vicars, Barrie; Mayor E. Y. Godfrey, Meaford.

The afternoon session was opened at two o'clock when the resolutions and reports of committees were presented as follows:

Resolutions on Trade Subjects.

Resolution 1—That the practice adopted by some manufacturers of placing a set retail price on their goods and advertising them without giving the retail trade a fair profit, and without consulting the retail trade, is an injurious practice and that it should be considered by this meeting.

Resolution 2—That as the retail grocer's profit is so small in proportion to the great amount of work that he is compelled to do, it be strongly urged upon the meeting the desirability of having as many goods as possible placed upon the Price Contract Plan.

In reference to the above, the meeting resolved, that the practice of some manufacturers advertising their goods to be sold at a retail price that does not give the retailer a fair reward for his labor be condemned, and that all manufacturers be recommended to adopt the Price Contract Plan and consult with the Association before doing so. Carried.

Resolution 3—That the system adopted by some wholesale houses of selling direct to consumers is unfair and that the Association recommend the secretary write to the Wholesale Guild and all other wholesale houses or associations, both fruit and produce, drawing their attention to this abuse and asking for its discontinuance.

Resolution 4—It is the opinion of the grocers present that goods in bulk are preferable to package goods, and that, excepting those package goods sold on the price-current plan, the Association should recommend bulk goods to be pushed and sold in preference.

Resolution 5—That it is desirable that some system should be adopted whereby dishonest salesmen could be reported, and that in the case of a dishonest salesman or driver, his or her case should be reported to the Secretary of the Retail Merchants' Association and the Secretary or some other person of the Retail Merchants' Association investigate the matter and hold all information for all members.

Resolution 6—Are the methods adopt by the Wholesale Grocers' Guilds or Associations beneficial to the retail trade? The meeting resolved that the methods adopted by the Wholesale Grocers' Guilds or Associations are not in the best interests of the retail grocers, if the retailers are not consulted and made a party to all trade arrangements.

Resolutions on Legislation.

Resolution 1—That the proposed legislation brought in to the Provincial Legislature by the Council of the City of Toronto, whereby all fruits, meats, etc. shall be kept inside and not exposed in any manner, is injurious legislation for the grocery and fruit trade, and that this meeting oppose it, believing that the officials of all municipalities should make special efforts to keep the public streets clean before they ask the trade to cover up their goods.

Resolution 2—That the Legislation Committee be requested to look into the possibility of having the law amended in reference to grocery salesmen going from town to town taking orders for delivery from city stores. This resolution was approved and transfered to the Legislative Committee of the Provincial Board.

Resolution 3—That the weight of a bag of potatoes be determined so that we can have uniformity in all provinces. This was unanimously approved and transferred to the Dominion Board to take it up at Ottawa.

Resolution 4—That it is advisable to have the Adulteration Act amended, so that the manufacturers can be compelled to label the quality of their goods, and hold them, and not the retail grocer, responsible for the quality. This was also approved and transferred to the Dominion Board to take it up at Ottawa.

Resolution 5—The Association consider the present system of scales inspection an injustice to the retail merchants, and think this a very important matter and should be brought before Parliament and adjusted. As this matter is now being dealt with by the Dominion Board, the Association express their hearty approval of their action in taking it up, and promise them their best support.

Resolution 6—That in the opinion of the Convention the encouragement of the sale of pure foods and the discouragement of impure foods will encourage the manufacturers to bring their products to a standard of purity. Unanimously approved.

Election of Officers.

The election of officers then took place, which was as follows: Chairman, F. C. Higgins, Toronto; first vice-chairman, J. O. Carpenter, Hamilton; second vice-chairman, H. C. Ellis, Ottawa; treasurer, F. Darnley, Preston; secretary, E. M. Trowern, Toronto.

Among the delegates present were the following: Jas. Burns (Brantford), H. A. Foulds (Brantford), T. H. Broad (Aurora), Fred C. Harp (Brantford), R. Harcourt (Guelph), J. C. Irwin (Barrie), W. J. Moisley (Thorold), T. C. Allen (Wiarton), D. J. Cheyne (Windsor), A. T. Lawler (Whitby), D. J. Mills (Sarnia), John Scott (Woodstock), John M. McMillan (Bracebridge), J. W. Boyle (Dundas), G. H. O. Thomas

(*Continued on page 39.*)

"SALADA"

From the day of its birth, the promoters of "Salada" Ceylon Tea have striven hard to maintain a standard of quality and value that would demand a trade and public appreciation.

How well these efforts have succeeded is patent to the world.

The sale to-day is greater than ever before achieved.

Highest Award

1904

St. Louis

Black, Mixed OR Natural Green. Sealed packets only.

"SALADA," Toronto or Montreal.

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest



No. 65.

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GRINDING CAPACITY.

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MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Groceries.

Montreal, Thursday, April 20, 1905.

A REVIEW of the trade generally shows a distinct quietness. There is no "snap" as yet apparent, but as is usual just prior to the opening of navigation and the putting into effect of the Summer railway rates, trade always is on the dull side. Many outside buyers are holding off their heavy orders until the river is clear for vessels. The ice has moved down stream, and in a few days the commencement of activity on the waterfront will inaugurate livelier business. Many jobbers have good orders booked for first sailings of river and coastwise trade. Business from the Maritime Provinces is slow of coming in and the outlook for heavy trade not good. Travelers returning west report conditions in the east as dull; the terrible Winter experienced has had a serious effect on trade, and the fisheries are none too good. In grocery circles an improvement is noted in teas. The scarcity of Ceylon greens and the strong tone of Ceylon blacks, as well as improved business in Japans, is noted. Sugars are unchanged and business quiet. Fish are none too active. The Finnan Haddie Packers' Combine is confirmed; in the strict sense of the word "combine" is not applicable to the new move of the packers, as owing to heavy losses in the past four years it was only a question of getting together and readjusting selling prices and terms, or close up the canneries. One of the largest packers stated to The Grocer that rather than sell at the ruinously-low prices of the past few seasons he would close up. As the output is practically only a limited one there does not seem to be any occasion for packing at a loss, and as the prices arranged for this season are close, the trade generally can endorse the action of the packers. Spices and coffees are unchanged, though mild coffees are thought likely to be advanced. Statistically such an advance is warranted. In dried fruits, business is dull and featureless. The auction sale last week of damaged shelled walnuts and almonds ex Parisian, caused some interest, but none of these goods were bought hy the wholesale trade, all of them being taken up hy the manufacturers. Provisions of all kinds are in good demand this week. Butter, which eased off a few cents towards end of last week, has recovered and choice fresh-milk creamery is selling at 24 to 24½c. Eggs are selling freely, the usual Easter week demand taking all that are offering. Cheese is dull and little trading done.

SUGAR.

Locally there has been no change in the conditions prevailing last week. Business is quiet, both with refiners and jobbing trade. Orders from the country are small and there does not seem to be an inclination on the part of the trade to stock. The foreign beet market from last reports has tended easier, though not sufficiently to warrant any change in prices here. New York aiso is fairly easy in tone for raws, though it is not anticipated that any change of any extent is to be looked for.

Granulated, obls.	$5 65
" ½-bbls	5 80
" bags	5 60
Paris lump, boxes and bbls	6 15
" " ½-boxes and ½-bbls	6 25
Extra ground, bbls	6 00
" " 50-lb. boxes	6 20
" " 25-lb. boxes	6 30
Powdered, bbls	5 80
" 50-lb. boxes	6 00
Phoenix	5 60
Bright coffee	5 50
" yellow	5 45
No. 3 yellow	5 40
No. 2 "	5 25
No. 1 " bbls	5 15
No. 1 " bags	5 10
Raw Trinidad	4 50 4 50
Trinidad crystals	4 85 4 90

SYRUPS AND MOLASSES.

The strong feeling continues in Barbadoes. There has been no change in prices, however, though at the figures the jobbing trade are selling at, it is not leaving them much margin on basis of cost of new goods. Reports from the Islands continue strong, and it should not surprise us to have to report another addance in the near future. Antigua molasses has also advanced, and is to-day quoted at 35c. Corn syrups are receiving a good deal of attention, on account of the high price of molasses.

Barbadoes, in puncheons	0 40
" in barrels	0 42½
" in half-barrels	0 43½
New Orleans	0 22 0 35
Antigua	0 35
Porto Rico	0 45
Corn syrups, bbls	0 02¾
" ½-bbls	0 02¾
" ½-bbls	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 80
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

TEA.

Trade on the whole has not been very active, although there have been quite a number of inquiries for Japans at 12c. to 12½c. Ceylon and Indian greens are also in quiet form. The local market is lower than London and better prices are being realized there. Considerable business has been done in Ceylon blacks in the London market during the past week and there is also a better demand here for these. China greens are selling slightly better. The market now has an upward tendency and larger trade is looked for in these teas in tne near future. Gunpowders, medium and high grade, are also being looked to for better business.

Japans—Fine	0 26	0 28
Medium	0 20	0 24
Good common		0 18
Common	0 12½	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders	0 12	0 12
Congous—Kaisows		0 12
Pakling boxes	0 12	0 14

COFFEE.

There is a fair demand for coffees with prices firm. It is generally thought, however, they will go higher in a short while. The general feeling is that mild coffees are likely to take an advance; stocks are none too plentiful.

Good Cocutas	0 10	0 10½
Choice "	0 11½	0 12¼
Jamaica coffee	0 10½	0 11
Java	0 18	0 22
Mocha	0 17	0 20
Rio	0 09½	0 11

SPICES.

Trade is fair with good demand. Peppers have gone up in New York. There is a belief that they will also advance here. No change in prices to note.

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger	0 12	0 20
Cloves, whole	0 17	0 30
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 25	0 50

CANNED GOODS.

Business is quiet. Orders are small and little demand for anything outside of tomatoes, corn, beans, with here and there a few orders for canned fruits. Salmon, lobsters and finnan haddies are selling fairly well, as is to be expected during the Lenten season. The report that the packers of finnan haddies were contemplating getting together for the purpose of placing the business on a more satisfactory and paying basis, is confirmed and the new regulations will in a measure recoup them for the heavy losses sustained in the past. It has long been evident that the goods were being packed at a loss, and some measure looking to the preservation and continuance of the industry was absolutely necessary. Even at the present quotation of $4 a case the margin is small. The present catch is small and prices will, no doubt, tend higher rather than break.

Salmon, pink	0 90 1 00
" spring	1 55
" Rivers Inlet red sockeye	1 65
" Fraser River red sockeye	1 50 1 75
Lobsters, talls	3 45
" 1-lb. flats	3 50 4 00
" ½-lb. flats	2 25
Canadian Sardines, ¼s	3 65 4 00
California asparagus	4 50 5 00
Asparagus tips	3 50 3 75

Vegetables.	Per doz.
Corn, 2-lb. tins	$1 20
" 2-lb. sucotash	1 25
Gallon corn	5 00
Tomatoes, 3-lb. tins	1 30
Gallon tins	3 60
Sugar beets	$0 85 0 95
2's Asparagus Tips	50
2's Beans, Golden Wax	(80
2's " Refugee or Valentine	0 82½
2's " Crystal Wax	0 92½
2's Peas, No. 4 "Standards"	0 82½
2's " No. 3 "Early Junes"	0 85
2's " No. 2 "Sweet Wrinkled"	0 95
2's " No. 1 "Extra Fine Sifted"	1 30
2's Table Spinach	1 40

FRUITS.

Pears—Flemish Beauty Bartletts and pie in 2, 2½ and 3's	$1 15 $2 20
Peaches—White yellow and pie, 1½'s, 2's, 2½'s	
3's	1 25 2 82½
Gallon pears	3 15 3 67½
" peaches	3 55 4 50
Pumpkins, 3-lb. tins	0 72½
" Gal.	2 50
3-lb. squash	1 00
2's Cherries, red, pitted	2 20
2's " " not pitted	1 75
2's " black, pitted	2 20
2's " black, not pitted	1 75
2's " white, pitted	2 40
2's " white, not pitted	2 00
2's Currants, red, heavy syrup	1 57½
2's " red, prescrved	1 77½
Gals. " red, standard	4 75
Gals. " red, solid pack	7 00

2's "	black, heavy syrup	1 75
2's "	black, preserved	2 05
Gals. "	black, standard	5 00
Gals. "	black, solid pack	8 00
2's Gooseberries, heavy syrup		1 62½
2's "	preserved	1 85
Gals. "	standard	7 25
2's Lawtonberries, heavy syrup		1 57½
2's "	preserved	1 85
Gals.	standard	4 97½
2's Pineapple, sliced		2 25
2's "	grated	2 35
3's "	whole	2 50
2's Plums, Damson, light syrup		1 00
2's "	heavy syrup	1 30
2½'s "	" "	1 57½
3's "	" "	1 85
Gals. "	" standard	2 95
2's "	Lombard, light syrup	1 05
2's "	" heavy syrup	1 35
2½'s "	" "	1 62½
3's "	" "	1 90
Gals. "	" standard	3 15
2's "	Green Gage, light syrup	1 15
2's "	" heavy syrup	1 47½
2½'s "	" "	1 72½
3's "	" "	2 00
Gals. "	" standard	3 45
2's "	Egg, heavy syrup	1 52½
2½'s "	"	1 80
3's "	"	2 10
2's Raspberries, red, heavy syrup		1 40
2's "	" preserved	1 60
Gals. "	" standard	5
Gals. "	" solid pack	8 00
2's "	black, heavy syrup	1 35
2's "	" preserved	1 50
Gals. "	" standard	4 75
2's Rhubarb, preserved		1 15
3's "		1 90
Gals. "	standard	2 62½
2's Strawberries, heavy syrup, 1903 pack		1 47½
2's "	" 1904 pack	1 60
2's "	preserved	1 75
Gals "	standard	5 50
Gals. "	solid pack	8 50

RICE.

Business very quiet. No changes to report except that a somewhat easier tone prevails in Japan rice.

B rice, in 10 bag lots	3 05
B rice, less than 10 bags	3 15
C rice, in 10 bag lots	2 95
C rice, in less than 10 bag lots	3 05

Fish.

Demand in all lines has been quiet, but dealers look for improvement in trade owing to this week being the last of Lent. The supply in fresh fish is small, with a good demand at priees quoted. Many lines of frozen fish are out of season. Salt and boneless fish are in little demand, and their supply is rather small:

Fresh salmon	0 18
Standard bulk oysters, per gal	1 40
Selects	1 60
Haddies	0 07½ 0 08
Bloaters in boxes, 100 fish	1 00
Yarmouth bloaters, 60 fish per box	1 10
Smoked herring, per box, new	0 11
Fresh haddock, per lb	0 04½ 0 05
Pike, " round winter caught	0 04
Fresh pike	0 07
Fresh halibut	0 15
Frozen "	0 09
Fresh steak cod	0 05 0 05½
Small whitefish	0 06 0 06½
Dore or pickerel	0 07 0 07½
No. 1 Labrador herring in 20-lb pails	0 80
" " half bbl	3 00
No. 1 Holland herring, per half bbl	6 50
No. 1 Scotch herring, " "	6 50
" " per keg	1 00
Holland herring, per keg	0 65 0 75
No. 1 Salt mackerel, pail of 20 lbs	2 00
Boneless cod, 1 and 2-lb. blocks, per lb	0 06½
" fish, " " "	0 06
" " loose, in 25 lb. boxes	0 05½
Labrador Salmon, half bbl	9 00
" " (200 lbs.) bbls	16 00
" Large (300 lbs.)	24 00
B.C. salt salmon, bbl	14 00
" ½ bbl	7 50
Lake trout, salt, 100 lbs	4 50
Sea Trout in bbls. 200 lbs	9 50
half bbls	5 50
Marshall's kippered herring, per doz	140
Canadian kippered, per doz	1 00
Canadian ¼ sardines, per 100	3 75 4 00
Canned cove oysters, No. 1 size, per doz	1 30
Canned cove oysters, No. 2 size, per doz	2 25

Foreign Dried Fruits.

Foreign dried fruit market is sluggish. Business in all lines continues quiet, the only item of interest during the week having been the auction sales of damaged nuts, ex Parisian. Prices realized were naturally low and the stock was absorbed entirely by manufacturers who alone could utilize the goods in such damaged condition. The stock consisted principally of shelled walnuts, which sold at about an average of 3c. a pound, and shelled almonds at 4c. a pound. Currants are slightly easier. Valencia raisins are quiet, but stocks are getting gradually reduced and we hear of some inquiries locally.

ADD Grocer—Quebec Markets

VALENCIA RAISINS.

Fine off-stalk, per lb	0 05 0 06
Selected, per lb	0 06½
Layers "	0 07 0 07½

DATES.

Dates, Hallowees, per lb	0 04 0 04½

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per b	0 13½
Peaches "	0 10½
Pears "	0 15

MALAGA RAISINS.

London Layers	2 00
"Connoisseur Clusters"	2 50
" " Quarter boxes	0 80
"Royal Buckingham Clusters," ¼-boxes	1 10
" " Boxes	3 50
"Excelsior Windsor Clusters	4 50
" " ½s	1 35

CALIFORNIAN RAISINS.

Loose muscatels, per lb	0 07½ 0 08
" " seeded, in 1-lb. packages	0 08 0 09
" " 2 crown	0 06
" " 3 "	0 06½
" " 4 "	0 08

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, April 20, 12.30 p.m.

BUTTER—Supplies better. Market easy, tending to decline. New choice creamery, 24c.; inferior, 23 to 23½c.; ordinary dairy, 20½c.; choice, 22 to 23c.

EGGS—Steady market. Demand brisk. Supplies coming in freely. Jobbing price, 14½c.; grocers, 15c.

CHEESE—Little trading. No change. White, 12½d.; fodder cheese, 11½ to 11½c., with few offering.

PROVISIONS — Better demand for all kinds. Ham and bacon selling well. Live hog shipment heavier.

PRUNES.

	Per lb.	Per lb.
30-40s		0 08½
40-50s		0 08
50-60s		0 07
60-70s		0 06
70-80s		0 06
80-90s		0 05
90-100s		0 05
Oregon Prunes (Italian style) 40-50s		0 08
" " 50-60s		0 07
Oregon prunes (French style), 60-70s		0 06
" " 90-100s		0 04
" " 100-120s		0 04

CURRANTS.

Filiatras, uncleaned	0 04½
Fine Filiatras, per lb. in cases	0 04½ 0 05
" " oleaned	0 04½ 0 05½
" " in 1-lb. cartons	00 5½ 0 06
Finest Vostizzas "	0 06½ 0 07½
Amalias "	0 06

SULTANA RAISINS.

Sultana raisins, per lb	0 06½ 0 08
" " 1-lb. carton	0 09

ELEME TABLE FIGS.

Six crown, extra fancy, 40-lb. boxes	0 13
Five crown, fancy, 10-lb. boxes	
Four crown, fancy, 10-lb. boxes	0 09
Three crown	0 07 0 07½
Glove boxes, fine quality, per box	0 11
Fancy washed figs, in baskets, per basket	0 20
" pulled figs, in boxes, per box	0 22
" stuffed figs, " "	0 28
12-oz. boxes	0 06½ 0 07

Country Produce.

MAPLE PRODUCTS.

There is no change in prices to report. Held firm with all indications that they will go higher. Anticipations are that crop will be small this year owing to cold and unsettled weather. Considerable business has been done in new crop sugar and syrup.

Maple syrup, in wood, per lb	0 06 0 06½
Maple syrup, in large tins	0 07½ 0 07½
Pure new sugar, per lb	0 11 0 12
Pure Beauce County, per lb	0 08

HONEY.

No change to chronicle. Business is quiet. The arrival of new maple sugar has in a measure affected business in honey.

White clover, extracted, tins	0 07 0 07½
" " kegs	0 07½ 0 07½
" " comb	0 13 0 13½
Buckwheat	0 06 0 06½

BEANS.

The demand for beans is only fair. Some holders appear to look for slight advance owing to difficulty in securing western stock.

Choice prime	1 75 1 80

HOPS.

No change to note. Trade quiet. Choice Canadian firm at last week's quotations:

Choice Canadian	0 27 0 29
Fair to good	0 24 0 26

EVAPORATED APPLES.

Business during the past week has shown an improvement, some good-sized orders were taken by local agents and at firm prices. Dried apples are quiet, and there does not appear to be much call for these on this market.

Choice	0 06½ 0 06½
Dried apples	0 03 0 03½

Flour, Feed and Meal.

FLOUR.

There is no change in prices, which remain firm with a fair demand. Trade in general is quiet, but there is hope that it will greatly improve within a few weeks owing to opening of navigation.

Manitoba spring wheat patents	5 50 5 60
" strong bakers	5 20 5 30
Winter wheat patents	5 50 5 75
Straight rollers	5 20 5 35
Extra	4 55 4 60
Straight rollers, bags, 90 per cent	2 50 2 60

FEED.

Bran and shorts in good demand, both locally and from country points. Supplies are not plentiful, and in consequence prices are firm.

Manitoba bran, in bags, per ton	18 00 19 00
" shorts	20 00 21 00
Ontario bran, in bulk	17 00 18 00
" shorts	19 50 20 50
Moullie	25 00 28 00

ROLLED OATS.

The market continues steady. The demand is for small lots, and no improvement apparent. Buying is only for actual requirements. Priees unchanged.

Fine oatmeal, bags	2 60
Standard oatmeal, bags	2 60
Granulated " "	2 50
Rolled oats, "	2 40 2 50
" bbls	5 10 5 25

HAY.

Business in baled hay is quiet, though no changes in priees have taken place. The demand is fair and supplies plentiful.

No. 1 timothy	9 00 9 50
" 2 " choice	8 00 8 50
" 2 " ordinary	7 00 7 25
Clover	6 50 7 00
Clover mixed	7 00 7 25

ONTARIO MARKETS.

Groceries.

Toronto, April 21, 1905.

WITH business conditions improving in the country, the grocery trade is beginning to assume its wonted air of activity after the quiet Winter season. Boats will be leaving for upper lake ports by the end of this week or the first of next, which means that

regular communication has been established again with the retail trade throughout Northern Ontario and the West. Additional impetus to business and particularly in produce has been given on account of next week being Easter time.

Canned goods continue firm with tomatoes moving freely and American goods coming to hand in larger volume than usual for cheaper trade. Canned fruits also show improved demand, slight shadings being noted in the pack outside of combination goods. The demand for sugar is only fair, and the markets in the United States and Europe are developing additional weakness. There is a scarcity of figs on spot and consequently a slight firming in prices. Evaporated apples are ½c. easier than last week. Second arrivals of Behring Sea dried and cured fish for the season are recorded this week. Beans are slightly easier and a scarcity in red clover is reported together with inquiries for flint corn.

CANNED GOODS.

A very active market is reported in tomatoes for the week, American goods having been again imported on a large scale. Canned fruits are also beginning to move very freely. This is largely on account of supplies of domestic canned fruits having reached a pretty low ebb in the country. Among the orders for the opening of navigation was a particularly large volume of canned fruit orders to go to points along the north shore of Ontario. In canned fruits, particularly cherries, Lawton berries, peaches, pears, pineapples, plums, raspberries, strawberries and blueberries, quotations are being given by some members of the wholesale trade below regular market quotations on goods outside the combination. Readers of The Grocer may find these by referring to special advertisements which appear from time to time. Our quotations are as follows:

Tomatoes, 3's	1 25	1 30
Corn, 2's	1 10	1 20
Peas, 2's	0 82½	1 30
Sliced beets, 2's	....	0 85
" " 3's	....	0 95
" " whole	....	0 95
Pumpkin, 3's	....	0 75
" gal	....	2 50
Squash	....	1 00
Asparagus tips, 2's	....	2 75
Golden waxed beans, 2's	....	0 80
Refugee or Valentine beans, 2's	....	0 85
Crystal waxed beans, 2's	....	0 92½
Spinach, 2's	....	1 40
" 3's	....	1 80
Baked beans, plain, 1's	....	0 45
" " 2's	....	0 72
" " 3's	....	0 90
Tomato sauce, 1's	....	0 50
" " 2's	....	0 78
" " 3's	....	1 00
Chili sauce srme as tomato sauce.		
Catsups, tins, 2's	....	0 78
" " gal	....	4 50
" jugs	....	7 70
Apples, standard, 3's	85	90
" preserved, 3's	....	1 47½
" standard, gal	1 70	2 00
Pears, Flemish Beauty, 2's	....	1 52½
" " " 3's	....	2 00
" Bartlett, 2's	....	1 87½
" " 3's	....	2 82½
" whites, 2's	....	1 72½
" " 3's	....	2 67½
Peaches, pie, 3's	....	1 25
Cherries, red, pitted, 2's	....	2 20
" " not pitted, 2's	....	1 75
" English black, pitted, 2's	....	2 20
" " " not pitted, 2's	....	1 75
" white wax, pitted, 2's	....	2 42
" " " not pitted, 2's	....	2 00
Lawtonberries, heavy syrup, 2's	....	1 57½
" preserved, 2's	....	1 75
" standard gal	....	4 97½
Plums, Damson, light syrup, 2's	....	1 00
" " heavy syrup, 2's	....	1 30
" " " 3's	....	1 85
" Lombards, light syrup, 2's	....	1 05
" " heavy syrup, 2's	....	1 35
" " " 3's	....	1 90
" green gage, light syrup, 2's	....	1 15
" " heavy syrup, 2's	....	1 47½
" " " 3's	....	2 00
" egg, heavy syrup, 2's	....	1 52½
" " " 3's	....	2 10
Pineapple, sliced, standard, 2's	....	2 35
" extra " 2's	....	2 47½
" grated, " 2's	....	2 62½
Raspberries, red, heavy syrup, 2's	....	1 40
" " preserved, 2's	....	1 60
" black, heavy syrup, 2's	....	1 35
" " preserved, 2's	....	1 50
Rhubarb, preserved, 2's	....	1 15
" " 3's	....	1 90
" " gal	....	2 62½
Strawberries heavy, syrup, 2s	....	1 60
" preserved, 2's	....	1 75
Lobster, talls	....	3 50
" 1-lb. flats	....	3 75
" ½-lb. flats	....	2 00
Maokerel	1 00	1 25
Salmon, Fraser River, "Horseshoe" and "Maple Leaf."		
1-lb. talls, 5 cases and over	....	1 77½
1-lb. talls, less than 5 cases	....	1 80
1-lb. flats, 5 cases and over	....	1 90
1-lb. flats, less than 5 cases	....	1 92
½-lb. flats, 5 cases and over	....	1 17
½-lb. flats, less than 5 cases	....	1 20
Salmon, "Clover Leaf."		
1-lb. talls, 1 to 4 cases	....	1 80
1-lb. flats, 1 to 4 cases	....	1 87½
1-lb. talls, 5 to 9 cases andover	....	1 77½
Chums	0 95	1 00½
Sardines, Sportsman ¼'s	....	0 14
" ½s	....	0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04½
" " ½'s	0 09	0 11½
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies, per doz	....	1 10
Haddies, per case	....	4 25
Kippered herrings, domestic	....	1 10
" " imported	1 40	1 45
Herrings in tomato sauce, domestic	....	1 00
" " " imported	1 40	1 45
California ripe olives, tins, per doz	....	4 75
Corned beef, 1s, per doz	....	1 50
" 2s, "	....	2 70
" 6s, "	8 00	10 00
" 14s. "	....	18 00
Lunch tongues, per doz	....	3 00
Potted meats, ¼s, "	....	0 50
" ½s, "	....	1 00

SUGAR.

The more hopeful features of last week's report have not been borne out by later developments, and since then the generak tendency of the market has been towards weakness, the easier feel- the general tendency of the market has evidently by a considerable falling off in the consumption. According to British Board of Trade returns the decrease in consumption during the month of March alone was 50,000 tons, and the figures for all Europe from September to March 1, showed a decrease of 140,269 tons, as compared with the same period in last campaign. Almost similar conditions prevail in the United States, although it is practically impossible to arrive at the actual figures as the decline in consumption would be shown in invisible supplies were it possible to arrive at statistics. These conditions combined with the fact that Cuba has still about one half the crop to market may compel the planters to make considerable concessions in order to place sugars. This may be further necessary owing to the large holdings of the U.S. refiners which, according to the latest advices, were 253,531 tons, or, say, little more than two months' supply. At one time it appeared as if refiners would re-enter the market and make considerable purchases, but they quickly changed their attitude on receipt of offerings from Europe of 50,000 tons 88 per cent. beet at a figure considerably below public quotations, thus indicating a desire on the part of holders to unload. The selling pressure in Europe has evidently continued and prices are to-day 1 shilling per cwt. below those of a week ago.

The liquidation of contracts has carried prices down to 13s. 6½d f.o.b. Hamburg, equivalent to parity of 4⅞c. duty paid New York for 96 test centrifugals. Last transactions in canes have been at 3 7-16 c. and f., equal to 4,13-16c. duty paid, thus evidencing the intention of holders of cane sugar to meet competition from Europe.

It is difficult to predict the future in view of the present demoralization, but it is evident that sugar is rapidly getting down to a solid basis from which it should be possible to foresee the developments of the next few months. Recent estimates of the present Cuban crop indicate that it will probably turn out from 100,000 to 150,000 tons less than the original estimate of 1,200,000 tons. There has been considerable rain on the Island, thus hastening the termination of the crop, and during the week ending April 18, five more central factories ceased operation. There are now 155 centrals grinding compared with 159 at the same time last year.

U. S. refined sugar has declined 10c. per hundred pounds since April 12. No change has been made in the official list, but some refiners started to give concessions and to-day the net cash quotation is 5.90 per lb. as compared with 6c. a week ago.

Mr. F. C. Licht estimates sowings of all Europe for the coming campaign as 13 per cent. larger than last year, but this has been generally expected for a long time and has had practically no effect on the market.

Combined stocks of Europe and America at latest uneven dates were 2,800,477 tons as compared with 3,464,000 for the corresponding period a year ago, a decrease of 663,523 tons, which is practically all in continental countries. On this side of the Atlantic there has been an increase of 166,477 tons over last year.

There are no changes to record in Canadian refined; quotations and the situation remain practically as at last advised with no special indications for the immediate future, though, no doubt, operators here are closely watching the trend of events in the leading markets. We quote the following prices:

Paris lumps, in 50-lb. boxes	6 38
" in 100-lb. "	6 28
St. Lawrence granulated	5 73
Redpath's granulated	5 76
Acadia granulated	5 83
Berlin granulated	5 68
Phoenix	5 58
Bright coffee	5 58
Bright yellow	5 48
No. 3 yellow	5 48
No. 2 "	5 33
No. 1 "	5 23

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

SYRUPS AND MOLASSES.

Maple syrups continue to attract the lion's share of attention in this market. Prices are unchanged and the molasses market quiet. We quote as follows:

Syrups—		
Dark	....	....
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb.	....	0 02½
" ½-bbls "	....	0 02¾
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. " "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10
Molasses—		
New Orleans, medium	0 27	0 30
" " ½ bbls	0 29	0 32
" open kettle	0 45	0 50
Barbadoes, extra fancy	0 45	0 50
Porto Rico	0 42	0 48
West Indian	0 32	0 35
Maple syrup—		
Imperial qts	....	0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00
In bbl., per lb	....	0 06

COFFEES.

Local trade in coffee is reported quiet for the week. Buying on the part of

wholesalers is also on the quiet side in view of the fact that they are expecting lower prices, following the recent advance which was occasioned partly owing to the rise in Brazil exchange. As a matter of fact Rio coffee can be bought more cheaply in New York than in Brazil at the present time. The unloading of May options is about done and the speculative market is ruling at about 8c. for Rios in New York. We quote the following prices:

	Per lb.	
Green Rios, No. 7	0 10	0 10½
" " No. 6	....	0 11
" " No. 5	....	0 11½
" " No. 4	....	0 12
" " No. 3	....	0 12½
" Mocha	0 21	0 23
" Java	0 22	0 35
" Santos	0 11	0 13
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
Green, Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracaibo	0 16	0 23

TEAS.

A good movement in teas is reported for the week. Additional interest has been lent to the foreign market by the closing by the Japanese of Kelung, the principal shipping port of Formosa, which has had considerable influence on the speculative market, some of the trade being apprehensive of a delay in exports of new crop Formosa tea.

Ceylons are showing better value and certain grades, including Orange Pekoes, are becoming scarce. We quote the following:

Congou—half-chests, Kaisow, Moning,	0 12	0 60
caddies, Pakling	0 19	0 40
Indian—Darjeelings, Pekoe souchongs	0 20	0 22
" Pekoes	0 25	0 30
" Orange Pekoes	0 35	0 45
Indian—Assam, Orange Pekoes	0 25	0 40
" Pekoes	0 18	0 20
" Pekoe Souchongs	0 16	0 18
Ceylon—Broken Orange Pekoes	0 22	0 40
Orange Pekoes	0 22	0 29
Pekoes	0 18	0 24
Pekoe Soucbong	0 14	0 16
China Greens—Gunpowder, cases, extra first	0 35	0 42½
" half-chests, ordinary firsts	0 22	0 28½
Young Hyson, cases, sifted, extra firsts	0 37½	0 47
cases, small leaf, firsts	0 30	0 37
" half-cbests, ordinary firsts	0 22½	0 32½
" seconds	0 22	0 24½
" thirds	0 15	0 17
" common	....	0 14
Pingsueys—Young Hyson, ½-chests, firsts	0 25	0 30
" seconds	0 16	0 18
half-boxes, firsts	0 25	0 30
Japan—½ cbests, finests May pickings	0 34	0 38
Choice	0 31	0 36
Finest	0 27	0 29
Fine	0 24	0 27
Good medium	0 19	0 21
Medium	0 17	0 19
Good common	0 18	0 19
Common	0 13	0 14
Dust	0 06	0 08

SPICES.

The only interesting feature of this market is a cable advice from London and the East this week reporting firm market and an absence of offerings. Last week's quotations continue unchanged as follows:

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 25	0 35
" wbite	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 14	0 17
Cassia	0 21	0 25	Mace	0 80	0 90
Nutmeg	0 45	0 75			

RICE AND TAPIOCA.

Steady, seasonable demand for rice and tapioca at quotation prices is reported for the week. We quote as follows:

	Per lh.			Per lb.	
Rice, stand. B	0 03¾	0 03¾	Tapioca, staple	0 03¼	0 03½
Rangoon	0 03¾	0 03¾			
Patna	0 05	0 05½	" double goat	....	0
Japan	0 06	0 07	Carolina rice	0 08	0 08½
Sago	0 03½	0 04	Louisiana rice	0 05	0 07

Foreign Dried Fruits.

Prunes continue to move into consumption freely; the only other interesting feature is the scarcity of dates on the local market and increased inquiries for the same. Hallowees are exhausted in London and most Canadian houses are without stock. A few Sairs are still available on spot and are being sold at hardening prices. Currants are reported weaker in Patras. We quote the following prices:

PRUNES.

	Per lb.			Per lb.	
100-110s	....	0 04	60-70s	0 06	0 06½
90-100s	....	0 04½	50-60s	0 06½	0 06¾
80-90s	0 04½	0 05	40-50s	....	0 08
70-80s	0 05¼	0 05½	30-40s	0 00	0 09½

CANDIED PEELS.

	Per lb.			Per lb.	
Lemon	0 09	0 10	Citron	0 15	0 17
Orange	0 10	0 11			

FIGS

	Per lb.			Per lb.	
Tapnets	0 03¾	0 04	Elemes	0 08	0 13
Naturals	0 06½	0 07½			

APRICOTS.

	Per lb.	
Californian evaporated	0 15	0 17

PEACHES.

	Per lb.	
Californian evaporated	0 14	0 15

PEARS.

California evaporated, per lb	0 15

CURRANTS.

	Per lb.			Per lb.	
Fine Filiatras	0 04¾	up	Vostizzas	0 07	0 07½
Patras	0 06	0 06½			

RAISINS.

	Per lb.	
New selects	0 04½	0 05
Fine off stalk	0 05	0 05½
Sultana	0 05½	0 10
Californian seeded, 12-oz. Muscatals	0 06¾	0 07
" 1-lb. boxes "	0 07	0 08½
" unseeded, 2-crown. "	....	0 07½
" " 3-crown "	0 05½	0 07
" " 4-crown "	0 07	0 08

DATES.

	Per lb.			Per lb.	
Hallowees	0 04½	0 04¾	Fards new choicest	0 09	0 10½
Sairs	0 03¾	0 04	" new ohoice	....	0 09½

FOREIGN NUTS.

A seasonable demand for foreign nuts of all kinds is reported. Jamaica cocoanuts are beginning to arrive on this market, which is regularly supplied for the most part with Trinidad cocoanuts owing to the more suitable and systematic package of the latter. Our quotations are as follows:

(The following quotations on peanuts are for sack lots, green.)

Selected Spanisb	....	0 08½
A 1's, banners and suns	....	0 08¾
Japanese Jumbo's	....	0 09
Virginia "	....	0 09½
For sack lots roasted add 1c. to above quotations. For small, 2c		
Almonds, Tarragona, per lb	0 12	0 12½
Walnuts, Grenoble, "	....	0 12½
" Bordeaux, "	0 09	0 10
Filberts, per lb	....	0 10
Pecans, per lb	0 13	0 15
Brazils "	0 14	0 15
Cocoanuts, Jamaica, per sack	....	4 50
Italian Chestnuts, per lb	....	0 08

EVAPORATED APPLES.

The evaporated apple market is slightly easier than last week, a few lots having changed hands as low as 6½ to 7 cents. We quote, accordingly, these prices to the trade:

BIRD SEED.

Conditions on this market remain practically unchanged. We quote the following prices:

Canary seed, per lb	0 06½
Hemp "	0 05½
Cottam's	0 08
Brock's	0 07½

DRIED AND CURED FISH.

Dried and cured fish are not attracting special attention this week with the possible exception of cod. The second consignment of Behring Sea fish for the season of 1905 is reported this week, including whole cod and cod strips in one and two-lb packages, halibut strips and cutlets, smoked salmon, lobsters, crabs, clams and smelts, which are being distributed by the wholesale dealers. We quote the following prices:

Boneless fisb, per lb	....	0 04½
Cod fish, 1-lb. bricks	....	0 06½
Boneless cod, per lb	0 08	0 10
Quail-on-toast, per lb	....	0 06
Flitched cod fish, in cases of 100 lbs., per lb	....	0 06
Labrador berring, per bbl	6 00	6 50½
" per ½ bbl		2 85
Scaled herring	0 12½	0 14
Salmon trout, per keg	....	2 50
Lake herring, per keg	....	3 25

Country Produce.

EGGS.

An improved demand is noted owing to the proximity of Easter week and supplies of eggs are coming in comparatively freely. Some of the packers are beginning to pickle, fearing that the price will not come down to the regular level sufficiently early. Eggs should be bought at about 10c. for pickling in order to be a sure investment. This is out of the question so far on account of dealers going through the country gathering up eggs at from 13 to 14c. It is thought that there will be a flush of eggs by May 1, and that there will be plenty of time yet to gather supplies for the pickling season which lasts about two months. We quote the following:

New laid eggs, per doz	0 14	0 15

BEANS.

The bean market is slightly easier for the week and trade is quiet with no particular indications. Our quotations are as follows:

Beans, handpicked, per busb	1 85	1 90
" prime, No. 1	1 70	1 75
" prime, No. 2	1 55	1 60
" Lima, per lb	0 07	0 07½

HONEY.

The volume of business in honey during the week has been comparatively small and this article has ceased to attract much attention for the time being. Our quotations are as follows:

Honey, extracted clover, per lb	0 07½	0 08
" sections, No 1, per doz	1 90	2 00
" " No. 2. "	....	1 65
" Buckwheat, per lb	0 05	0 06
" " sections per doz	0 75	1 00

SEEDS.

Clover seeding in Central Ontario is now over for this season, having been from ten days to a fortnight earlier than last year. Red clover is scarce and the markets are firm. Considerable inquiry is noted for flint corn which is quoted below as follows:

Alsike clover, per busb	5 00 9 00
Red clover	8 00 10 00
Mammotb clover, per bush	7 00 11 00
Timothy	1 50 2 50
Hungarian, per 100 lbs	2 60 2 70
Millet "	2 50
Orchard grass	14 00
Seed corn, Dent varieties, per bush	0 70 1 00
" Flint " "	1 25 1 30

MAPLE PRODUCTS.

A brisk trade for the week is reported in maple products at unchanged prices. Our quotations are as follows:

Maple sugar, 1 lb cakes, per lh	0 09 0 10
" large cakes in tubs, per lb	.... 0 08
Maple syrup, per imperial gal	.... 0 90
" " wine gal	.... 0 65
" " imperial quarts	.... 0 25
New maple syrup, per imperial gal	.... 1 50
" " per wine gal	.... 0 85

Fish and Oysters.

Seasonable demand for fresh fish of all kinds is noted with no new varieties on the market. On account of the late-

RETAIL GROCERS' ASSOCIATION.

(*Continued from page 31*)

(Bracebridge), Bruce Allison (Windsor), C. Gress (Brantford), F. C. Higgins (Toronto), E. Guillet (Cobourg), John McCorvie (Chatham), John L. Wideman (St. Jacobs), Wm. Potter (Chatham), Jas. Howlett (St. Jacobs), Wm. D. Stephens (Port Hope), John Curtis (Port Hope), J. F. Clark (Port Hope), Mayor E. T. Godfrey (Meaford), C. B. Devitt (Berlin), H. Hockin (Lindsay), Frank Giles (Toronto), J. W. Nettleton (Toronto), Morley Ryan (Toronto), A. W. Johnson (Toronto), John Bond (Toronto), J. H. Walker (Toronto), W. H. McFarlane (Paisley), M. Moyer (Toronto), S. H. Gibbons (Toronto), J. S. Bond (Toronto) Andrew Coulter (Toronto), Charles R. Jones (Preston), A. Snuggs (Toronto), F. Darnley (Preston), F. Hall (Toronto), J. E. Adam (Lindsay), Geo. Ruppel (Elmira), A. H. Gress (Barrie), W. Shannon (Barrie), T. A. Thomas (Niagara Falls), J. A. Vanderburg (Niagara Falls), C. Robertson (Niagara Falls), E. Scarcliff (Niagara Falls), Geo. Good (Toronto), Wm. Dickie (South Oshawa P.O.), Mrs. J. Dickie (South Oshawa P.O.), Mrs. J. Boyce (South Oshawa P.O.), R. S. Ford (Petrolea), A. J. Ford (Lindsay), H. G. Robertson (Barrie), F. B. Smith (Barrie), H. Lamont (Collingwood), H. J. Schultz (Preston), E. B. Salyerds (Preston), Geo. Gress (Preston), N. B. Smith (Preston), B. W. Zeiman (Preston), F. W. Mickus (Preston), George Vicars (Barrie), P. Davin (Deseronto), J. E. Purser (Windsor), R. C. Purser (Windsor), C. E. Disher (Berlin), D. Devitt (Berlin), Chas. A. Nairn (Goderich), J. R. O'Neil (Lindsay), G. R. Metcalf (Berlin), S. A. Brubacher (Berlin), T. A. Fisher (Lindsay), Geo. B. Simmons (Barrie), Eli S. Beer (Hespeler), T. Caister (Aurora), Geo. S. Klein (Hamilton), J. A. Zimmerman (Hamilton), F. J. Ramsay (Dunville), Frank C. Bruce (Toronto), W. J. Moody (Berlin), Jos. Dawson (Brampton), Mrs. J. Dawson (Brampton), W. T. Hogarth (Ingersoll), B. B. Freeman (Wiarton), J. F. Honsberger (Berlin), A. J. Vogle (Berlin), John Abery (Berlin), M. Huehnergam (Berlin), W. H. Winnett (London), A. Wesloh (Berlin), W. V. Uttley (Berlin), C. E. Hall (Wiarton), J. H. Callornie (Goderich), Mrs. and Mr. Stalker (Berlin), J. C. Shelly (Hawkesville), A. D. Carley (King), A. B. Terry (Lindsay), Mrs. A. B. Terry (Lindsay), Miss K. Ford (Lindsay), Miss B. Ford (Lindsay), Mrs C. Ford (Lindsay), S. W. Moore (Churchill), G. E. Copeland (Parkdale), Mr. McCrae (Guelph), G. H. Johnston (Sutton West), A. G. Moyer (Berlin), Jas. Main (Hamilton), Wm. Lyne (Hamilton), Jos. Appleby (Windsor), Mrs. J. Appleby (Windsor), F. H. Montgomery (Galt), R. H. Biggs (Galt), Mrs. S. W. Moore (Churchill), A. A. Rose (Berlin).

TORONTO RETAIL GROCERS MEET.

THE Toronto Retail Grocers' Association held their regular monthly meeting on Monday evening, April 17, in the Temple Building. This is the first time the Association have met in their new quarters, and the event was celebrated in right royal fashion at the conclusion of the business meeting proper. The "Red Room," which will be the official home of the Association in future, is in every way suited to the purpose, and if Monday's meeting is any criterion, the new environment is going to add materially to the interest taken in the executive work of the Association. About sixty members and their friends were present and the keenest interest taken in the discussion from start to finish.

A report was received from the At-Home Committee showing a surplus of $95. The annual At-Home this year was the most successful financially ever held by the Association. The question of the annual Summer excursion came up for consideration and was handed over to the executive.

The principal order of business was a discussion on the Pedlars' By-law. The grocers are of the opinion that the city market should be made the headquarters of people who drive in from the country to sell produce and vegetables. As it is at present such pedlars are allowed to dispose of their stuff as suits their own convenience. No such latitude is allowed pedlars in any other Canadian city. In Hamilton, for instance, they are compelled to pay market fees, and to remain in the market until 2 p.m., after which they may peddle from house to house. On a motion by F. Johnston and D. Bell, it was decided to take action on this matter at the next regular meeting of the Association.

Among the traveling men who joined in the social entertainment that concluded the business meeting were: J. Mortimer, of Christie, Brown & Co.; C. Hayes, of Perkins, Ince & Co., S. McGiffin, of McWilliam & Everist, C. Wilson, of Todhunter & Mitchell, and E. Oke, of Clemes Bros.

FOREST CITY CATSUP

Made only from choice ripe tomatoes.

Every tomato is carefully hand-picked.

Highest quality and most expensive vinegar and spices are used.

No turnip pulp, apple pulp, canning factory offal or other cheap fillers used.

Most tempting and appetizing flavor ever known in catsup.

Place a trial order and see how it takes.

Gorman, Eckert & Co., Limited

LONDON WINNIPEG—108 Princess St.

BRITISH COLUMBIA CONDITIONS.

Vancouver, B.C., April 13, 1905.

ALL the butchering business carried on for the service of the City of Vancouver will soon be done in a modern abattoir under the positive instructions of the provincial medical health department. For years the question as to appliances and places for slaughtering cattle for the market has been a troublesome matter in this city. Recently the city authorities enlisted the aid of the provincial health department, for the reason that some of the butchers had slaughter houses outside the city limits. A direct result has been the positive order from the provincial health officer to provide proper places within two months, or at least show that such places are under construction. His suggestion was that all combine to put up one large and thoroughly modern abattoir.

P. Burns & Co., who have branch butcher shops all over the West, and whose abattoir in Calgary is perhaps the largest and most up-to-date in Canada, have announced that they are going ahead with the erection of a modern abattoir in the city, on what is known as the old "smelter site" on the harbor front. The manager, Mr. Dominick Burns, announces that his company is prepared to make arrangements whereby all the other butchers can do their killing there also. The new structure will be largely built of cement and concrete, and it will have capacity sufficient to meet all possible demands for many years, allowing for a rapid growth in the city as well.

* * *

As the season advances in the North it is difficult to hear of the progress of affairs in Atlin and Dawson until after the opening of navigation. However, this week The Grocer received a letter from the representative of one of the Vancouver wholesale houses, who is on his way in to Dawson for the Summer. He says in part, in his letter, which is dated April 1st, from White Horse:

"Before leaving you asked me to send you the news of the North: Well, so far there is not much to send. I found Atlin district very quiet; there is very little work going on there outside of Spruce and Boulder Creeks. There have been some very good 'dumps' taken out on the former during the Winter, and they all claim to have good pay dirt in them. If correct that should make things good during the Spring clean-up months. On Boulder they have been sluicing more or less all Winter. There are not many individual mines there, the principal concern being the Black & Grant Co., which is operating in a large way. They have had a very difficult proposition, deep ground, boulders and water coming in. They expect to close down in June for a time. The large operators on Pine, Willow and Gold Bottom Creeks have not yet started up, nor has the big hydraulic company on McKee Creek.

"Although it has been a very quiet Winter for the merchants of Atlin, they all look forward to a good Summer trade. This town (White Horse) is very quiet, nothing but a little transient trade at present. A number of the Dawson merchants are here with outfits of goods, having them freighted across the ice on Lake Labarge ready to get down the river as soon as the ice goes out, which, as you know, is earlier on the river than on the lake. The river is expected to be open very early this year."

* * *

Because Eastern Canada and the Northwest cannot supply the demands of the B.C. market for fresh creamery butter (price no object with British Columbians as long as the goods are up to the mark), the deficiency is being supplied from outside points this Spring. For a long time it has been impossible to bring in California butter at a profit, but this year, the extreme shortage of the butter market here, together with fairly good supply in California, bringing price there down somewhat, there have been a number of heavy importations.

New Zealand has also been shipping butter this last two or three trips of the Australian steamers. By the Miowera, which arrived to-day, the local dealers received some fairly large consignments. Prices of California are quoted at 28c. and 29c., the same as Eastern. The New Zealand is slightly higher. Local creameries are beginning to turn out very much increased quantities as the season is advancing rapidly. The two at Chilliwack are shipping heavily to this city every week. The new creamery at Port Hammond for the Maple Ridge district has commenced operations.

In fruits, the apple stock of local growth is about out for this year. Tasmanians come in by the Australian boats, but the present is rather too early to expect them. California oranges are slightly higher this week. Some blood oranges are in the last shipments.

NEW BRUNSWICK MARKETS.

April 18, 1905.

NAVIGATION may be said to be open. The river steamers have made a start. There are some seven lines of steamers running up the St. John River and its tributaries. Several of the runs are long, taking six to ten hours for the trip one way. Beside the freight business the tourist business is large. The ice is now out of even the up bay ports, and the various coasting steamers and schooners are busy taking forward Spring and Summer supplies. The Winter port is about closed. The last steamers are either in or due. Already efforts are being made to increase our facilities for next Winter; this is made the more necessary because of the increased size of the steamers coming. Where we could dock three steamers last year, now the same space will dock but two.

Salt.

Liverpool coarse salt is held very firm. There is a fair stock, and just a fair demand. In fine salt there is improved sale, particularly for Canadian.

Canned Goods.

There is good business reported. Some American corn is now on the market. American prices are quite low. Corn in that market is rather easier. While prices are firmly held and stocks are not large, these things prevent prices advancing. Canadian goods will, however, command better prices than American. Peas are a fair stock. Fruits are plentiful. Salmon is unchanged. Oysters are firm. Meats are the same as last year. Domestic fish is unchanged. There is but little to offer except sardines. Prices are kept too low. New-canned clams and scallops are offered. The latter a light pack.

Green Fruits.

Oranges are dearer than usual at this season. There are practically no Valencias. Californias have advanced, and small sizes are hard to get. There are but few other kinds offered. Lemons are low and very slow selling. Apples have but a fair sale. Prices quite low. Bananas are plentiful and cheap. Green stuff is now coming in, as rhubarb, cucumbers, strawberries, etc. Of course these are imported.

Dried Fruit.

There is but a fair business. Seeded raisins are low and full stocks held. There is some inquiry for loose muscatels. These are quite firm. In prunes there is a fair sale, with prices low. Small sizes are rather hard to get. Apricots and peaches are too high for business. Dates are rather higher. Peels are higher. Figs are very slow at any price. Currants have a fair sale, price unchanged. Evaporated apples are firm. Some Canadian stock is being imported from England. In onions first shipments of Egyptians are here. Prices at first were high, but there has been quite a decline. Old American onions, quite good stock, still offered. There is quite a large sale.

Fish.

In fresh fish some gaspereaux are now offered. Price is still quite high. Very nice halibut can now be bought. Haddock quite scarce. In dry fish prices are still very high. Stocks are small. Pickled herring are also very firmly held. Smoked are quite low.

Flour, Feed and Seed.

Flour is held at the lower price named last week. It seems rather strange that prices should be lower, as wheat is, if anything, higher. Feed is quite high; there is a fair demand. Oats are not quite as firm. Oatmeal is unchanged. It is a long time since so large a stock was held, chiefly American meal. Cornmeal is rather lower. Beans are unchanged. In seeds there is quite a large business. Clovers are higher and quite hard to get. Mammoth seems to have increased demand. This year's timothy, while firm, is little changed.

WE wish to thank our many friends for their kind sympathy on the death of our late father, J. A. Mathewson. Owing to his objection to the continuing of anyone's initials in a business after their death, we, William Black Mathewson, Samuel James Mathewson and James Adams Mathewson, his sons and partners for many years in the wholesale grocery business, have registered as the continuing firm under the style of **"MATHEWSON'S SONS,"** with ample capital, and owning outright the historic premises 200, 202, 204, and 206 McGill Street, Montreal.

We solicit from our friends a continuance of the trade so generously placed there with the Mathewsons since 1834, and hope to merit it. The traditions of the firm will be adhered to. We will not handle tobacco, liquor or adulterated goods, but in every other respect will compete on modern lines.

WILLIAM BLACK MATHEWSON,
SAMUEL JAMES MATHEWSON,
JAMES ADAMS MATHEWSON.

National Cash Registers make careful and ambitious clerks. Your clerks will welcome the handling of the five most important daily transactions in your store—cash sales, credit sales, money received on account, money paid out and money changed—by an accurate, automatic system. Each clerk has his separate cash-drawer so that he is only responsible for the transactions which he handles.

Lighten the burden placed on your clerks and you have their good will.

The good will of an employe means greater efficiency. This brings satisfied customers, increased business and more profits.

A National Cash Register furnishes a complete system for handling the transactions in any retail store.

Let one of our representatives call on you and explain our system to you.



NATIONAL CASH REGISTER CO., DAYTON, OHIO

I own a_____store. Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy.

_____ *Name*
_____ *Address*
_____ *No. Clerks*

Epicure's Delights

CAIRNS' MARMALADES, JAMS AND JELLIES

New Season's Prices

MARMALADES

1-lb. glass
Patent air-tight covers
Cases 2 doz.

	Per Doz.
Home-Made Orange	$2.10
Scotch Orange	1.60
Tangerine Orange	2.10
Pineapple	2.20
Ginger	2.20
Green Fig and Ginger	2.20
Ginger and Pineapple	2.20
Green Fig	2.20

Scotch Orange
7-lb. tins, Cases, 1 doz..$7.00

JAMS

1-lb. glass
Patent air-tight covers
Cases 2 doz.

	Per Doz
Strawberry	$2.10
Raspberry	2.30
Black Currant	2.30
Red Currant	2.10
Gooseberry	2.00
Apricot	2.20
Green Gage	2.10
Raspberry and Red Currant	2.20
Assorted	2.10

JELLIES

1-lb. glass
Patent air-tight covers
Cases 2 doz.

	Per Doz.
Black Currant	$2.80
Red Currant	2.80

1-lb. White Stone Jars
Cases 4 doz.

Apple	$1.90
Bramble	2.00

Quantities of 5 Cases or More, One Kind or Assorted Kinds

Five Per Cent. Trade Discount

TERMS: F.O.B. MONTREAL, NET 30 DAYS OR 1% 10 DAYS

Special Import Prices quoted on minimum quantities of 25 cases.

HUDON, HEBERT & CIE.

Montreal

AGENTS FOR THE DOMINION

THE MOST LIBERALLY MANAGED FIRM IN CANADA

MANITOBA MARKETS.

Special Report from the Winnipeg Office of THE CANADIAN GROCER.

(Market quotations corrected by te'egraph up till 12 a.m., Thursday, Arpil 20th, 1905.)

A FURTHER improvement in the general feeling of the grocery market and in the volume of business transacted is reported this week. Collections are still the subject of complaint by crcdit men, but, upon the whole, there seems to have been some improvement. The opening of lake navigation is close at hand, and when the lake and rail routes are in operation again stocks of several kinds, now running low, will be replenished.

Price changes are not numerous. Sugar continues steady at the advance recorded two or three weeks ago. Pot barley has been advanced about 25 cents per sack and new quotations will be found below. Tuckett's tobaccos have been advanced 1 cent per lb. for plugs and cuts. New figures are given below. Beans continue very firm, but the high price has checked consumption and the demand is not so brisk as before.

Sugar.

At time of writing there has been no change in sugar since last week. The advance noted in the early part of the month is maintained; it will be remembered that it did not apply to points west of Portage la Prairie. Whether or not the opening of navigation may cause a slight decline in prices, owing to reduced freight rates, is a mooted question. The difference in rates is about 15 cents per cwt., but sugars did not decline in consequence last year. We quote as last week:

Montreal granulated, in bbls	6 40
" " in sacks	6 35
" yellow, in bbls	5 90
" " in sacks	5 85
Wallaceburg, in bbls	6 30
" in sacks	6 25
Icing sugar in bbls	7 00
" " in boxes	7 20
" " in small quantities	7 60
Powdered sugar, in bbls	6 80
" " in boxes	7 00
" " in small quantities	7 25
Lump, hard, in bbls	7 10
" " in ½-bbls	7 20
" " in 100-lb cases	7 10

Canned Goods.

As noted last week, Canadian brands of canned corn are now selling at $2.50. Some American brands are selling at lower prices. We again quote:

Apples, 3's, 2 doz. cases, per case	2 15	2 20
Cherries, red pitted, 2's, 2 doz.	....	4 40
Currants, red, 2 doz. cases, per case	....	3 35
" black, " "	....	3 75
Gooseberries, " "	....	3 50
Lawtonberries, 2's, " "	....	3 35
Pears (Bartletts), " "	....	3 50
Peaches, 2's, " "	....	3 75
" 3's, " "	....	3 75
Raspberries, red, " "	....	2 90
" black, " "	....	3 00
Strawberries, " "	....	3 50
Plums, Lombard, 2 doz. per case	....	2 35
" green gages, 2 doz. case, per case	....	2 50
Tomatoes, 3's, per 2 doz. cases	2 85	3 00
Corn, 2's " "	....	2 50
Peas, 2's " "	....	1 90
Beans, 2's " "	1 90	1 95
Salmon, finest sockeye, per case	....	7 00
" humpback, "	....	3 75
" cohoes, "	....	5 25
Boneless chicken, 1lb. tins, per doz	....	3 5
" turkey " "	....	3 25
" ducks " "	....	3 25

Spices.

Local spice market is without features of interest. Pepper continues very strong in primary markets. We quote:

Pepper, black, per lb	0 18
" white, "	0 25
Cayenne, "	0 21
Cloves, ground "	0 25
Cassia, "	0 16
Allspice, "	0 14
Ginger, "	0 15
Cloves, whole	0 25

When it comes to Things to Eat!

Does not every Consumer wish the Best for his own Plate?

Clark's Sliced Smoked Beef

Is the Best to be had

GROCERS, PLEASE TAKE NOTICE:—

WE HAVE THE BEST COCOANUT IN CANADA

We have most up-to-date machinery, and are turning out the finest cocoanut on sale. "White Dove" brand is what you should ask for and insist upon getting Send a trial order—Convince yourself.

W. P. DOWNEY, 26 St. Peter St., MONTREAL

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

n Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS COCOA

"QUEEN" BRAND CATSUP

A High-Grade Catsup at a Low Price.

Quality equal to the Best.

Put up in 12-oz. bottles; 1 dozen in a case

Attractive, Pleasing and Profitable.

Ask your Wholesale House for it or write

BELLEVILLE CANNING COMPANY, - - - BELLEVILLE, ONT.

TRADE MARK

This design a guarantee of quality

FIBRE WRAPPING PAPER

STRONG, TOUGH AND STIFF

Will Carry All Kinds of Packages Safely to Destination

WRITE US FOR SAMPLES AND PRICES.

CANADA PAPER CO.

TORONTO LIMITED MONTREAL



All Grocers Should Stock

THE STAVANGER PRESERVING CO'Y'S

Crossed Fish Brand

Norwegian

Smoked Sardines

Selected Fish—Pure Olive Oil—Patent Decorated Tins

AGENTS FOR CANADA

W. G. Patrick & Co., - 29 Melinda Street, Toronto

British Manfrs. Agency Co., - - Vancouver, B.C

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion. Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

FOR SALE.

GROCERY and shoe business; stock $3,000; turnover $15,000 last year; no old stock. Box 230 Canadian Grocer, Toronto. (16)

SITUATIONS VACANT.

WANTED—Salesmen for high grade specialty, on liberal commission basis. Men with a record preferred. Applicants must forward satisfactory references as to character, ability, etc. Toledo Computing Scale Co., 21 John street south, Hamilton, Ont. (16)

WANTED—Clerk for general store. Must be thoroughly competent and furnish references. Address Huron Lumber Co., Spanish River, Ont. (16)

WANTED — Man of extensive experience with importing commission houses; exceptional opportunity for a capable man to secure a lucrative and permanent position. Apply P.O. Box 996, Montreal. (16)

AGENCY WANTED.

ADVERTISER shortly returning to London is open for sole agency of leading manufacturers of Canned Meats Lard and other packing house products, Cheese, Butter, Canned Goods, etc., with a special view to South African trade. Long experience, good references and responsibility. Address Sidney Smith, 463 St. Denis Street, Montreal. (16)

SITUATION WANTED.

TEA—Englishman (30) having had 15 years' wide experience in wholesale tea trade is desirous of treating with really first-class house in Canada (Winnipeg or Toronto preferred), for position of buyer and blender. Highest credentials. Replies treated strictly confidential. Address "Blender," Canadian Grocer Office, Montreal. (18)

FOR SALE—NO FAKE.

City and town rights for preserving eggs. Circulars for stamp. Box 2B Canadian Grocer, Toronto. (16)

WE IMPORT

Canned Goods, Apples, Grain, Maple Syrup and all Canadian products

WE EXPORT

English and Continental Groceries, Sweetmeats, Oils, Colours, Chemicals, etc.

Let us hear from you.

T. B. BOWYER & CO.

80a Fenchurch Street, London, Eng.

Rice, Tapioca, Etc.

Prices are steady. We quote:

Rangoon rice, per lb	0 03¾	0 03¾
Patna " "		0 04¾
Tapioca, per lb		0 03¾
Sago, "		0 03¾

Pot and Pearl Barley.

Pot barley has been advanced about 25 cents per sack. We quote:

Pot barley, per sack	2 45
Pearl barley, per half sack (49 lbs)	1 70
" " sack	3 40

Syrups and Molasses.

Barbadoes molasses is reported firm owing to uncertainty as to the crop in the Islands. Corn syrups are receiving more attention. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 40
" " 5-lb tins, per 1 "	2 70
" " 10-lb tins, per ½ "	2 50
" " 20-lb tins, per ¼ "	2 40
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03¾
Barbadoes molasses in ½-bbls. per lb	0 04
New Orleans molasses in ½-bbls, per lb	0 02½
" " in barrels	0 02½
Porto Rico molasses in ½-bbls., per bbl.	0 04½

Coffee.

There is still an easy feeling in the Rio market, but there are no local changes. We quote again as follows:

Green Rio, per lb	0 10½ 0 11
Roasted, per lb	0 13

Cocoa and Chocolate.

The price of Baker's chocolate in ½-lb. packages is now 37c., and ¼ and ½-lb. packages of cocoa are sold at 12c. per lb.

Jam.

Upton's jam is quoted at 50c. per pail in Winnipeg. The Brandon price is 52c., the price in Calgary and Lethbridge, 57c., and the Edmonton price, 60c.

Tobacco.

As noted above, there has been an advance of 1 cent per lb. in Tuckett's tobaccos. The more common brands are quoted now as follows:

T. and B. plugs, 3's, 4's and 9's, per lb	0 77
"Lily" plugs, per lb	0 69
"Crescent," per lb	0 66
Cut tobaccos, in 1-12 lb. package, per lb	0 89
" " in 1-5 lb. pouches, "	0 91
" " in ½ lb. tins	0 90
" " in 1 lb. tins	0 86

There is a difference.

CLAY PIPES

made by us are the best in the world. Specify them in your order.

D. McDOUGALL & CO., Glasgow, Scot.

POULTRY, FISH



GAME AND OYSTERS.

259 PORTAGE AVE.

Any quantity of fish shipped

ADDRESS—Mail P. O. Box 791, WINNIPEG, Man.

2 SPECIALTIES

SYRUP EXTRACT of MALT of MALT

for Coughs and Tissue Building

Admirable lines for the Grocer—Highly profitable—Send for sample.

GEO. SLEEMAN, Guelph, Ont.



The Best of all

FLY Killers

is

Wilson's Fly Pads

Sold Everywhere.

10 CENTS

Stock the kind the housekeepers ask for. Avoid poor imitations.

COMMON SENSE

KILLS {Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.

TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

SALT SALT

TABLE, DAIRY AND CHEESE SALTS

FINE AND COARSE SALTS IN SACKS AND BARRELS

LAND SALT

C. R. COOPER

Toronto Salt Works

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

JERSEY CREAM FEATHER STRIP PACKET COCOANUT

We guarantee the above to be the finest cocoanut on earth. It is our finest grade of ***Feather Strip,*** made out of new sweet ***cocoanuts*** with simply enough sugar to make it attractive to the taste, as well as to the eye.

The big 10c. size, 5 oz. to package, costs you 95c. per doz., 4 doz. to case.
" 15c. " 8 oz. " " $1.35 " 2 doz. "

With your next order try a few pounds. You will also find our following bulk goods the best:

MACAROON in boxes, pails or barrels
STANDARD SHREDDED " "
CREAM " " "
DESICCATED in boxes, pails or barrels
FEATHER STRIPS, Special " "
" **Finest** " "

We beg to apologize to our friends for delay in filling their esteemed orders, but we have had such a large number of orders it is impossible to fill promptly. We will do our best by sending part shipments to keep you all supplied, and intend to increase our capacity to 25 bags per day, when we trust to be able to take care of orders as received. We thank the trade for their very liberal support and will do our best to retain your confidence, by giving you the finest goods made.

STANDARD COCOANUT MILLS, - Hamilton

BEAUCE MAPLE SUGAR

FINEST PRODUCED

D. RATTRAY & SONS

Import and Export Agents

QUEBEC Montreal OTTAWA

Nuts.

Still quoted as follows:

Almonds, per lb.		0 12½
" (sbelled), per lb.		0 28
Filberts		0 11
Peanuts,		0 11½
Jumbos		0 14
Walnut, per lb.		0 12
" (shelled) "		0 25
Pecans, per lb.	0 15	0 16
Brazils, per lb.		0 16

Foreign Dried Fruits.

This market is firm and fairly active. We quote:

Valencia raisins, Trenor's, per case f.o.s.		2 00
" selects		2 20
" layers		2 25
California raisins, muscatels, 3 crown, per lb.		0 06½
" " " 4 "		0 07½
" " choice seeded in ¾-lb. packages per package		0 06½
" " choice seeded in 1-lb packages per package	0 08	0 08½
" " fancy seeded, 1-lb. packages, per package		0 09½
Prunes, 90-100 per lb.		0 04½
" 80-90 "		0 04½
" 70-80 "		0 05½
" 60-70 "		0 05½
" 50-60 "		0 06½
" 40-50 "		0 07½
" silver "		0 07½
Currants, uncleaned, loose pack, per lb.		0 05½
" dry cleaned, Filiatras, per lb.		0 06½
" wet cleaned, per lb.		0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb		0 06½
" Vostizzas, uncleaned		0 06½
Dates, new per lb.		0 05
Figs, cooking in bags, per lb.	0 03½	0 04
Apricots, choice, in 25-lb. boxes, per lb.		0 13½
" standard, " "		0 12½
Peaches, choice, " "		0 13½
" standard " "		0 13
Pears, (choice halves) " "		0 13½
Neotarines, choice " "		0 11
Plums, choice (dark pitted) per lb.		0 10½
Candied Peel—Lemon peel, per lb.		0 09
Orange "		0 09½
Citron "		0 14

Evaporated Apples.

Local supplies are very light and hence are firmly held at high prices. We quote:

Evaporated apples (new), 50-lb. cases	0 07½
" " 25-lb. cases	0 08

Beans.

Hand-picked beans are quoted at $2.10 to $2.15 per bushel and the ordinary grade at $2.

Fish and Oysters.

We quote unchanged prices as follows:

Lake Winnipeg whitefish	per lb.		0 06
Slave Lake whitefish	"	0 07	0 07½
Yellow pike (pickerel)	"		0 05
Lake Superior trout	"		0 08½
Lake Superior loose frozen herring	"	0 03	0 03½
Tubbees	"		0 04
Gold eyes	"		0 03
Blue fish	"		0 18
Mackerel	"		0 15
Red snapper	"		0 15
B.C. salmon (case lots 9c.)	"		0 09½
Halibut	"		0 08½
Jack fish	"		0 03½
Tomicods	"		0 05
Hake	"		0 07
Perch	"		0 04½
Eels	"		0 08
Cod, steak size	"		0 08
Cod, market size	"		0 07
Flounders	"		0 05
Haddock	"		0 08
Atlantic smelts, extra, 20-lb. boxes	"		0 12
" " No. 1, " "	"		0 08½
" " No. 2, " "	"		0 07½
"Halifax" brand salt cod, fish cakes 24-1's	"		0 11
"Acadia" " " 20-1's	"		0 09
"Bluenose" " " " 20-1's	"		0 07
"Acadia" " " 2-lb. boxes	"		0 09
" " " 4-lb.	"		0 09
" " shredded, 24 cartons, per bx.			2 00
" " hulk, in 15-lb. boxs.			0 08
Large Labrador and Nfld salt herrings per 100 lb.			5 00
" " " per 20-lb. pail.			1 20
Salt mackerel, in 20 or 30-lb. pails			0 12½
Finnanhaddie, in 15 or 30-lb. boxes			0 08
Smoked halibut strips			0 11
Kippered gold eyes, per doz			0 50
Yarmouth bloaters, 60 in box, per box			1 75
Lobsters, fresh boiled, per lb.			0 25
Shrimps, large size, per quart			0 60
Caviar, extra, small jars, per jar			0 40
Frog legs, 6 doz. in box, per doz.			0 40
Oysters, standard, per gallon			2 00
" select, "		2 15	2 25

Buckwheat Flour.

Quoted at $1.70 per half sack.

Breakfast Cereals.

Oatmeal continues very firm. There has been no change since last week. We quote:

Rolled Oats, 80-lb. sacks, per cwt	1 95
40-lb. " "	2 00
20-lb. " "	2 05
8-lb. " "	2 40
Cornmeal, in sacks, per cwt	1 60
" in ½ sacks, "	1 60

Eggs.

Strictly fresh eggs are selling to the retail trade at 11 to 11½ cents per doz.

Maple Products.

New maple syrup from the Eastern Townships in Quebec Province is selling at $5 for 5-gal. tins. Sugar in quarter and half-pound cakes is selling at $3 per 25-lb. box.

Honey.

Prices are as quoted last week:

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, 8 in case, per tin	1 00
" " 60-lb tins, per lb.	0 07
Fancy comb honey, 2 doz. to the case, per doz.	2 50

Nova Scotia Markets.

Halifax, April 17, 1905.

THE wholesale grocery market is in a good condition at present, making allowance for the scarcity of money in the country district. The towns and manufacturing centres are sending in good orders. Payments are on a slightly better basis than two months ago, or even one month; but they are not yet up to the mark. The sugar and molasses situations remain firm and unchanged. The tendency of both is to advance. The flour situation is still firm, notwithstanding the late announcement of 20 cents decline. Feeds are firm and have been in good demand. Cornmeal has lately been subject to an advance of ten cents per bag, and the situation is firm as stocks are not large in this market.

FISH.

Considerable fresh fish is coming on the market from the shore fisheries, and the demand is good. The trout season is now on, and there have been some good catches for sale in the markets. The lobster fisheries have opened along the eastern and northern coast. The canning factories are about opened up, and some live lobsters are being sent forward to Boston. The catch on the south shore, which commences on December 15, has not been large this season. Prices now in Boston are about $15 to $20 per crate, which is comparatively low.

Last year's stock of fish, especially cod, is about sold out and the new season's take will be on the market. Last year's prices were abnormally high, and this year's is likely to be on a par with them, as the first to return of the Bank fleet arrived at Lunenburg last week and their catches are only normal. It may also be noted that the sealing steamers of the Newfoundland fleet have nearly all returned to port and their catches are small compared with other seasons.

FARM PRODUCE.

Prince Edward Island potatoes are now plentiful, the price being 32 to 35c. at the wharf. New Brunswick and Nova Scotia potatoes, which are considered of better quality, bring 42 to 48c. It is still necessary to import carrots and parsnips from Boston as the native supply is short, the former having been largely used for feed during the Winter. Hay, which is largely imported Quebec, is quoted at $12.75 to $13.50, according to quality. Oats are still high and quoted at 52 to 55c. Seed oats are selling at 60 to 65c. and the quantity of native is small. Large quantities will have to be imported for Spring sowing.

IMPORTED FRUITS.

There is an abundance of imported fruit now in this market. Oranges which have been over-abundant, circumstances of which have been previously reported, are still plentiful and about at the lowest price they will be during the season. Californias sell for $3 to $3.25. Jamaica oranges are about cleaned up, but a further large supply is on the way here. Valencias are rather scarce. A large quantity of these were brought over on the steamer Parisian, which was partially submerged at her dock after being in collision with the steamer Albano, and being under water for about ten days, the fruit is practically ruined. The quotations on this fruit are 420s at $4.50; large, $5; 714s, $5.50. Messina lemons are in good supply at $3 per case. Cape Cod cranberries are quoted at $9 to $9.50.

GREEN FRUITS.

Apples are somewhat abundant in the market at present, and large quantities have been coming in from the Annapolis Valley. The quality, however, is not good. Fairly good No. 2s have been selling at 50c. to $1 per barrel, according to condition; good No. 2s at $1.50, while a few No. 1s may be had at $2.50 to $3 per barrel. The foreign market this season has not been good even for Winter fruit. The latest report (April 14) quotes Ben Davis at 7s. to 11s. Nonparcils at 10s. to 15s. In a year when prices are high a good many No. 2s are exported, but this year the ruling prices of No. 1s would not allow of freight and cooperage on No. 2s, of which there is still a considerable quantity in the apple districts. So great has become the necessity for a means to dispose of second-grade and refuse apples that a company with $50,000 capital has been organized to put up cider, vinegar, preserved apples, jellies and evaporated apples, and it will be in operation next season. The works will be located at Port Williams, King's County.

REMOVAL.

The Montreal branch of Walter Baker & Co., formerly located at 9 St. Alexis and 14 St. John streets, has been removed to their new premises at 86 St. Peter street; Mr. Louis A. Lambkin, Canadian manager.

NEW AGENCY.

Mr. W. H. Dunn, Montreal, has been appointed Montreal and Quebec agent for E. D. Smith, Winona, pure fruit jams and jellies. All orders will receive prompt attention.

GOOD STOREKEEPING

When you hand out Royal Baking Powder to a customer

You know that customer will be satisfied with his or her purchase;

You know that your reputation for selling reliable goods is maintained; and

You know that customer will come again to buy Royal Baking Powder and make other purchases.

It is good storekeeping to sell only goods which you know to be reliable and to keep only such goods on your shelves.

ROYAL BAKING POWDER CO., NEW YORK.

The supply of Navel Oranges is nearly exhausted. Only the larger sizes are obtainable; and will now have to turn our attention to

Mediterranean Sweets

First car will arrive about 22nd.

McWILLIAM Mc. AND E. EVERIST

TORONTO, - - ONTARIO

Are making special arrangements for N.C. and Delaware Strawberries, etc., and will be able to make close prices both to Jobbing and Retail Trade.

ANNOUNCEMENT

The undersigned have become the

SUCCESSORS OF

HUSBAND BROS. & CO.,

TORONTO

—absorbing this and several other firms into one corporation, for

Reduction of Expenses,
Prompter Deliveries,
Assured Qualities,
Better Quotations.

Mr. H. McC. Mulholland, for 13½ years connected with Husband Bros. & Co., is the General Manager of the new Company, thus assuring the trade of efficient and reliable service.

The Distributors' Company,
LIMITED

Head Office: 82 Colborne St., TORONTO

Distributing Points:

WINONA, GRIMSBY, BEAMSVILLE, ST. CATHARINES, CLARKSON, WINNIPEG.

GREEN FRUITS AND VEGETABLES

E. R. LUNDY, of Niagara Falls, assisted by W. H. Harrison, M. J. Greene, F. F. Best, J. Doyle, J. S. Hutchinson and others, have organized a co-operative canning company at Niagara-on-the-Lake. The company have rented the property known as "Steel Works" and are fitting it up for this season's operations. They will erect a new building in the Fall.

* * *

The fruit growers of Owen Sound and vicinity have formed a company to be known as the Owen Sound Fruit-Growing Co., for the purpose of adopting the co-operative system in growing, packing and shipping fruit.

* * *

The C.P.R. will pay special attention this year to handling British Columbia fruit consigned to points east of the Rocky Mountains. The refrigerator car service will be improved, a faster freight service will be inaugurated, and if the volume of business warrants, a reduction will be made in existing freight rates.

* * *

The F. T. James Co., wholesale fish and oyster dealers, 76 Colborne street, Toronto, have added a fruit and vegetable department to their wholesale business, and taken in 78 Colborne street for the accommodation of the latter. At present they are filling orders for foreign and domsetic fruit and vegetables. The change has also necessitated a considerable augmentation of their office and warehouse staff.

Ontario Markets.

Toronto, April 20, 1905.

GREEN FRUITS.

THE extreme cold weather this week has had the effect of putting a damper on the green fruit trade, which is usually extraordinarily brisk before Easter week. The fruit men, however, have no complaint to make, and say that business has been satisfactory considering the unfavorable weather conditions. The orange market is high, an advance of 50c. in California navels being recorded for the week. This advance is to be accounted for because of the lack of Valencia, Sicily and Sorrento oranges in the American market this year, in addition to the fact that the season for California navels is now on the wane. Their place will soon be taken by Mediterranean sweets which will arrive shortly and be quoted at high prices. California seedlings will also be on the market before the next issue of The Grocer goes to press. Havana pines are slightly easier in price; the demand, however, has been slightly curtailed on account of the high quotations ruling during the past few weeks.

Marmalade oranges are off the market. Bananas are higher in price and are arriving freely in anticipation of Easter trade. Louisiana strawberries are coming more freely, daily arrivals now being the rule. Quotations have been reduced 3c. Some Mexican oranges are arriving for Western Canadian trade. These oranges cost from 25 to 30c. less per box laid down in Toronto than Mediterranean sweets and California seedlings. We quote as follows:

Bahama grape fruit	4 50	5 00
Havana pines per case	4 50	5 50
California navel oranges, per box	3 50	4 50
New messina lemons, 300's, per box	2 25	2 75
" " 360's, per box	2 25	2 50
Bananas, large bunches, crated	1 50	2 00
Bananas, 8's, per bunch, crated	1 00	1 25
Apples, Winter varieties	1 25	3 50
Sweet potatoes, bush. crates	3 00	3 25
Cranberries, Jerseys	7 50	8 00
" per case		2 50
Louisiana strawberries, per pint		0 12
Figs in layers, per lb	0 09	0 11

VEGETABLES.

Seasonable demand and an improving market for imported vegetables is reported for the week. Domestic vegetables are unchanged in price. Florida tomatoes are again arriving on the market to replace the Cuban variety which is nearly exhausted. Bermuda onions are in transit to this market and are being quoted to the trade at $3 per crate. Egyptian onions are selling at $4.25. Hot-house cucumbers are 25c. easier than last week and southern rhubarb is quoted 25c. higher. Florida tomatoes are bringing 50c. more than last week. New beets are down 25c., spinach 10 to 20c., asparagus 50c., carrots 15c., waxed beans, 50c., and New Orleans cabbage $1 per crate. Egg plants have disappeared from the market for the time being. We quote the following prices:

Greenhouse lettuce, per dozen bunches		0 25
Greenhouse radishes, per doz. bunches	0 40	0 50
Dry Mint, per doz bunches		0 20
Parsley, "		0 20
Sage, per doz.		0 20
Savoury, per doz		0 15
Carrots, per bag		0 60
Beets, per bu		0 60
Beets per bag		0 75
Dry Onions, per bag	2 25	2 50
Dry Onions, per basket		0 60
Bermuda onions, per crate		3 00
Egyptian onions, per crate		4 25
Green house water cress, per doz.		0 25
Potatoes, carlots on track Toronto, per bag	0 53	0 57
Potatoes, per bag		0 85
" car lots, Eastern	0 65	0 70
Parsnips, per bag		0 75
Cabbage, per head	0 05	0 10
" per doz	0 50	1 00
Cabbage in bulk, per lb		0 01½
Turnips, per bag	0 30	0 35
Florida celery, per case		4 00
Hothouse cucumbers, per doz		1 75
Oyster plant, per bu		1 25
Greenhouse rhubarb per doz	0 75	1 00
" onions, large bunches		0 50
" " per doz		0 15
Southern rhubarb, per bush box	1 25	1 50
Florida tomatoes, per case		5 50
Green peppers, 6 basket crates		3 50
New beets, per doz. bunches		1 00
Spinach, per bush. hamper	0 80	0 90
Asparagus, per doz. bunches		1 75
Mushrooms, Illinois, per lb	0 80	0 90
Bermuda potatoes, per bush		2 75
New carrots, per doz. bunches		1 25
Waxed beans per bush box		3 50
New Orleans cabbage, per bbl. crate		5 00
Egg plants, per bush. crate	6 00	8 00

Quebec Markets.

Montreal, April 21, 1905.

GREEN FRUITS.

The green fruit trade generally is quiet. Country orders are not coming

in as freely as last year, and city trade also is not what was expected. California navels have advanced from 25c. to 50c. a box, with strong demand. Tomatoes are very scarce, selling from $4.50 to $5 for extra fancy, and $3.75 to $4.25 for choice. Pineapples are in good demand, considering prices are so high, and are selling from $1.25 to $4.50. Good colored stock demanding from 25c. to 50c. higher than last week. Cucumbers have dropped 50c. a doz. on account of heavy receipts. California celery is very scarce; price is $6.50. Bananas are in good demand, ranging from $1.50 to $1.90 per bunch. Charleston strawberries are selling at 40c. a box. Trade in other lines is unchanged.

Bananas	1 50	2 00
Cocoanuts, per bag of 100	....	3 50
Pineapples, 24 to case	4 50	5 25
" 30 to case	....	4 00
Cranberries, finest dark	....	11 00
" dark	....	9 50
" 25 quart boxes	....	2 75
Jamaica oranges, per box	....	2 50
" grape fruit, per box	....	4 00
Florida oranges, per box	....	4 00
Florida grape fruit, per box	....	5 00
California navel oranges, per box	3 00	3 50
New Messina lemons 300's	1 75	2 50
" " " 360's	....	2 00
Apples Winter varieties	2 50	5 00
Sweet potatoes, per bbl.	....	6 00
Almeria grapes, per bbl.	8 00	9 00
Celery, California golden heart, per case	....	6 50
Tomatoes, Floridas, crate	....	5 00
Lettuce, Boston	....	1 35
Strawberries	....	0 40

VEGETABLES.

Trade is quiet this week with hopes for improvement in the near future. There is a good demand generally and prices remain firm with a tendency to lower as the weather improves. We note a few changes in prices.

Potatoes, carlots	0 50	0 55
Less than carlots	0 70	0 75
Bunch lettuce, per doz. bunches	....	0 75
Radishes, per doz. bunches	....	0 50
Mushrooms, per lb.	....	0 90
Mint, per doz. bunches	....	0 20
Parsley, " "	0 35	0 75
Sage, per doz.	....	1 00
Savory, per doz	....	1 00
Beets, new, per doz.	....	2 00
Egg plant, per dozen		2 00
Green onions, per doz.	....	0 15
Spanish onions, large cases, per case	....	5 00
Red onions, per lb. 3½c., per bbl	....	5 00
Yellow onions, in 80-lb. bags, per bag	....	2 50
Green house water cress, per doz.	....	0 50
Green cucumbers, per bush, hamper	....	1 25
" per half bushel hamper	0 60	0 75
" per bbl	....	3 50
" per doz.	0 40	0 50
Green cabbage, per bbl.	....	1 75
" beans, per basket	1 00	1 20
Waxed beans, per bush.	....	1 05
Cauliflowers, home grown, per doz.	....	1 75
Green peppers, per basket	....	0 75
Canadian celery, per doz.	....	0 75
Spinach, per bbl.	....	2 50
Cucumbers, per doz.	....	2 00

For Halifax and St. John fruit markets, see regular markets.

Manitoba Markets.

The market is active, but there are no important price changes. We quote as last week:

GREEN FRUITS.

Oranges, fancy Washington navels, 112's, 126's, per case	3 25
Oranges, fancy Washington navels, 150's to 250's	3 50
Bitter oranges (for marmalade), 200's, 240's	3 00
Lemons, fancy California, 300's to 360's, per case (10c. off 5 case lots of oranges and lemons).	4 00
Bananas, fancy Limons, per bunch	2 50 3 00
Apples, fancy XXX Spies, per bbl.	5 50
" fancy XX Spies, "	4 50
Pineapples, per doz.	4 00 4 50

VEGETABLES.

We quote:

Native onions, per lb.	....	0 04
Carrots, per bush.	....	0 40
Beets, "	....	0 80
Turnips "	....	0 40
Potatoes "	....	0 65
Celery, per doz.		1 20
Florida tomatoes, per basket	1 00	1 10
Lettuce (small), per doz.	....	0 40
" (large) "	....	0 80
Radishes (small) "		0 40
" (large) "		0 80
Parsley "		0 40
Mint "		0 45

Egyptian Onions

The first direct shipment of Prime No. 1 quality Onions, put up in 110-lb. sacks, is due this week.

We are making the price reasonable.

EARLY VEGETABLES AND STRAWBERRIES

We have large supplies arriving daily: Cucumbers, Asparagus, Spinach, Head Lettuce, New Cabbage, Celery, Radishes, Tomatoes, etc. Your orders solicited.

WHITE & CO., 64 FRONT ST. E., TORONTO

FRUIT PRODUCE AND FISH PHONE, MAIN 4106

W. B. STRINGER PHONE MAIN 5672 J. J. McCABE

PEANUTS Market is firm and an advance is looked for; correspond with us promptly if open to buy—our brands represent the best selections from Virginia.

EGYPTIANS We get prices every Monday—Enquire.

W. B. STRINGER & CO. Fruit Brokers, 61 Front East, TORONTO.

EXTRA FANCY

Ripe Bananas, cheap.

"Golden Orange" brand Navels

Best Navel Oranges packed.

This brand is packed EXCLUSIVELY FOR US IN CANADA

Send us your orders and get the BEST.

HUGH WALKER & SON, GUELPH, ONT.

IMPORTANT NOTICE

We have installed in addition to our Fish and Oyster Business

A FRUIT DEPARTMENT

which will be looked after by the brothers Husband (late of Messrs. Husband Bros. & Co.) We promise full lines and first-class service.

EGYPTIAN ONIONS—We quote $3.75 a sack (112 lbs.); fine stock; to arrive 25th April.

F. T. JAMES CO., LIMITED, 76 Colborne Street, TORONTO

FRUIT AGENCY WANTED IN BRITAIN

Green and Canned, not Jams

House, with **20 years' connection,** in N.E. of England wants sole selling agency for that district. Unimpeachable business and bank references given. Only first-class firms represented.

J. W. LEAKE, - SCARBOROUGH

30 BARWICK STREET

Tel. Ad. "Leake, Scarborough."

The **DAWSON** Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets. **TORONTO**

FINKLE & ACKERMAN

BOWMANVILLE, ONT.

MANUFACTURERS

Evaporated Onions

and other Dried Vegetables.

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886

DRIED APPLES

We pay highest market prices for bright dry quarters and make prompt remittance.

The W. A. GIBB CO.

Packers and Exporters

5 and 7 Market St., HAMILTON

A Delicious Cup of Coffee

Our 1-lb. tin **"CLUB"** brand **COFFEE** at **33** cents per lb. is without question the best value on the market. WE know it, YOU can prove it by asking us to send you sample—test it yourself. Supplied either whole roasted, or ground.

Cultivate your coffee trade, it will pay you by buying the best—**"CLUB" BRAND.**

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

Among the Boards of Trade

Napanee Business Men Organize.

A MEETING of the business men of Napanee was held on Monday, April 10, for the purpose of organizing a board of trade. It has been felt for some time that such a body was absolutely necessary if the interests of the merchants and tradesmen were to be properly looked after.

After considerable animated discussion on topics of public interest, the election of officers was proceeded with, resulting as follows:

President—John W. Robinson.
1st Vice-Pres.—J. L. Boyes.
2nd Vice-Pres.—J. L. Madill.
3rd Vice-Pres.—F. E. VanLuven.
Sec.-Treas.—W. T. Waller.

On motion the following members were elected as an executive committee to act with the officers in assisting to place the board of trade on a sound footing: Messrs. J. C. Hardy, T. B. Wallace, M. S. Madole, F. W. Smith, T. S. Henry, T. F. Ruttan, Dr. Sills. J. R. Dafoe, E. Loyst, C. A. Graham, W. T. Gibbard and W. F. Hall.

Quebec Board Meets.

The members of the Quebec Board of Trade held an important meeting on Tuesday, April 11th, to discuss among other things the making of Quebec a free port, and the unwarranted discrimination of steamship companies against it.

In connection with the agitation inaugurated by the Quebec Board of Trade to secure equitable railroad rates for Quebec, it was announced that the new tariff issued by the G.T.R. for import traffic showed a considerable reduction in the difference between rates from Quebec and those in operation from Montreal to points in Ontario, Quebec being now placed on the same basis as Portland as far as the G.T.R. was concerned.

The demand on the steamship companies to place Quebec on the same basis as Montreal was also considered. In the opinion of one of the speakers this question was wholly in the hands of the merchants of Quebec. If no united effort was made in shipping no solution of freight rates could be reached, but if the merchants come to some agreement to ship unitedly the proper pressure could be brought to bear on the steamship companies. A number of firms represented stated that they had already issued orders to foreign shippers not to forward goods by any lines whose steamers did not stop at Quebec.

In view of similar action taken by Montreal, it was decided to start an agitation to have the port of Quebec made a free port, and to send a memorial to this effect to the Dominion Government, making mention of the many advantages possessed by Quebec, including the fact that the harbor had open navigation for eight months of the year.

A resolution was also passed supporting a petition of West Indian wholesale importers in regard to the sale of molasses called Barbadoes, which is being compounded, and asking the Government to prohibit such compounding, or that the name Barbadoes be not placed on the packages and the word "compounded" branded in large letters

Preston Board of Trade.

The first annual meeting of the Preston Board of Trade was held in the town hall April 17, Mr. George Pattinson, M.P.P., presiding. The reports presented were very encouraging. The election of officers resulted as follows: President, George Pattinson, M.P.P.; vice-president, C. Dolph; secretary, A. D. Pringle; treasurer, Frank Moss; council, F. Clare, C. E. Yates, S. J. Cherry, F. Moss, C. R. Hanning, Otto Homuth, Z. A. Hall, J. K. Ball and H. J. Kindson. The various committees were re-elected.

DEATH OF YOUNG JOURNALIST.

The junior ranks of Canadian journalism have sustained a distinct loss in the death of Ambrose P. Hinds, of the Ottawa Citizen, which occurred in Ottawa on March 25.

Mr. Hinds had barely passed the quarter century mark and had been associated with the Ottawa Citizen ever since the time of his graduation from the Collegiate Institute in Barrie, his home town. During this time he performed the many varied assignments of a modern city daily, to each of which he brought undoubted talent and ability. A short time before his death he was given entire charge of the semi-weekly edition of the Citizen and was rapidly pushing that publication into the front rank of provincial journalism when struck by the grim reaper.

BUSINESS IN THE WEST INDIES.

Mr. John Cameron, our West Indian commissioner, has got as far as Trinidad, and is still doing good work for the MacLean Trade Newspapers. This week another good batch of subscriptions came to hand, and also a few good advertising orders for the export number of The Canadian Grocer. Mr. Cameron is having some pleasant experiences as well as being successful in securing business, a good deal of which will be related in a subsequent issue of this paper.

Blue Ribbon Ceylon Tea

Wars and rumors of war fill the air—among nations and among traders.

Who Wins?

Does **Might** or does **Right?**

Sometimes it is one, sometimes the other.

But "**thrice** is he armed whose **cause is just**."

Blue Ribbon Tea has both might and right on its side.

Its cause is just.

No Wonder It Wins in the package tea conflict.

Its **Integrity**, joined to **Activity** on the part of its packers, explain **Its Conquests**

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons

Hamilton Pottery **HAMILTON, ONT.**

B. H. M.

Water Sets

ARE NOW IN STOCK

Have you ordered? Write for prices.

BARNARD & HOLLAND CO.

MONTREAL

FREIGHTS AND CHARTERS

ONCE more the icebound harbors and waterways of the Dominion are clear for business. Craft of all kinds from the ocean and inland will being plying the different routes, and the wheels of commerce will move more importantly all around. The big transportation companies have issued their new rates for ocean shipping, which came into force last Saturday, April 15.

The outlook for grain and lumber as far as bookings go is reported very poor. The grain dearth was explained last week in that Americans are not shipping via the St. Lawrence route and the Canadian wheat is being utilized for flour in Western Ontario. The condition of the lumber market in the Old Country is one where low prices are prevailing and no Canadian shipper is sighing for business at any less rates than have been existing. Hence the lumber outlook is gloomy. Nevertheless, several new charters of steamers have been reported for the United Kingdom, and the price for deals has been quoted at 30s. and 32s. 6d, that is for deals, and 35s. for full cargoes of lumber.

The outlook for dairy produce is very encouraging and the large shippers prophecy greater things than ever from the port of Montreal.

Considerable attention is being directed towards the first fruit boats. The Jacona, of the Thomson Line, is expected here first week in May. She comes direct from the Mediterranean with a cargo of oranges and lemons from Messina ports. She is making her way over the sea with 28,698 boxes and 4,194 half boxes of oranges and lemons; 12,699 packages of oranges and lemons from Sorrento; total, 49,591 packages. This steamer will be followed by the Escalona which is now making her way to Spanish ports from whence she will sail direct for Montreal on April 29.

The lake and rail freight rates went into effect on the 15th and there was marked activity ruling in inland shipping during the week.

There is considerable agitation in important shipping circles in Montreal regarding the peculiar position adopted by the Harbor Commission and the probability of heavy wharfage fees being levied. At least it is very glaringly apparent that Montreal will not be a free port for some time to come. There are, however, some conflicting opinions.

BERTH QUOTATIONS--St. John, Halifax and Portland

Description.	Liverpool.	London.	Antwerp	Bristol.	Glasgow.	Manchester.	Belfast.	Dublin	Capetown and Port Elizabeth.	Leith.	Aberdeen.	Cardiff.	Hamburg.
Oil Cake	6/6	6/3	* 9c	* 9c	7/6	7/6	10/6	11/	*12/6	10/	11/3	.....	.....
Sack flour	6/6	6/3	* 9c	* 9c	7/6	7/6	10/6	11/	*12/6	10/	11/3	.....	.....
Canned meats, fish	10/6	13/1½	12/6	15/	13/3	.....	15/6	16/6	*15/	17/6	17/6	.....	.....
Provisions	*10/	*12/6	*15/	*15/	*15/	*10/	*17/6	*17/6	5/	.....	.....	.....	.....
Tierces lard	10/6	13/1½	12/6	15/	15/9	10/6	15/6	16/6	*15/	17/6	17/6	.....	.....
Pail lard	.....	.....	.....	.....	.....	10/6	..	.....	*20/	.....	.....	.....	.....
Butter	25/	30/	30/	30/	31/6	25/	.....	.....	*80/c.s	30/	35/	.....	.....
Cheese	*17/6	*20/	*20/	*20/	*25/	*17/6	.....	.....	*80/c.s.	.. ..	.....	.....	.....
Eggs in c's (meas't)	12/6	15/9	12/6	15/	15/9	12/6	.....	.....	*40/c.s.mt.	.. ..	.....	.....	.....
Clover seed	12/6	15/	12/6	12/6	15/	12/6	20/	20/	*15/	.....	.....	.....	.....
Cotton	‡15c	.....	.....	.....	.....	‡15c	.....	.....	.....	.....	.....	.....	.....
Apples, per bbl	Fine 2/	2/	‡ 3/	Fine 2/6	Fine 2/6	Fine 2	3/	3/	10/c.s.	.....	.....	.....	.....
Meas't goods	†20/	Tariff	.....	†12/6	†12/6	†10/	†12/6	†12/6	†15/	.....	.....	.....	.....
	7/6	.....	.....	20/	20/	20/				.....	.....	.....	.....
Leather sole	20/	25/	25/	25/	31/6	20/	25/	25/	*25/	.....	.....	.....	.....
Leather finish	15/	20/	20/	20/	21/	15/	25/	25/	*20/	.....	.....	.....	.....
Lumber, hard	*10c	*10c	12/6	12/6	*16c	*12c	12/6	17/6	*15/mt.	.....	.....	.....	.....
Lumber, soft	8/9	10/	8/9	10/	12/6	8/9	17/6	17/6	*17/6mt.	.....	.....	.....	.....

* Per ton 2,240 lbs. † Per ton of 40 cubic feet. ‡ Cents per 100 lbs. without primage.

The above is for general information only. These rates liable to change without notice and are therefore **Subject to Confirmation.**

When ocean charges are collectable at port of destination, rates exchange on basis of $4.80 to £1 sterling. When ocean charges are prepaid, rates exchanged on basis of $4.86 to £1 sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option prompt advice will be facilitated by informing us of the relative weight and measurement of the mdse. when applying for rate. It is also necessary to know shipping point and on whose account engagement is to be made. All contracts subject to confirmation.

TO PRIVY COUNCIL.

The action brought by E. W. Gillett Co., Toronto, against Lumsden Bros., of Hamilton, for infringement on the Gillett Co.'s registered trade mark on Gillett's Cream Yeast label, will shortly be taken to the Privy Council. The claim made by the plaintiffs is that Lumsden's Cream Yeast is an infringement, owing to the use of the word "Cream."

In the Trial Court Mr. Justice Street granted a perpetual injunction restraining the Lumsden concern from using the word "Cream" in connection with yeast cakes. This injunction was afterwards dissolved by the Divisional Court, hence appeal to the Privy Council. Jas. Bicknell, K.C., of Laidlaw, Kappele & Bicknell, is acting for the plaintiffs in the case.

FIRMS INCORPORATED.

The T. Hockin Co., Dutton, with share capital of $50,000, have been incorporated to manufacture and deal in general merchandise and farm products. Provisional directors: T., J. and W. Hockin, all of Dutton.



"Easter Drink"

Lent is over

Easter has come

Nothing better

Than a wholesome

sift of good old Scotch

like **Special Liqueur Cream**

WITH SYPHON

It's all right

MacLeay, Duff & Co.'s Purest Whiskies

GLASGOW, SCOTLAND

AGENTS WANTED FOR ONTARIO AND THE WEST

B. O. BELAND

AGENT FOR CANADA

1684 Notre Dame

MONTREAL

CANADA: No better Country



MOTT'S: No better Chocolate

CHOCOLATE Good
and
CHOCOLATE Bad
Is to be had in many stores
THOSE WHO BUY

Mott's Chocolates

Are sure of a
GOOD Article ALWAYS

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, Montreal. R. S. McINDOE, Toronto. JOS. E. HUXLEY, Winnipeg.

EASTER

The Easter gladness finds expression in gifts. And Easter in Canada will be marked by gifts of

Stewart's Fine Chocolates

—worthily marked; for these Chocolates represent the choicest thought of all who touch them—makers, dealers, givers.

A. J. STEWART, LIMITED
Toronto

The great thing necessary to success in business and in life is to secure a reputation, which is the world's estimate of you and your business.

Establish a reputation in coffees of superiority---the results will surprise you. Forty years of popularity attest the worth of **Chase & Sanborn's Coffees.**

CHASE & SANBORN

The Importers, Montreal

Biscuits and Confectionery

Retail Trade.

THE Easter candy trade is growing each year. The novelties in confectionery arouse great interest and cause greater sales of all kinds of candy. The grocer has come in for his share of this business. The arrival of new maple sugar has also had an invigorating influence on the sales. The next two weeks should prove the best of the season. As Lent draws to a close there will be a general revival of festivities in which confectionery will play a prominent part. The reaction should ensure a big demand for sweetmeats. In anticipation of this grocers have, generally speaking, stocked well in this department.

Raw Sugar Refining.

The difficulty which has been experienced in running a beet sugar factory profitably bids fair to be overcome by D. A. Gordon, of East Kent. Under present conditions there are just enough beets to keep a factory running for three or four months in the Autumn and early Winter. Mr. Gordon has imported a large quantity of raw sugar and will consider the possibility of keeping his factory running all year with the aid of this. The success of this experiment will be of the utmost value to Canadian manufacturers. It will not only make it far more profitable to refine the beet sugar, but will introduce the refining of imported raw sugar, which will be a great industry in itself.

The Trade Situation.

THE week shows little change in the condition of the market for raw materials. Prices have remained on the whole firm, with a slight increase all along the line. The manufacturers and retailers have met the situation by an advance in prices, but not to the extent that the raw material has advanced. In spite of the higher prices, business has been on the whole good. There has been no appreciable falling off in purchases. In the country the roads have been bad and business has not been as brisk as might have been desired, but here the prospects are for a speedy improvement. With better prices and good consumption there should be no question about a prosperous season.

1905 Maple Crop Light.

According to G. R. Small, of the Canada Maple Exchange, Montreal, the maple crop this year will be light owing to unfavorable weather conditions. It may turn out better in Eastern Quebec, where sugaring starts two weeks later than in the west, and is just beginning now. There will, however, be no diminution in the supply nor perceptible increase in the price of this product.

American Confectionery in England.

A DEPUTATION of confectioners and allied and subsidiary trades of Great Britain recently waited upon the chancellor of the exchequer to urge the discontinuance of the tax on sugar because "it was exercising most disastrous effects upon the industries represented." A Mr. Edwards, the first speaker, said that America was sending to Great Britain 150,000 tons of confectionery per month with no duty on it, that the Swiss were sending many thousands of pounds sterling worth of chocolate per year at a cheap rate because they use bounty-fed sugar, prohibited to manufacturers here, and that sugar was high here and cheap on the Continent, allowing continental makers to endanger the British position in the neutral markets of the world.

Mr. Austen Chamberlain, the chancellor of the exchequer, in his speech, in reply to the deputation, said it was not true that imports of confectionery into this country has risen to an enormous extent since the duty was imposed. He thought there must be some misapprehension as to what the so-called confectionery was, for the imports of real confectionery did not increase at all, and practically the whole increase of 1903 over the imports of 1902 was accounted for by the increased imports of bottled fruits and syrups, and, so far as manufactured sugar articles were concerned, the foreigners paid the same tax as the British manufacturers did.

The chancellor's statements seem to be borne out by statistics. The facts point to a reduction rather than an increase in the amount of confectionery exported by the United States to England.

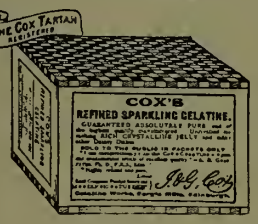
Push the Cracker Trade.

Crackers ought to be great profit gatherers. The relation of their sale to the total amount of sales will go up or down as they are made a prominent feature in the store display, and as they are universally used and appeal to the housekeeper as a satisfactory and healthful between-meal nibble for the children, they are in constant demand. It is not necessary to push the sale of the stand-

NEW CROP MAPLE

Every can of Diamond Maple Syrup has a Guarantee of Purity label on it.
The choicest syrup obtainable.
The price is moderate.
All jobbers.

Sugars Ltd., = Montreal



Sixty Years of Popularity

COX'S GELATINE should be used in every Canadian household, because:

(1). It is STRONG.
(2). It is CLEAR.
(3). It is PURE.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH.

MR. GROCER

The season for starch is fast drawing near I would like to call your attention to

SAN-TOY STARCH

Pronounced by all users as the best laundry starch on the market. Try a sample case. It is a seller.

J. H MAIDEN
MONTREAL

Too Bad

But it can't be helped. Make a note in your diary about Fair Time to write us about Sugar, but don't send any orders now.

The Ontario Sugar Co., Limited
BERLIN, ONT.

SODA BISCUITS
of the
quality of

PERFECTION CREAM SODAS

are eaten with
zest—by
all the family.
"Oliver asks for more."

And when this is the case the grocer's orders for Soda Biscuits keep multiplying—to his profit. This constitutes an excellent reason why the grocer should always sell "Perfection."

3-LB. CARDS OR TINS.

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

ard sorts that are made the football of the cutters and trade pirates, but a better policy is to select a line of tempting dainties and have them prominently displayed, keeping out of sight the sorts that do not tend to increase your average of profit. There is more to be made on a dollar's worth of crackers than on a barrel of flour.—American Grocer.

Generous Profit Sharing.

A generous profit-sharing system has been adopted by Walter Baker & Co., chocolate manufacturers. Each employe of the company recently received a cheque for ten per cent. of his wages for the year 1904. The plan of making employes personally interested in the welfare of a business is growing in favor. As the Walter Baker company state, it is only by the personal efforts and interest of every member of the staff that the best results can be obtained.

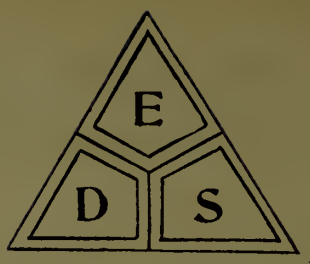
New Industry for British Columbia.

A new industry, or rather the revivication of one long dormant, in Victoria, B.C., is among the items of interest in flour and cereal circles this week. The B. C. Rice Mills have begun operations and will revolve and grind rice for domestic consumption and export. The capacity of the mills is five tons of rice per day and the output can be increased as trade grows.

The Dominion Confectionery Co., Portage La Prairie, have purchased the Richmond Block in that town, and will convert it into a factory.

Candied Peels.

Although it is rather early to predict how the market will run, it is expected that prices will be much higher than last year.



SMITH'S

E.D.S. Brand

OF

Jams, Jellies and Sealed Fruits in Glass

Are the finest packed. Our appeal is to the Grocer whose trade appreciates an article of highest quality.

Price list sent on request.

E. D. SMITH'S
FRUIT FARMS
WINONA, - - ONT.

COWAN'S COCOA Maple Leaf Label Our Trade Mark
COWAN'S CHOCOLATE, CAKE ICINGS, CREAM BARS,
and COWAN'S famous MILK CHOCOLATE
are absolutely pure goods.
THE COWAN CO., LIMITED. TORONTO

Spring Drink

VAN HOUTEN'S COCOA

Spring Food

The Grocer who recommends Van Houten's Cocoa confers a favor on his customer that the latter will appreciate.

Dominion Agents { J. L. WATT & SCOTT, TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

WE ARE OFFERING AN EXCEPTIONAL VALUE IN A

BARBADOES RAW SUGAR

See Our Travellers

TORONTO **JOHN SLOAN & CO.,** BELLEVILLE

old reputation

Attention!

old reputation

The BEST
of
Swiss Milk Chocolates

KLAUS'S CHOCOLATES

are now introduced in the Canadian Market.

(Klaus's Chocolates were awarded the **Gold Medal** at the Glasgow Exhibition.)

Wholesale Depot for Canada:

Canadian Swiss Trading Co.
17 ST. JOHN ST.,
MONTREAL.



I APPEAL to the readers of THE CANADIAN GROCER, who I know are the best buyers of High-Grade Goods in the country. I want to say that my Old English Candy,

MACKINTOSH'S TOFFEE

is the most delicious and best Candy made, pure as the crystal springs.

This Old English Candy has made me famous the world over. I am called **THE TOFFEE KING OF ENGLAND** because I am by far the largest manufacturer of Toffee over there. Handle this line and you have a trade winner. Write for prices, etc., at once.

JOHN MACKINTOSH, Ltd., - HALIFAX, ENG.

CANADIAN AGENTS:
Lamont, Corliss & Co, 27 Common St., Montreal.

Grocers
Please Note!

Inasmuch as some package cereals are being sold to-day at 10 cents, the following statements pertaining to

Orange Meat

are in order:

OUR
Jumbo Package

which retails at 25 cents per package, contains from 2½ to 3 times as much food as the packages put out by most of the other makers of ready-for-serving cereals, thus making our 25c. package of better value to the consumer than the ordinary 10c. package.

Again, the retailer pays $2.85 for goods that he sells for $3.60, giving him a gross profit of 75 cents. On our Jumbo package he pays $4.10 for goods that he sells for $5.00, giving him a gross profit of 90 cents per case.

The special offer made some weeks ago is still good—namely an offer of $1.00 in cash to the dealer who advertises our goods, and who has placed an order for 5 cases—increases the profits per case by 20 cents, or $1.10 gross, as against the 75 cents profit on the 10 cent package.

These facts and figures show the claims the Orange Meat has upon the grocer. Moreover Orange Meat sells

Push the Food that Sells.

The Frontenac Cereal Co.
Limited.
KINGSTON, Ont.

Flour and Cereal Foods

Fall Wheat Damages.

REPORTS received during the week indicate more or less serious damage to the Ontario Fall wheat crop. The wheat came out of the ground green and vigorous looking, and was greatly benefited by the warm rains and sunshine of last week. During the past few days, however, the cold winds and frost have had a most injurious effect in many districts and the plant is turning brown. It is not definitely known just how much damage has already been caused and warm weather may overcome to a large extent the injury already done.

William Whyte, second vice-president of the C.P.R., is authority for the statement that there will be twenty-five per cent. more land under seed in the Canadian West this year than last; in other words, over a million more acres of grain will be harvested than one year ago. With an average yield of twenty bushels per acre this means an addition of $15,000,000 to the wealth of the settlers. Mr. Whyte further says that while last year 150,000 people entered the West, there is every prospect of an equally large immigration this year. With an increase of the acreage under seed of a million a year, in ten years the Canadian West will annually export from 250,000,000 to 300,000,000 bushels of wheat, representing a money value, conservatively stated, of $200,000,000. Seeding operations are under way in the West, but it is as yet early to comment on future crop conditions.

U.S. Crop Report.

The U. S. Government crop report, showing the condition of Winter wheat on April 1, is very favorable, showing the average condition to be 91.6. This indicates a yield of 479,787,000 bush., against a crop of 332,935,000 last year, 399,867,000 in 1903, and 411,788,000 in 1902. The report compares as follows:

April 1, 1905.	Dec. 31, 1904.	April 1, 1904.	April 1, 1903.
91.6	82.9	76.5	97.3

Opening of Navigation.

The near approach of the opening of navigation on the Great Lakes is being forestalled by Canadian grain firms who have already chartered a large number of boats so as to have them ready at the earliest moment. It is thought that boats will be at the lake ports about April 20. The transportation companies have fixed rates this year at two cents to Georgian Bay and Lake Huron ports, and six cents through to Montreal from Port Arthur or Fort William.

The rush to get the grain down the lakes will keep the lake fleet busy, and in addition will have a livening effect on local grain business. Stocks of wheat in store at terminal elevators at Fort William and Port Arthur now total 6,777,966 bushels, but of this amount about 2,000,000 bushels is in the new private elevators, the Empire and Ogilvie, so that the amount to be shipped down the lakes will aggregate 4,777,966, against 1,919,000 the same date a year ago.

U.S. Exports Dwindling.

The exports of wheat from the United States for the eight months of the present year ending February, were 4,196,022 bushels, as compared with 40,713,275 bushels for the same months of the previous year. Of the 4,196,022 bushels shipped, 3,983,279, no less than 95 per cent., were shipped from the Pacific coast. The shipments from the Atlantic ports were only 212,733 bushels as compared with 35,572,994, or a decrease of 99.4 per cent.

Failure of Wheat Fields.

In the opinion of the Secretary of Agriculture for the United States there will shortly be a large increase in the price of breadstuffs unless American farmers change their method of growing wheat. At present the average production of wheat to the acre in the United States is eight bushels, while in Europe the farmers grow thirty.

Last year the American wheat crop was sickly and this indicates that the land refuses to grow wheat any longer on a profitable basis. In order to save the wheat fields of the United States experts are being sent to the northern part of Norway and Sweden to find legumes which will grow in cold climates.

Grain and Cereal Notes.

According to official statistics New Brunswick is producing about a hundred thousand barrels of flour yearly at the present time.

The town of St. Albert, Man., proposes to go into the flour-milling business. The municipality will put up the entire cost of the enterprise, $40,000.

C. H. Crawford, flour, feed and seed dealer, Ingersoll, has purchased the store formerly occupied by J. P. Archibald, and is removing his stock thither.

The C.P.R. have completed a new elevator at Fort William, which has a storage capacity of 500,000 bushels, and is able to unload approximately 300 cars of wheat per day.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

WHY IMPORT ?

Save your profits by buying Made-in-Canada Goods.

Shirriff's

High-Class MARMALADES Equal to Any.

Imperial Extract Co., Toronto

COLD RAISED LETTER SIGNS

ALL that are desirable for a Store Sign, rich in appearance and easily read. They are made by us in such a variety of designs that it does not pay you to go without a Sign. Cannot we submit you sketches and name you prices for a proper Sign? Your Store Front is the best advertisement. Make it talk to the passer-by.

THE MARTEL-STEWART CO.
681-683-685 Craig Street, - - - MONTREAL

We beg to call the attention of the trade to the fact that we have the most modern machinery for manufacturing the following goods :

Rolled Oats
Gran. Wheat
Gold Dust
Family Oatmeal
Ground Wheat
Sd. and Gr. Oatmeal



Pot and Pearl Barley
Ground Oats
Flaked Wheat
Split Peas
Pea Meal
Ground Corn
All kinds of Feed

Consequently the goods are the best in the market.

PHONE, WIRE OR WRITE US FOR QUOTATIONS. PROMPT DELIVERY IN MIXED CAR LOTS OR OTHERWISE. LETTER ORDERS A SPECIALTY.

WM. McCANN MILLING CO., OFFICE and MILLS FOOT JARVIS STREET Toronto

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Tobacco Accessories.

IN many stores the business of the tobacco department is increased greatly by the sale of smokers' supplies. A stock of pipes can be made the source of much business. The display of them lends variety to the cigars and tobacco, and attracts attention to the department. A pipe has a great fascination for most smokers, and a man will often buy one which attracts his fancy, when he has no need for it.

Tobacco pouches come in the same category. They give an up-to-date appearance to the stock and, as nearly everybody carries one, they should have a good sale. These are just illustrations of what might be handled in every store. The nature of each dealer's business must govern him in the extent to which he goes in for these side lines. Yet every dealer who has a tobacco department at all can put in a few of these articles to advantage.

Retail Trade.

The cigar trade, like the commerce of nations, depends much on the "open door." A cigar store with its doors wide open presents a hospitable and attractive aspect to the public, and there are many pedestrians who would pass by the closed portals without stopping, but who cannot resist the tacit invitation of the wide-open doors. However, open doors are only possible with fair skies, which is one of the many reasons why the retail cigar trade depends so much on the thermometer and barometer.—The U. S. Tobacco Journal.

New Source of Tobacco.

"Lattakia, Syria, tobacco is an article of commerce well known in Europe and America. It is black in color, owing to its fumigation by the Nusairich mountaineers in the smoke of a tree called 'elezzer' or 'ezr,' which imparts to it a peculiar aromatic flavor. This fumigation lasts for from seven to nine months, but only produces the desired effect during those of Winter and Spring, although the tobacco is still fresh and green in Summer when it is hung to the rafters for smoking purposes. The 'ezr' grows wild, seldom attaining the size of the oak, and gives out its aromatic odor when burned in the green state. It is a native of the Nusairich mountains and not found elsewhere, so it is claimed. Last year the Lattakia tobacco crop amounted to six thousand bales as against eight thousand bales for the preceding year. A bale weighs 87 to 92 kilos (191.4 to 202.4 pounds). Most of it goes to England at 14 to 24 cents per pound. It was rumored last year that the American Tobacco Trust was trying to secure a monopoly of the Lattakia tobacco product. It already controls the licorice root industry in the Lattakia and Alexandretta districts. An average crop of Lattakia tobacco, as far as it is available for export, is worth about $350,000."

An Aggressive Tobacconist.

Mr. A. Michaels, the progressive tobacconist on the corner of McGill and Notre Dame streets, Montreal, as those who are familiar with Montreal know, is an up-to-date cigar and tobacco dealer. His store always attracts attention by some unique feature of advertising. While he has in the past had many "arresters," this week he has certainly capped the climax. His four large plate-glass windows, two on each street, are placarded with illustrated colored scenes of the Russo-Japanese war, brought over by Mr. J. A. Poole, of the China and Japan Silk Co., and loaned by that gentleman to Mr. Michaels. As there are about fifty of these pictures, and all strikingly displayed, there is a constant crowd attracted by them, particularly at noon and evening hours is this so, and to such an extent that often a blockade occurs. Besides the pictures Mr. Michaels exhibits a bronze bust of Admiral Togo, also brought over by Mr. Poole, and, needless to say, it is a good drawing card for business.

The Tobacco Seed.

How big do you think a tobacco seed is? The plant grows to be taller than a man. It has leaves from 20 to 50 inches long, and from 3 to 18 inches wide. One would think the seed might be the size of a walnut. It is, in fact, about the smallest seed known. I have before me a bottle about half the length of my little finger, and not so large around. It contains 25,000 such seeds. Each seed is not much bigger than the point of a pin. Nevertheless, it produces this mighty plant, and, more wonderful still, on the plant will grow from 500,000 to 700,000 seeds.

At Leamington, in three days, the Empire Tobacco Co. received 600,000 pounds of tobacco, for which they paid out in cash over $70,000. One farmer received $3,600 for his last season's crop.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

Ice-clad Grocers

We meet a few of them—good men, but————. They wouldn't put in cigars if they were offered a stock free. Prejudices of this sort disappear after a while and we get a new customer—and keep him.

Why shouldn't we? What other firm that you know of sells you goods on our terms—money back for unsold stock at the end of three months.

Send us an order for 1,000 cigars on the terms we offer, and while we do not insist upon it, we advise that the order should include **Pebble** for a 5-center and **Pharaoh** for a 10-center.

J. BRUCE PAYNE, LIMITED, Makers, Granby, Que.

Letters to Tom, the Grocer.—No. V.

HAMILTON, April 21, 1905

Dear Tom:

You lost your temper the other day with a good customer. His opinions and yours didn't agree. It was on a matter that is always dangerous to discuss—politics. Politics are all right—that is, in a general way; but you can afford to let the discussion of party measures alone. Just now you are in business, and you can't afford to antagonize good customers.

By the way, you'll find it absolutely safe to give your smokers **T. & B.** It will please them, and help your trade in other directions.

Yours truly,

GEO. E. TUCKETT & SON CO., LIMITED.

Per J.

BIG COFFEE DEAL.

THE largest purchase of green coffee ever made in Canada has been effected by William Braid & Co., the well-known tea, coffee and spice importers of Vancouver, says The Weekly News Advertiser of the same city. This fact is not only noteworthy as a piece of news, but as an indication of the growing business of Vancouver and of this reliable and old-established firm. Few realize the proportions of such a purchase as this, but when it is remembered that 500 tons is 1,000,000 pounds, some idea may be formed of the amount secured. Reference is often made to the large business deals of neighboring Pacific Coast cities, but it is rarely that firms make such a large purchase.

It is a credit to the growing commercial importance of Vancouver that a business house should see sufficient trade ahead to enable it to dispose of so much coffee alone, and shows to some extent what an important distributing centre Vancouver has become. William Braid & Co. make a specialty of coffee, and supply the trade along the coast, in the Interior, the Territories, and Manitoba. Consignments are sent to the Yukon and Alaska; in short, the whole western country is covered by the travelers of this enterprising firm.

The opportunity was taken during the recent slump in the market to make the purchase referred to, and the coffee is now in transit to the Port of Vancouver.

INTERESTING AND ATTRACTIVE CARDS.

The "Bee" Starch Co., Montreal, have issued a set of handsomely-lithographed colored cards and hangers, displaying exact facsimile of their various products. As these are attractive and beneficial to every grocer, every one should have them. A postal card addressed to Snowdon, Forbes & Co., Montreal. will bring a set by mentioning The Canadian Grocer.

Royal Egyptian Cigarettes

Rich in Flavor

Copious in Value

Great Sellers

All First-class Grocers should have them

J. M. Fortier, Limited, Manufacturer, Montreal

JACK ROBINSON

is a man who sells Tobaccos. He put in a line of

McAlpin's Tobaccos

on our recommendation, and urged his tobacco customers to try them and to bring back a report. That report varied. Some said—"We like the kind we've been accustomed to." Others said—"We like McAlpin's Tobaccos; there's a flavor to them that just suits us." So Jack Robinson is making more money to-day because he had courage to dare.

McALPIN'S TOBACCOS ARE PROFITABLE

GLEANED FROM THE TRAVELERS.

MR. C. DUNKE, of Dunke & Co., Berlin, spent a couple of days in Toronto last week calling on the trade. Mr. Dunke has just returned from a pleasure trip to Cuba.

Mr. St. George Price, who has been engaged for a number of years in the grocery trade at Goderich, and for the past two years in Hamilton, has joined the traveling staff of H. P. Eckardt & Co. He will cover territory in Ontario from Berlin east.

Mr. R. Harstone, Warkworth, Ont., one of the most successful business men of that town, has sold out to Dickson & Co., who will continue in the general mercantile business.

Mr. J. H. Lehmann, formerly of the traveling staff of H. P. Eckardt & Co., will in future represent the Royal Crown Soap Co., of Winnipeg. His territory will be Western and Northern Ontario. The Grocer wishes Mr. Lehmann success in his efforts on behalf of "Witch Hazel" soap.

Mr. R. A. Elliott, Roseneath, has sold out to Mr. Mulholland, formerly of Haldimand County. Mr. Elliott is going into farming.

Mr. H. J. Colwill, Arthur, is making extensive improvements in his store. He reports that owing to the phenomenal growth of business he found the old premises altogether too cramped. Mr. Colwill recently returned from the sea side.

Mr. J. Ireland, Durham, says business has been booming during the past fortnight.

R. Scott & Co., Mount Forest, are in receipt of a big shipment of goods for Spring trade.

Mr. W. J. Cameron, Southampton, is recovering from a severe attack of grippe, and able to greet his many friends with that "genial smile."

Mr. W. H. McFarland, proprietor of the largest departmental store in Northern Ontario, reports business conditions satisfactory, considering the state of the country roads during the past few weeks.

Mr. G. Metcalfe, Berlin, was in Toronto last week.

Halliday & Stinson, Chesley, have completed their Spring preparations and are stocking up with "good" goods for Summer.

Mr. C. J. Halliday, Chesley, has one of the most up-to-date stores in the north country.

The C.P.R. will shortly let the contract for the Byng Inlet and Boulton division of their new short line from Sudbury to Toronto.

The north channel will not be open for navigation before April 25, according to present indications.

There will be three steamship lines from Owen Sound to the Soo this season: The Northern Transportation, Dominion Transit, and Algoma Central (a new line).

Col. Thompson, president of the Nickel Trust, is trying the oil concentrating process at Massie, with considerable success.

The new smelter in operation at Copper Cliff has a capacity of 1,000 tons per day, and is the only one of the kind in Canada.

The Helen mine, which has been turning out 800 tons per day during the Winter, will increase its output to 1,000 tons for the Summer months. Sixty per cent. of the ore smelted at the Soo Steel Works comes from this mine.

The quantity of pine saw logs taken from the forests of Northern Ontario this year is considerably smaller than last year's output. Lumbermen are regretting the fact on account of the recent marked improvement in the lumber market.

SUGGESTIONS FROM KENTVILLE.

Editor The Canadian Grocer,—As a reader of The Grocer from week to week, I often wonder how you are able to gather material so as to fill its pages once a week, and to keep out stale matter. One interesting and valuable section of The Grocer is that devoted to green fruits and vegetables, and especially that part relating to apples.

Again, as one interested in board of trade work, I find The Grocer realizes the importance of such organizations and has done a great deal to stimulate its readers along these lines. The Maritime Board of Trade is greatly indebted to The MacLean Publishing Co. for support since its inception, and has freely endorsed that fact. I should like to see a board of trade department added to The Grocer, and short reports from as many boards as possible. Merchants would more and more see the benefits arising from being members of their town or local board. There is something in a live board of trade that makes a merchant take more pride in his business; that broadens his views and makes a better citizen of him.

I am looking forward to the Export Number as it is an index to what our live business men are doing to extend Canadian trade and help the retailer, keeping him in touch with all that relates to his business life and to the life work of others who are trying to solve the same problems.

It will be a pleasure to many of us (after your Mr. Cameron has taken his Barbadian bath and a few Canadian ones as a contrast), to read of his impressions of the West Indies and where our Canadian manufacturers are lax in not securing more trade.

As a good friend of the Maritime Provinces, I hope to see The Grocer take up again the advantages of Upper-Province people making more frequent visits this way and getting acquainted with our people and country. We want to see these provinces the tourist grounds for Upper Canadians and not allow the New England States to absorb all the pure air and lovely scenery we have to offer. I know full well, from favorable reports made in your papers, that many a person has come among us, and only wish all our trade journals were as loyal.

As to the state of trade in the Annapolis and Cornwallis Valley it is too soon to estimate what effect the extraordinarily severe Winter will have on the future, but I find that the merchants are in good spirits and have strong faith in the future. As the sun melts the snow, and roads improve, they are ready for Spring trade, and it looks as if the balance sheet would be all right at the year's end.

Anyway, the safe plan is to read The Grocer and attend to business. We have never yet taken Sir Richard's advice to "work harder and eat less."

M. G. DeWolfe.

Kentville, N.S., April 11, 1905.

Mr. De Wolfe is well known to readers of The Grocer as ex-president of the King's County Board of Trade, and a prominent business man of Nova Scotia.

CHANGE IN OLD FIRM.

Coote & Tuck, dealers in groceries, boots and shoes, and crockery, Oakville, have disposed of their business to Thomas Harker of that place. The firm was founded by Mr. Coote in 1869, Mr. Tuck becoming a partner about five years ago. The senior partner will live retired, having supplied the community with pure food for nearly two generations. Mr. Tuck is entering upon the undertaking business in Oakville.

SWEET CAPORAL



CIGARETTES

STANDARD OF THE WORLD

Sold by all Leading Wholesale Houses.

Window and Interior Displays

Timely Hints and Suggestions

Window Dressing in England.

THE English method of window decoration is what we term the embankment system, where the main display arises from a bank that has a height of six inches or so in front and runs back to a height of 18 inches in the rear. The goods exhibited are just packed up through the centre, in profusion, having a width to correspond with that of the window, and the exhibits are usually beautifully blended—indeed this is a leading feature. Flanked on either side are handsomely arranged receptacles for a counter display, such as nuts, dried fruits and confectionery of all kinds.

And some very elegant electric light displays are shown with the views, being made to harmonize in their colorings with one another. And it is right here that the Englishman excels.

Banked up in this manner, there is something impressive about the display, and it appeals at once to the eye as massive, gorgeous and satisfactory. There is also something decidedly practicable in these solid English designs. They carry a business air that cannot be mistaken.

Although Canadian grocers have progressed far in the art of window dressing, in the matter of blending, coloring and electric lighting, we have still to take the queue from our kinsmen from across the water.

Attractive Grocery Interior.

This week's illustration represents what may be done for the interior of a grocery store with the exercise of a little care and ingenuity. The first thing to be kept in mind in arranging any interior display is to have as much variety as possible to attract the attention of customers. No grocer needs to be told that the average shopper comes to his store with a list prepared of the articles required, and that it rests with the grocer to swell that list to just the extent that his ingenuity allows. Of course, a clever salesman is necessary to make the actual exchange, but an attractive display goes a long way to pave the way for his persuasive eloquence.

In the accompanying illustration, the most striking feature is its variety. No one or two lines of goods are utilized, but fruit, vegetables, canned and package goods, condiments, etc. The scheme is, perhaps, dangerously near the limit, as far as quantity of goods on show is concerned, but it must be remembered that this is a very uncommon failing with seventy-five per cent. of the grocery trade throughout the country, who seem to persist in hiding their wares either behind the bars of a storeroom or under the counter. The idea of the man who arranged the particular display has undoubtedly been to win extra custom from regular patrons, and, judging from its general effect, the bait ought to have been successful in accomplishing the purpose intended.



Interior View of A. G. Bain's Grocery, Hamilton, Ont.

THE SALT SITUATION.

A report appeared in The Clinton New Era recently to the effect that the salt plants at Brussels, Seaforth, Stapleton and Goderich had closed down and that in a short time the Wingham plant would follow suit. This is quite incorrect so far as the Wingham plant is concerned. That particular industry is as busy manufacturing as it can be and has orders on hand that will keep it so for some months. Its proprietors claim to be turning out one of the purest salts now manufactured in Ontario and are selling to some of the most important packing houses in the country.

A. Little is making preparations to build a large general store in Tyndall, Manitoba.

WM. BRAID & COMPANY



TEA AND COFFEE IMPORTERS

The Big Tea and Coffee House of the Great West

We are the largest importers of Teas, Coffees and Spices in the Canadian North-West. We deal in them exclusively, therefore are in a position to take care of your smallest orders or handle your largest ones – Satisfaction guaranteed.

Write us for samples and quotations.

VANCOUVER, B. C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

April 20, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—

Bee" brand, 48 5c. pkgs., per case	$1 75
" " 27 10c. pkgs, "	2 00
" " 10 25c. pkgs, "	1 75

Cook's Friend— Per doz.

Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
3 doz.	12-oz.	3 40
½ doz.	2½lb.	10 50
½ doz.	5lb.	19 75

JERSEY CREAM BAKING POWDER.

¼ Size, 5 doz. in case	$0 40
½ " 4 " "	0 75
¾ " 3 " "	1 25
1 " 2 " "	2 25

OCEAN MILLS. Per doz.

Ocean Baking Powder, ¼ lb., 4 doz.	$ 45
OceanBaking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 35
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

MAGIC BAKING POWDER.



Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

"BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	$3 50
" " 36 10 "	4 00
" " 24 16 "	4 50
"Beaver" brand, 24-16 pkgs	4 80



EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.



JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

Bee" brand, 5 oz., cases, 60 pkgs	2 25
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 45
" 5-doz. 10c. "	0 90

Boeckh's Brooms.

Bamboo Handles, A, 4 strings	$4 50
" " B, 4 "	4 20
" " C, 4 strings	3 95
" " D, 4 "	3 70
" " F, 4 "	3 40
" " G, 3 "	3 10
" " I, 3 "	2 70

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	0 18½

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 25

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

	Per doz.
Ioings for cake—	
Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00
Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs.	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ½-lb. boxes	1.30



PATERSON'S
WORCESTERSHIRE
SAUCE

sells quickly because of its great merit.
It affords the dealer a good profit—
what more do you want ?
Have you enough in stock ?

ROSE & LAFLAMME
AGENTS, MONTREAL.

Batger's

Purity in manufacture ; nothing but the finest **Kent County (England)** strawberries being used. The fruit is whole and tastes as good as it looks. Put up in attractive, new style, square glass jars.

It will be easy to sell the first package. After that your customers will ask for **Batger's**. Shows you a nice profit and, what is more, gives satisfaction to your trade. Order from your jobber or

ROSE & LAFLAMME
MONTREAL

Strawberry Jam

FRY'S.

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb	tins, 4½ doz. to case	per doz.,	$	.90
½ "	" 4 " "	....	"	2.40
½ "	" 2 " "	....	"	4.75
1 "	" 1 " "	....	"	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.



	Per lb.
Mott's Broma	$0 30
Mott's Prepared Cocoa, ⅛s and ¼-boxes	0 28
Mott's Breakfast Cocoa, ⅛s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ⅛s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liquors	0 20
	0 32
	0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa— Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins. 40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins..40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins..40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins..42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins 44

Sweet chocolate powder—
6-lb. boxes, 12 boxes in case, ½-lb. tins..32c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 34c.

Premium chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..33c.
12-lb. bxs., 6 bxs. in case, ¼-lb. pkgs..33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..35c.
12-lb. bxs., 6 bxs. in case, ¼-lb. pkgs..35c.

Medallion sweet chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs...44c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs..44c.

Milk chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs ... 35c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs..35c.

Vanilla sweet chocolate—
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs..32c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs..32c.

Tid-Bit chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..30c.
12-lb. bxs., 6 bxs. in case, ¼-lb pkgs..30c.

Diamond sweet chocolate—
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs..23c.
12-lb. boxes, 6 boxes in case, ¼-lb. pkgs 23c.

Condensed Milk.

Anchor " brand, cases 4 doz., per case $5 00
" evap. cream, op. 4d. " 4 65

Borden's Condensed Milk Co.

Eagle " brand	$1 50
Gold Seal " brand	1 30
Peerless " brand evaporated cream	1 20



TRURO CONDENSED MILK & CANNING CO., LIMITED.

" Jersey " brand evaporated cream per case (4 doz.)	$4 65
" Reindeer " brand per case doz)	5.60



Coffee.

" Bee " brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70
" Beaver " coffee, 24-1 lb. pkgs.	4 80
" Sun " brand, 25 and 50 lb. tins—	
Gem, roasted or ground	0 30
Extra, " "	0 26
Fine " "	0 22
Fancy " "	0 18
" Beaver " (ground only compound)	0 15

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1?

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb
" Old Crow " Java	$0 25
" Mocha	0 25
" Condor " Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 60
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV. 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	1? 00
Small size	"	1½ 00
Roquefort—Large size	"	2 40
Small size	"	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

RECKITT'S BLUE and ZEBRA PASTE {Always gives your Customers Satisfaction.

Buy The **BEST** Syrup

"Crown"  **Brand**

TABLE SYRUP

it is your customers' due as well as your own that you exercise the greatest care in selecting pure food products; their due on ***the score of health*** – your due on account ***of profit.***

PUT UP IN TINS—

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also In Brls., ½ Brls. **Kegs and Pails.**

Freight paid on 5 cases and over to all railway stations East of North Bay.

For Sale by all Jobbers.

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

63 Front St. East, TORONTO, ONT.
Works: CARDINAL, ONT.
164 St. James St., MONTREAL, P.Q.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5 "
15 00 "	5½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
doz. packages (12 to a case)	0 75
doz. packages (12 to a case)	0 95

Cleaner.

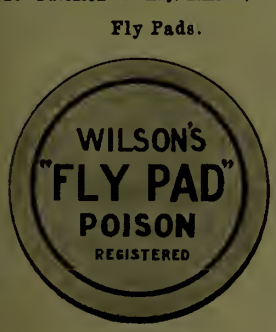


	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents

The Davidson & Hay, Limited, Toronto

Fly Pads.



Wilson's Fly Pads, in boxes of fifty 10 cent packets, $3 per box, or three boxes for $8.40.

Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25
	Per doz.
" " 5 doz., at	$ 1 40
" " 1 doz., at	1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1
2-lb. tins, 2 doz. in case, per lb.	0
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 06¾
7 and 14-lb. wood pails, per lb.	0 06¾
30-lb. wood pails "	0 06½
Pure Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate, per lb.	0 06¾
30-lb. wood pails "	0 06½
Home Made Jams—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate, per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	...

Lye (Concentrated)

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$ 3 60
3 cases "	3 50
5 cases or more	3 40

Matches.

UNITED FACTORIES, LIMITED. Per case.

Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

	1 case.	5 cases.
Parlor—		
Imperial	$5 75	$5 50
Best	3 75.	3 50
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat.

Wethey's condensed, per gross net....$12 00
per case of doz. net 3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins, per doz.	$ 1 40
" ¼-lb. tins "	2 50
" 1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar	0 25
F. D., ¼-lb. tins, per doz.	0 85
" ½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
¼-lb. tins, per lb.	$ 0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
¼-lb. tins, per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25



Orange Meat.

Cases, 36 15c. packages...$4.50
5 case lots.... 4.40 (Freight paid.)
Cases, 20 25c. packages... 4.10
5 case lots.... 4.10 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06¾
Golden shred marmalade, 2 doz. case, per doz.	1 75

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints) per doz.	$ 2 30
Corked " "	

Soda.

COW BRAND.



Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 25
5 cases	2 75

"BEE" BRAND.

"Bee" brand, 8 oz., cases, 120 pkgs.	Per case
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	$2 75

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20
" " black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

Many Books Sold at $1.00 are worth ten times their price to those using them.

$1.00

"100 Good Ads. for a Grocery Store,"

sold by us at $1.00, is worth easily a dollar in suggestiveness, to say nothing of 100 ready-made ads. for the busy man.
Sent on approval if desired.

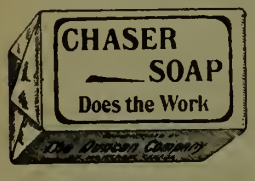
THE CANADIAN GROCER, 10 Front St. E., Toronto

RABBITT'S.



Babbitt's "1776" 6-oz. pkgs $3.50 per box. 5 boxes as freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, bxs each doz., $2 per box.

WM. H. DUNN AGENT.



CHASER SOAP.

case $2 40
Special quotations for quantities.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 04½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
"Bee" brand starch—	
" laundry, 6 1-12 oz. pkg. per case	$5 00
" " 32-12 " per ½ "	2 50
" corn starch 40-16 oz. pkg. " "	3 00
"Sun" borated starch, 40-16 oz. pk. per case	3 00
" borated starch, 50 box. 100 lb. keg	0 06½
" laundry " 50 " " " "	0 05½
"Gem" " " 100 & 200 lb. kegs	0 05½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 04½
Acme Gloss Starch— 1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry— 3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch— Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch— Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn— 1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn— 1-lb. packages, boxes 40 lb.	0 06½
Crystal Maize Corn Starch— 1-lb. packages, boxes 40 lb.	0 06½

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 06½
Durham corn starch, 40 lb.	0 05½
Laundry Starches—	
No. 1 White, 1-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 04½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 04½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½



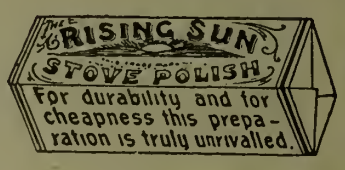
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

SAN TOY STAROH.

10c. pkges, cases 5 doz., per case.... 4 75

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



W. H. DUNN, AGENT.



Enameline No. 0 4, bxs., ea. 3 dz.	0 38
Enameline No. 0 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 80
Blackene, 5-lb. cans, per lb.	0 10
Enameline stove dressing, per doz.	0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10
(10 and 20 lb. tins have wire handles.)	

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70



Teas.

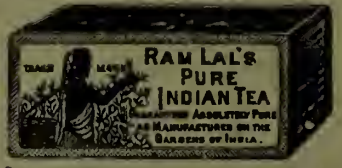
SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" ½'s	0 21	0 26
Green Label, 1's and ½'s	0 23	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb. " "	0 20
Blue Label, retail at 30c.	0 22
Green Label. " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55



Cases, each 60 1-lb.	$0 35
" " 30 1-lb.	0 35
" " 120 ½-lb.	0 36



LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 40
" III 80-lb. boxes	0 35
EMD AAA Japan, 40 lb " at	0 30
" AA " 40 "	0 27½
Blue Jay, basket fired Japan, 70 lbs.,	0 27½
"Condor" IV 80-lb. "	0 :0
" V 80-lb. "	0 26½
" XXXX 80-lb. boxes	0 :2½
" XXXX 30-lb. "	0 23½
" XXX 80-lb. "	0 20
" XXX 30-lb. "	0 21
" XX 80-lb. "	0 18½
" XX 30-lb. "	0 19
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½
"Condor" Ceylon black tea in lead packets	
Green Label, ⅛s, ¼s and ½s, 60-lb. cases ..... retail	0 25 at 0 20
Grey Label, ⅛s, ¼s and ½s, 60-lb. cases ..... retail	0 30 at 0 23
Yellow Label, ⅛s and ½s, 60-lb. cases ..... retail	0 35 at 0 26
Blue Label, ⅛s, ¼s and ½s, 50-lb. cases ..... retail	0 40 at 0 30
Red Label, ⅛s, ¼s and ½s, 50-lb. cases ..... retail	0 50 at 0 34
White Label, ⅛s, ¼s and ½s, 50-lb. cases ..... retail	0 at 0 40
Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 ..... per lb.	0 35
No. 2 ..... "	0 30
No. 3 ..... "	0 25
No. 4 ..... "	0 20
No. 5 ..... "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 39
" Amber, 8s. and 3s.	0 00
Chewing—Stag, bars, 10½oz.	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s.	0 44
" Currency, 12 oz bars, 12s.	0 47
" " 6½s. and 12's.	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½oz b'rs, sp'o'd 6½	0 51
" Pay Roll, 7s and 6½s.	0 53
" Fair Play, 8s. and 13s.	0 56

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 17½
Old Crow	0 13½

Special prices to buyers of large quantities

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

1 case 50 5c. packages free with 5-case lots
Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz
Washboards, Victor	$1 30
" Crown	1 35
" Improved Globe	1 50
" Standard Globe	1 80
" Original Solid Globe	1 80
" Superior Sld. Bk. Globe	1 95
" Jubilee	1 90
" Pony	0 90
Diamond King (glass)	2 90
Tubs, No. 0	11 25
" " 1	9 00
" " 2	8 00
" " 3	7 00
Pails, No. 1, 2 hoops	1 85
" No. 3, "	2 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz.	1 05
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " 3 doz. 5c.	1 00
" " 3 doz. 10c.	1 80

CANE SUGAR SYRUP

We have a very fine lot of Choice Pure Cane Sugar Syrup, bright, sweet and heavy.

In Barrels, Half-Barrels,
2-lb., 3-lb., 5-lb., 10-lb. Tins.

For prices and samples write to

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

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GEO. MUSSON & CO.,	TORONTO
JOHN W. BICKLE & GREENING,	HAMILTON
GEO. H. GILLESPIE,	LONDON
JOSEPH CARMAN,	WINNIPEG

CIDER VINEGAR

GOLDEN RUSSET BRAND . . . . .

WE hope before we have finished our story to have every grocer in Canada persuaded concerning two things:—

The noxiousness of Chemically-Prepared Vinegars.

The Wholesomeness of Nature's Vinegar---the pure fruit of the apple.

THIS IS LITERALLY A VITAL SUBJECT. WE CRAVE YOUR ATTENTION.

THE W. H. WILSON CO.
TILLSONBURG, ONT. LIMITED

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For Retailing
By JOHN H. BLAKE

PART I.
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Tea from Seed to Leaf.
Tea from Leaf to Cup.
The Tea Marts of the Orient.

PART II.
How to Test Teas.
Where to Buy Teas.
Is it Wise to Place an Importation order?
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending.

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$2.00 Postpaid.

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In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

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COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of keeping it always in Stock.

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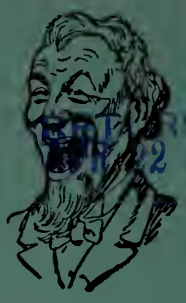
To Cancel Book 33 page 77

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RETURNED APR 22 1905



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"DAZZLER"
"NORTH STAR"
"OLD COLONY"

and other **GLASS** assortments.

Why don't **YOU** write for particulars?

We sell Goods Goods Cheap:

Gowans, Kent & Co.
Toronto



IT'S REALLY ENJOYABLE

wholesome, appetizing Mince Meat that we make. It has a flavor that the other makers cannot get and that your customers want. This is why you should sell

Wethey's Mince Meat

"ONE TRY SATISFIES."

J. H. Wethey, Limited
ST. CATHARINES, ONT.

Purveyors by Warrante Royale

Established in ye yeare 1706

Crosse and Blackwell

Ye Olde Sauce & Pickle House.

All Goods stampd with ye Names

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VOL. XIX. MONTREAL AND TORONTO, APRIL 28, 1905. NO. 17.

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Sales are increasing all over Canada.
New Buyers are cropping up everywhere.
You cannot afford to be without

ROBINSON'S
PATENT BARLEY



Raised on It.

You Have Missed

Some business if you have omitted to order

PETIT CHOCOLAT

The Biscuit that Pleases Customers

Christie, Brown & Company

TORONTO and MONTREAL Limited

LOOK HERE!

By the quality of your provisions you have gained the confidence of your customers. You keep the best of everything. Be consistent and stock

MATHIEU'S SYRUP
Of Tar and Cod Liver Oil

The best remedy for all chest and lung affections. The one most in demand. The one most largely and uninterruptedly advertised. The one with the quickest earned profits.

J. L. MATHIEU CO.,
PROPRIETORS, SHERBROOKE.

Most colds are slightly feverish. You add to your reputation if you handle MATHIEU'S NERVINE POWDERS. They cure a fever or a headache—are quick and safe.

Retail 18 Powders for 25c.



A Dependable Service

The outlook for trade in Canada is a very bright one indeed, and we have big interests at stake. We are emphazising to the grocers of Canada the dependable character of goods marked

PEACOCK BRAND

Mince Meat, Grape Wine,
Cream Cheese, Cough Drops,
Worcestershire Sauce, Hard Boiled Candies.

Order these goods, if you value worth in the lines you sell.

THE BATES MANUFACTURING CO., LIMITED
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National Licorice Co.



Y. & S., SCUDDER and M. & R. Brands of **PURE STICK LICORICE,** Acme Licorice Pellets, M.& R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

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Illustrated Catalogue on request



15c.

BORDEAUX RELISH

[costs the dealer $1.20 a dozen. In 5-case lots, freight prepaid. Cases hold 2 dozen.

BORDEAUX RELISH is made from absolutely pure and high quality ingredients, from a first-class recipe. In Toronto it has had an immense sale.

ORDER A TRIAL CASE. YOUR JOBBER OR DIRECT.

The Merchants' Manufacturing & Supply Co.
58 Colborne Street, TORONTO



"Busy as Bees"



Good-bye to dull days in the store when goods of standard quality come over the threshold. Good-bye to that shame over the fly-specked packages of uncertain worth on the shelves. A hearty welcome to known values and reliable quality. "Busy as Bees" is the watchword now.

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Apricots, Peaches, Pears, Nectarines, Dried Plums, Prunes and Raisins. The pick of the pack — clean, highest quality and full weight always. Right from the vineyards and orchards on the Pacific Coast.

"The GRIFFIN" Brand

Felix & Co. Italian Macaroni

High-grade macaroni from makers of long experience. Tastefully packed and labelled. Tender, delicate, Macaroni. Satisfactory and pleasing—always. Profitable to you and the user, too.

Castile Soap "Shell Brand"

contains 67 per cent. of pure oil, instead of 60 per cent. as in the ordinary Castile Soap of trade. In Bars and Pressed Cakes. The leading brand of highest quality in the Dominion.

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Increase your business by appointing us your Western Representatives. If you have anything to sell write us.

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Best facilities for shipping.
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HIGH-GRADE TOMATO CATSUP



Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

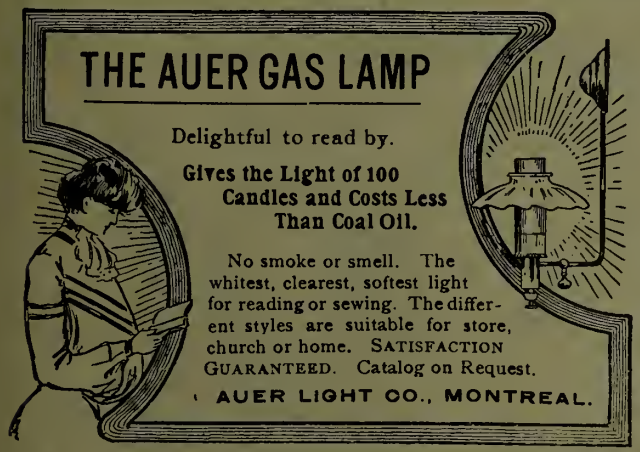
This Catsup is far superior to many others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see our travellers' samples.

The Capstan Mfg. Company

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Delightful to read by.

Gives the Light of 100 Candles and Costs Less Than Coal Oil.

No smoke or smell. The whitest, clearest, softest light for reading or sewing. The different styles are suitable for store, church or home. SATISFACTION GUARANTEED. Catalog on Request.

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The word

"STERLING"

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Made in Canada by

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Used like Common Salt, but contains the Vital Phosphates of Whole Wheat.

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"What is worth doing at all is worth doing well."

If your Tea trade is worth looking after, it is worth looking after well. To have it in good healthy condition the stocking of **JAPAN TEAS** is essential.

They are the most healthful, cleanest and best prepared Teas on sale Don't fail to stock them.

"Enterprise" RAPID GRINDING AND PULVERIZING MILL

Saves Time, Lessens Labor and Increases the Coffee Trade

Because clerks will try to sell coffee when not compelled to grind by hand

25 to 50 lbs. of Coffee can be ground FOR ONE CENT

Will be furnished for Direct or Alternating Current to suit all conditions

DESCRIPTIVE CATALOGUE ALSO TESTIMONIAL PAMPHLET MAILED FREE

The Enterprise Mfg. Co. of Pa.

PHILADELPHIA, U. S. A.

GRANULATOR PULVERIZER



No. 08712

Height 51 inches *Width 32 inches*
Length 25 inches *Weight 320 pounds*

PRICE ON APPLICATION

Grinding Capacity
Granulating, 2 pounds per minute
Pulverizing, ½ pound per minute
Capacity of Iron Hoppers, 6 lbs. of Coffee
Capacity of Nickel-Plated Hoppers, 7½ lbs.

JERSEY CREAM

STERILIZED

What it is!

Made from pure, rich milk.

Water Evaporated



Hermetically Sealed in tins.

Carefully Sterilized.

An absolutely pure product that is full value to your customer, and good profit to yourself.

YOU HANDLE EVAPORATED CREAM—WHY NOT THE BEST —*JERSEY CREAM?*

W. G. A. LAMBE & CO., Agents.

ABOUT HALF THE MAPLE SYRUP SOLD

1/2



has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, - Montreal

Flett's

Pickle Profit

is sure when you handle

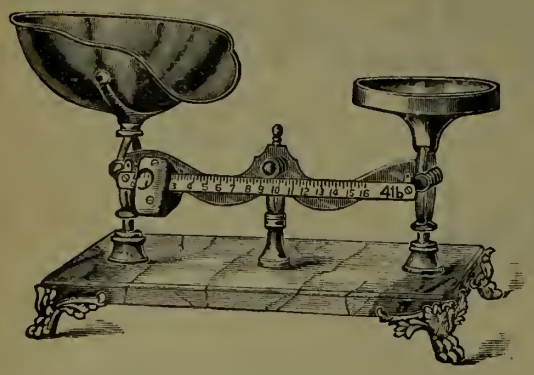
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Not only the Profit in a first sale, but the Profit on a regular customer.

ROSE & LAFLAMME

Agents, MONTREAL

MHS



Scales **Brass Scoops**
Steel Scoops **Candy Show Pans**
Glass Show Bottles
Peanut and Coffee Roasters
Peanut Warmers

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Syrups and Fountain Requisites **Paper Julep Straws**
Bakers' and Confectioners' Supplies
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Let one of our representatives call and explain our system to you.



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I own a _____ *store. Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy.*

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_____ *No. Clerks*

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT



¼-lb. tins—3 doz. in case.

SOLD BY ALL JOBBERS

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

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MONTREAL.

GROCERS, ATTENTION!



What is your most valuable asset? Is it not your list of customers? What is m st necessary to insure the success of your business? Is it not public confidence? By using **THE TOLEDO SCALE** which **INVITES** every **CUSTOMER TO SEE THAT YOU GIVE THEM JUST WHAT THEY ASK FOR**, you gain **PUBLIC CONFIDENCE**, thereby **ADDING TO YOUR MOST VALUABLE ASSET**, your list of Customers, and the great point is that you accomplish this without having to give down or over weight. No springs, no poises to shift, and no weights to lift on and off; the goods weigh themselves, absolutely correct, and do it instantly.

A postal will prove the foregoing. Think and act.

DEAN & McLEOD, Canadian Agents

TOLEDO COMPUTING SCALE CO.,
21 John St. South, Hamilton, Ont.

TAKE NO RISKS WITH GASOLINE

BUT USE

BOWSER LONG DISTANCE
GASOLINE STORAGE OUTFIT

IT IS AN ABSOLUTE PROTECTION FROM FIRE AND RESULTING LOSS



PUMP IN STORE—TANK BURIED.

ONLY ONE GALLON OF GASOLINE IN BUILDING, AND THAT INSIDE PUMP

TANK OF HEAVY STEEL RIVETED AND SOLDERED

IT IS PERMITTED BY THE INSURANCE COMPANIES

MEASURES GALLONS, HALF-GALLONS OR QUARTS

PUMP ALL OF METAL

ASK FOR CATALOG *"B."*
THERE'S NO TIME LIKE NOW.

S. F. BOWSER & CO. 530 Front St. W., TORONTO

RETAIL GROCERS' CONVENTION

WE HEARTILY APPROVE OF

RESOLUTION No. 1

HOLBROOK'S

GENUINE IMPORTED
WORCESTERSHIRE

SAUCE

PAYS 40%
AND

Is the Premier of the

Acknowledged Sauce World



25c. per Bottle.

25c. per Bottle.

Butchers, Merchants and Hide Buyers

Should write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freights. He pays full market values. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.

They Cost Less Than Nothing



Literally, ALLISON COUPON BOOKS cost less than nothing. By using them a mistake is impossible, thus saving many times what we charge for them. Hence, by absolutely saving a great deal more than you pay for them, they not only cost less than nothing, but you receive a great, big premium with every book you buy.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers. Indianapolis, Indiana.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C STEWART, Halifax.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices throughout the Civilized World

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying, and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

——OFFICES IN CANADA——

HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada Toronto.

GROCER REFRIGERATORS

The Best Finished and Most Up-to-Date Grocer Refrigerator on the Market.



FOR SALE BY ALL DEALERS WHO HANDLE BRANTFORD REFRIGERATORS, OR BY THE MAKERS

Write for descriptive circular.

HAM & NOTT CO., LIMITED, Brantford, Ont.

60 PER CENT

When a good article pays a good profit why not promote its sale? It stamps you as a good grocer.

IVORINE COLD WATER STARCH

is a good article—none better, and pays 60%. Are you selling it?
Cases of 40 pkges. $2.50.

Order from your jobber.

St. Lawrence Starch Co., Ltd.

Port Credit, Ont.

Anything That's HEINZ Is Safe To Buy.

Heinz Pure Food Products Stand All Tests

The grocer who puts on his shelves any one of Heinz 57 Varieties may rest perfectly sure that he has something which is pure and which will pass the pure food laws of any state.

Moreover, when the grocer sells Heinz products to his customers he guarantees them to suit the taste of everyone. If any one of Heinz Varieties fails to please we authorize the grocer to return the purchase price. *Ask us about our free Retailers' Advertising Service.*

H. J. HEINZ CO.
PITTSBURGH, - - U.S.A.

WHAT'S THE USE



of spending the biggest part of your life in an inconvenient, untidy-looking store, when you can fit it with **WALKER BINS** at an outlay of money that soon comes back to you in increased patronage and sales? They make your old store a new store, you have a place—and a clean place—for everything, and it's no trouble to keep it there. No waste stock, no insects, no tasters to decrease your profits. Everything in sight, too.

PEOPLE BUY MANY THINGS THEY WOULDN'T THINK OF IF THEY DIDN'T SEE THEM.

Booklet for the asking.

The Walker Pivoted Bin and Store Fixture Co.

Factory, BRAMPTON. Head Office, TORONTO.

THE FIRST SHIPMENTS OF

ROWAT'S

Olives and Pickles

are now close at hand. Place your orders now with your wholesaler for these desirable goods.

Rowat's OLIVES are the best value in Canada. Buy and be convinced.

More Light—

That's what we all need. You'll get it by using "BON AMI"—the best window cleaner known.

HASN'T SCRATCHED YET

A Metal Polish and Glass Cleaner unequalled.

W. H. GILLARD & CO., HAMILTON

Wholesale Grocers, Tea and Coffee Importers.



A man is likened to a river contending with the ocean.

A strong, clear current makes way far among the tossing waters.

And the Grocer who swims with **Wood's** pure, firmly-established **Coffees**, goes straight to the front with the best of them.

CANADIAN FACTORY AND SALESROOM,

428 ST. PAUL ST., -- MONTREAL.

CON-GOUS

If you are interested in Congou Teas of any kind write us for samples. We have just purchased a lot at very much under import cost, and we can give you a bargain. Write for prices.

Jas. Rutherford & Co.

27 St. Sacrament Street,

MONTREAL

DON'T GET EXCITED

We're not trying to disturb your business. The more we emphasize "package Soda" the easier it is for your trade and your temper. As a matter of fact we're spending thousands of dollars to show people why they should buy



"COW BRAND" BAKING SODA

in preference to any other kind. It has merit—that you'll admit. It carries with it our guarantee of absolute purity and relieves you of all responsibility in the selling. Then why not sell the best?

JOHN DWIGHT & CO.
MANUFACTURERS, MONTREAL

THE TRADING STAMP QUESTION

THE GROCER is indebted to Printers' Ink for a report of the recent meeting of the Sphinx Club of New York, at which the trading stamp question formed the principal subject of debate. A number of the addresses delivered by prominent American business men are reproduced in this week's issue.

* * *

W. L. Hughes, of the Sperry & Hutchinson Co., proprietors of the green trading stamp, defended this form of premium as a modern method of giving a discount to every purchaser who paid cash to a retail merchant, however small the amount. Ever since trade began it has been the recognized custom to offer an inducement to the cash customer, but on very small purchases the actual cash discount is a petty consideration. Hundreds of small cash discounts aggregated in the form of a book full of trading stamps, however, and exchanged for an article of worth, made it an object for customers to pay cash. Hence the trading stamp, though assailed, denounced, legislated against, has held its own as an integral part of merchandising. The trading stamp, he said, made it possible for merchants to handle a greatly increased business at no added expense for store service other than the cost of the stamps. In a known case the stamps have attracted a half million people to one floor of a department store in a single week. He believes this co-operative system of giving discounts is only in its infancy.

* * *

Philip A. Conne, of Saks & Co., New York, said the trading stamp was an outgrowth of the old-time tea coupon, which was legislated out of existence when it became an abuse. So far the trading stamp has been tolerated because it could not be proven unconstitutional. Trading stamps may increase a merchant's business twenty per cent., but he must pay upon this increase the tax of the trading stamp, and pay it also on the business he had to start with. Small merchants pay $2.50, $3 and even $5 a thousand for the stamps, while big stores get them for fifty cents. The small merchant pays the freight of the whole system. Some of the great stores that had adopted and advertised the stamps were now sick of them, he said. The argument that the trading stamp is a form of advertising, reducing other advertising expenses, had not been borne out in practice. Its power to attract new business is soon spent. Trading stamps are on the decline, and the people are learning their worthlessness. At no distant date they will disappear.

* * *

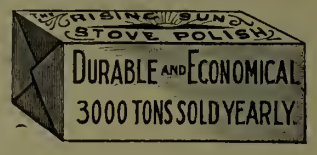
William Kennedy, advertising manager of the Bennett Co., Omaha, said he had come a long way to speak in favor of trading stamps. The store he represents is away from Omaha's shopping district, and the company always had difficulty in drawing shoppers to it until trading stamps were introduced. The departure was so successful that now, in a city of 100,000 population, the store employs 1,000 people. Many local associations have tried to down the stamps in Omaha, but the people are with them. More than 20,000 people in Omaha collect them. Trading stamps have increased the volume of advertising in Omaha daily papers. With double trading stamps for a special sale his store has sold four and a half tons of coffee in a day, 3,500 brooms, etc., and sales of such articles always show a permanent increase after. In the store's cafe four out of every six men patrons collect the stamps. If trading stamps are an excrescence on business, then advertising may also be regarded as an excrescence.

* * *

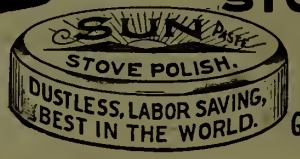
Clarkson Cowl. of James A. Hearn & Son, New York, said he was in favor of trading stamps. They cause a lot of talk, a lot of thought, and are a good thing—for the other fellow. Where stamps are given in a store the sales force look to it as a seller of their wares, while competitors work to sell without this aid. Every increase in the clientele of the stamp company decreases the stamp's advantages by reducing its advertising possibilities. Stamps do not appeal to the more substantial class of people, but to those who are attracted by a small premium—the unthinking purchasers. Sooner or later the yeast is out of the stamp scheme, and it cannot easily be given up. It is a fallacy to try and convince thinking people that the intervention of a third party between buyer and seller improves the quality of goods or decreases their cost. In a business of $1,000,000 the stamps cost $20,000 to $40,000. That money could be better spent in improving service, offerings, etc. Morally, the stamps are wrong because they work harm to the ignorant and thoughtless, lower the standard of commercial integrity. They cannot take the place of value. When stamps were introdused by certain big stores in New York it was predicted that a certain other store would lose $1,000,000 in sales because it refused to adopt stamps, but since then this latter store had greatly increased its business and store space.

Hon. J. T. Newcome, of the New York State Legislature, admitted that double gifts of trading stamps have power to move unsalable goods, but questioned the permanence of a business conducted by such methods. He produced articles that had been purchased that day, both in stores giving stamps and those that do not. A pair of opera glasses, identical with another pair purchased for $3.98 in a store that gave no stamps, cost $5 in a store that does give them; a deck of playing cards cost twenty-nine cents in a non-stamp store, and thirty-five cents with stamps in a trading stamp establishment; two bottles of chow-chow cost twenty-six and thirty-two cents respectively, and a box of gold dust cost four cents more in a trading-stamp emporium. Things he wished to know about the stamps were the difference in prices to different merchants, what proportion of stamps are unredeemed, whether trading stamp companies raised their premiums, etc. He had heard it reported that when the output of stamps reached a certain percentage the companies raised the number of stickers necessary to secure a given premium. Legislation in New York State has failed against the stamps, but he is confident that it will yet stop

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE.



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

the evil. At the first sign of waning merchants should abandon the stamps. Merchandising will ultimately have to return to old-fashioned methods—return to the simple life.

W. Benton Crisp, attorney for the Sperry & Hutchinson Co., said the commercial soundness of the trading stamp has been demonstrated by the fact that no merchant or body of merchants has ever vanquished it on a fair competitive base. Opposition has always taken the form of legislation, which in turn has invariably been pronounced void. Answering Assemblyman Newcome's question regarding the proportion of stamps unredeemed, he said it was infinitesimal—about one-tenth of one per cent. This is more than overcome by the free stamps given by the stamp companies themselves. Even if a profit were made in this way, it is a fair profit. Railroads make money on lapsed tickets, life insurance companies on lapsed policies, etc. Trading stamps have led many small merchants to advertise who never before used advertising, and created a demand for millions of dollars worth of merchandise used for premiums that would never have been sold otherwise.

* * *

B. J. Greenhut, of the Siegel-Cooper Co., New York, said his company had often been accused of having an interest in the Sperry & Hutchinson Co. This assertion was unwarranted and false. Very little was heard of the stamps in New York until the Siegel-Cooper Co. adopted them two years ago, though 5,000 small merchants were already giving them in New York City. His concern's advertising of the stamps had helped them all. Competitors, seeing the increase of business brought by the stamps to the Siegel-Cooper Co., had tried to get them too, and failing, had resorted to legislation against them.

SELLERS OF INDIAN TEA.

THE following table of shipments of Indian tea from Calcutta and Chittagong during nine months from May 1 to Jan. 31, 1905, has been received from McMeekin & Co., London and Calcutta:

The shipments to Canada totalling 10,914,850 lbs. were distributed as follows: Toronto 264,752 lbs., Montreal 353,698 lbs., port of St. John 8,713,634 lbs., Halifax 391,719 lbs., Province of Quebec 24,311 lbs., Ottawa 1,710 lbs., Hamilton 60,507 lbs., Vancouver 250,945 lbs., Winnipeg 616,460 lbs., Victoria 41,604 lbs., Brantford 5,200 lbs., Charlottetown 41,362 lbs., Calgary 37,000 lbs., Province of Ontario 29,128 lbs.

Shippers.	London, Eng. Lbs.	United States. Lbs.	Canada. Lbs.	Total. Lbs.
Finlay, Muir & Co., and McMeekin & Co	20,402,760	394,148	8,151,543	32,709,562
Williamson, Magor & Co	13,712,317	3,549	55,170	14,463,894
Octavius Steele & Co	14,024,581	300	1,002	14,059,495
Macneill & Co	12,133,065	80	.....	12,133,145
Balmer, Lowrie & Co	8,224,884	761,008	795,663	10,363,269
Duncan Bros. & Co	9,740,689	.....	..	9,740,965
Shaw, Wallace & Co	8,832,403	20,700	26,450	9,252,345
Barrie & Co	7,097,462	197,161	118,761	8,818,597
Begg, Dunlop & Co	6,432,901	.....	.....	6,444,045
Planters Stores and Agency Co	5,854,211	60	178,288	6,227,732
Barlow & Co	5,578,879	.....	78,400	5,697,707
Gillanders, Arbuthnot & Co	5,167,004	.....	.....	5,167 004
Kilburn & Co	4 527,511	150	13,960	4,653,775
McLeod & Co	4,237,774	46,660	225,984	4,617,690
Lampard, Clark & Co	3,870,260	57,385	428,267	4,570,831
J. Mackillicon & Co	4,157,872	25	.....	4 168,054
Mackinnon, Mackenzie & Co	1,259,076	29,318	..	3,444,933
Brooke, Bond & Co	3,050,111	117,986	36,825	3,278,335
Hoare, Miller & Co	767,947	67,297	33,048	1,084,469
Davenport & Co	684,045	.....	22,844	1,055,810
Lyall, Marshall & Co	491,123	185,890	153,502	985,776
Peck Bros. & Winch	825,715	.....	21 110	965.783
Grindlay & Co	594,900	.....	115	597,480
Andrew Yule & Co	125,911	50	.....	133,727
Native Names	234,638	.....	44,704	513,339
Sundry Shippers	8,616,629	267,335	529,214	24,730,410
Total lbs	150,942,668	2,149,002	10,914,850	189,882,172
Same months 1903-1904	153,039,181	1,520,552	8,394,646	185,966,529

THE EBY BLAIN CO. SCORCHED.

On Sunday morning, April 23, the warehouse of the Eby, Blain Co., Toronto, was again visited by fire. Fortunately it was confined to the roasting department of their factory, situated in a building separate from their main warehouse. While the damage to the stock was light, the principal loss will be the damage to the roasting and milling machinery. With their usual promptitude, orders for new machinery were despatched immediately, and in a very short space of time everything will be in usual running order. The fire will not interfere with the filling of orders as the firm report they are in a position to fill all orders the same day as received.

CORRECTION.

In last week's issue of The Grocer it was stated that Holbrooks, Limited, Birmingham, had completed the distribution of samples of their products in the leading Canadian cities as follows: Toronto 40,000, Hamilton 10,000, Montreal 40,000 and Ottawa 10,000. As a matter of fact the sampling has been completed in Toronto only, and the other cities will be covered in the course of a few weeks.

TWO SNAPS

Graduate Bkg. Powder
Put up in measuring glasses.

Cameo Bkg. Powder
A batter spoon with each pkge.

Both of the above are high-class Baking Powders and as the premiums are both handy kitchen utensils, these lines are selling like hot cakes.

LUCAS, STEELE & BRISTOL, WHOLESALE GROCERS, **HAMILTON**

STOP

We wish to tell you something VERY IMPORTANT about R.F.T. that means

Royal Family Treat
Red Feather Tea
Rich Fragrant Tasty

Have you tried it?

A beautiful Ceylon Tea, Black, Green and Mixed, ½-lb and 1-lb. pkgs., in 30 and 60-lb. cases. No tea so conveniently put up, more attractive or of such excellent value.

REMEMBER: Just one quality, The Best, and one price, retails 40c. per lb.

HANDLE RED FEATHER

It's a feather in your hat, money in your pocket and confidence in you from your customers.

JAMES TURNER & CO., - HAMILTON

We sell **Red Feather Tea** a perfect blend of good, honest tea.

One price, one quality—Black, Green and Mixed—retails 40c. Packed 30 lb. and 60 lb. in box.

Mail us trial order or order through our travellers.

BALFOUR & COMPANY,

WHOLESALE GROCERS - - HAMILTON

Raw Sugar

In Sacks, 250 lbs. :: Price Right.

Thomas Kinnear & Co.

Wholesale Grocers

Toronto and Peterboro



Mac Laren's IMPERIAL CHEESE

fits into every need for lunch that must be prepared in a hurry. It spreads like butter and can be used in dozens of different ways. Ready to serve as it comes from the jar. Coaxes an appetite and satisfies it. A delicious dainty and nourishing food in one. No matter how long it has stood on your pantry shelf, it never loses its delightfully individual flavor, it never becomes hard or dry. There's no cheese so good from every point of view — no better "friend in need" to keep on your pantry-shelf.

Sold in opal jars, by all grocers, 10c up.

A. F. MacLAREN IMPERIAL CHEESE COMPANY, Limited
Toronto, Ontario, and Detroit, Michigan

For Sale by all Grocers.

Business Changes

ONTARIO.

J. A. MATTHEWS, general merchant, Horning's Mills, has been succeeded by R. E. Newton.

J. A. Potter, general merchant. Mountain View, is dead.

W. Jeffrey, grocer, Stratford, has sold to John A. Monteith.

G. Park, provision merchant, London, has sold to J. A. Wilson.

A. Legasse, grocer, Ottawa, has been succeeded by R. Revelon.

G. W. Allely, general merchant, Norland, is asking an extention.

D. Brickman, baker and confectioner, Gorric, has sold to R. H. Young.

W. Wilsie, general merchant, Kerrwood, has sold to John Armstrong.

A. D. Goodwin, general merchant, Atwood, has sold out to Walter Bros.

J. Warren, general merchant, Harper, has been succeeded by G. A. Noonan.

S. D. Cashmore, grocer, Pembroke, has been succeeded by Hurbner & Pfeil.

A. Corley will carry on the business of the late George Sutherland, grocer, Meaford.

A. H. Carl, general merchant, Arden, has assigned to W. J. Neilson, Kingston, Ont.

The assets of J. E. Ross, general merchant, Cobden, are advertised for sale by tender.

The grocery business of E. Brown & Co., Peterboro, has been purchased by A. Rountree.

H. Chennan and E. Armstrong have purchased the grocery business of T. Turner, Barrie.

Balfour & McCandless, general merchants, Kippen, have been succeeded by Balfour & Caldwell.

McLennan Bros., general merchants, Wabigoon, have disposed of their business to Davidson & McArthur.

A. Henry, grocer and feed merchant, Belleville, has disposed of the business to F. Hamm and H. E. Fairfield.

P. Garland, general merchant, Hintonburg, has compromised at 30c. on the dollar and is discontinuing business.

A. C. Froom, flour, feed and produce merchant, Ottawa, is admitting a partner to the business. The style of the firm is now Froom & Miller.

QUEBEC.

N. Audet, general merchant, St. Anselme, is dead.

A. Dastous has registered as a tobacconist, Montreal.

G. Lachance, general merchant, Beauceville E., has assigned.

McDonald & Robb, millers, Valleyfield, have been burned out.

Phil. Marchand & Co. have registered as general merchants, St. Tite.

The assets of F. A. Bedard, grocer, Lorette, are to be sold April 25.

J. B. Cloutier, general merchant, La Macaza, has assigned to J. E. Parent.

P. Duchesneau, general merchant, St. Tite, has assigned to A. Desmarteau.

Robert & Nault, general merchants, Grand Mere, have dissolved partnership.

The assets of A. Catellier, general merchant, St. Gervais, were sold April 19.

The assets of H. Drainville, general merchant, St. Barthelemi, have been sold.

The assets of Demers Bros., general merchants, Lac Etchemin, are to be sold April 28.

Grenon & Frere have registered as butter and cheese manufacturers, St. Barnabe.

Tetreault & Lefebvre have been registered as butter and cheese manufacturers, St. Hugues.

A meeting of the creditors of J. Lapointe, general merchant, La Macaza, was held April 20.

Louis Brunelle, of Ls. Brunelle & Frere, wholesale and retail grocers, Three Rivers, is dead.

M. A. Gauvreau, general merchant, St. Raymond, has voluntarily assigned to Lefaivre & Taschereau.

NOVA SCOTIA.

W. A. Godfrey, grocer, Yarmouth, has assigned.

H. C. Black, of Black & Co., general merchants, Pugwash, is dead.

NEW BRUNSWICK.

E. D. Prince, general merchant, Goshen, has given up his business.

PETERS

The original Swiss Milk Chocolates. Absolutely **the finest** Milk Chocolate made.

WHOLESALE AGENTS

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

J. Dodd, of Epps, Dodd & Co., general merchants, St. George, is dead.

The stock of O. D. Hanson, general merchant, Fairville, has been sold to Waterbury & Rising by tender.

PRINCE EDWARD ISLAND.

D. McLaren, general merchant, Belle Creek, has been burned out. Partially insured.

MANITOBA AND N.W.T.

F. S. Guay, grocer, Winnipeg, has sold to W. H. Payne.

W. Ganske, general merchant, Canora, has sold to A. Smith.

C. Tomlin, general merchant, Ashville, has sold to Miss Young.

C. McLearn, grocer, Winnipeg, has sold out to G. L. Armstrong.

R. B. Jones, confectioner, Milestone, has sold to R. E. England.

G. A. Shewfelt, confectioner, La Riviere, has sold to G. C. Curtis.

Hole & Scott, general merchants, Edrans, has assigned to C. H. Newton.

G. J. Robertson & Co., grocers, Winnipeg, have assigned to C. H. Newton.

Reed & Mowers, general merchants, Didsbury, have been succeeded by W. E. Mowers.

Loewen & Rempel will open up a general store in the stand owned by McIntyre Bros. and lately occupied by Robertson Bros., Winnipeg.

FALLING OFF IN FOREIGN TRADE.

THE Government trade returns for the nine months ending Mar. 31, 1905, show a falling off in the aggregate foreign trade of Canada of $3,662,395 as compared with the corresponding period last year. In exports of domestic products there is also a falling off of over $10,000,000. Exports of fisheries and manufactures continue to more than hold their own.

The grand total of imports for nine months was $188,784,809, as against $179,032,017 in the same nine months of the previous fiscal year. Increased imports is a sign of healthy trade conditions in this case, for the augmentation consisted almost entirely of free goods, being raw materials for manufacturing. So long as the increase in imports consists of raw materials and an exportation of domestic manufactures is maintained there is nothing much to complain about. Of course, one would prefer to see a greater shipment of agricultural products, but in that respect the trade returns for March exhibit a great improvement. Under almost every heading there has been a satisfactory gain, which gives rise to the hope that before long Canada's trade will exceed the high water mark of past years. Following are the details of the exports of domestic produce for the past nine months, and for March, 1905, as compared with the same months last year:

	1904.	1905.
The mine	$26,054,731	$22,907,006
The fisheries	8,266,436	8,484,529
The forest	24,682,645	23,231,452
Animals and their products	52,421,918	50,496,852
Agriculture	29,316,622	24,848,114
Manufactures	14,296,808	15,230,354
Miscellaneous	24,995	28,601
Total...	$155,064,155	$144,862,908

	March. 1904.	March. 1905.
The mine...	$2,726,114	$2,273,309
The fisheries	582,053	554,749
The forest	882,696	1,261,458
Animals and their products	3,363,635	3,678,901
Agriculture	2,352,331	1,495,863
Manufactures	1,550,169	1,899,275
Miscellaneous	7,866	2,555
Total	$10,464,864	$11,166,110

SHIPPING BLUE TO ENGLAND.

The old saying, "carrying coal to Newcastle," is being verified in a most striking manner with the substitution of the word "blue" for coal. J. M. Douglas & Co., Montreal, manufacturers of "Blueol," the "never-streak blue," are making a large shipment of their produce to England on the opening of navigation. Canada has been accustomed to looking to England for blueing, and the invasion of the home market by a Canadian firm will be watched with interest.



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Fresh and Cured Fish

Salmon Situation.

THE salmon situation is increasing in interest owing to the probability that opening prices will soon be made by the leading packing interests on Columbia River, Puget Sound and in Alaska, says the New York Journal of Commerce. Some of the outside packers of Alaska red salmon are already in the market with offers to sell 1905 pack at 95c. f.o.b. coast, which, according to some estimates leaves no margin of profit on the cost of packing the goods and landing them in San Francisco from the Alaska factories. There is much speculation indulged in as to what price the Alaska Packers' Association will name on its 1905 output, but there is no intimation from any authoritative source of its intentions in this matter.

The Spring fishing season on the Columbia River has opened, and it has been expected that prices on the 1905 pack would be made before this. It was understood that the packers have been waiting until the question of prices to be paid to the fishermen for fish should be settled, and it was generally supposed that if the fishermen did not demand more than was paid last year, the packers would not risk complications by refusing it. Advices just received by mail from Astoria state that at a recent meeting the fishermen fixed the price they expect the packers to pay for chinook salmon this season at 5c. for fish under 25 pounds, and 6c. for fish of and over that weight. These are the same as last year's prices, and if accepted by the packers would enable the latter to open the market at $1.45 for talls, $1.55 for flats, and 95c. for half-pounds, which are the same as last season's initial figures, except in the case of half-pounds, and which it is understood represent the ideas of most packers as to what this season's pack should sell at. One reason why the packers may hesitate to put out prices until the pack is well under way is thought to be the uncertainty which is felt concerning the probable extent of the pack. In some quarters the belief is held that the pack will be light owing to the almost complete absence of snow in the mountains above the Columbia, which means a short freshet in the river and a consequently short run of fish.

No prices have yet been made on Puget Sound sockeyes, but it is rumored that the packers have practically decided upon quotations based on $1.25 for talls.

U.S. Fishermen Hard Hit.

A DESPATCH from Washington intimates that representations will be made to the British Government for the purpose of securing disallowance of the Act of the Newfoundland Government aimed at the American fishing industry.

What success an appeal to Great Britain may have remains to be seen. The Americans have the right to catch fish on the southern shore between Cape Ray and the Rameau Islands, a distance of about 200 miles. They have also the right to catch fish on the western and northern coast of Cape Ray to the Quirpon Islands, but this last concession is virtually useless, because it is too far from the Banks to serve as a place of bait supply. What the Legislature of Newfoundland is endeavoring to prevent is the sale of bait to American vessels, and there is nothing in any treaty to prevent them doing that. The difficulty Newfoundland experienced in the past was in enforcing such regulations on its own people. The temptation to sell bait for ready money is great. In latter years it has been pretty successfully enforced against the French, however, and the fishermen are more easily convinced now that in the long run it is in their own interest.

Will Cure Salmon for Germany.

THE installation of fish traps on the southern coast of Vancouver Island is to be followed by other industries beside salmon canning, says the Victoria Times. For many years a growing trade has existed in shipping mild-cured salmon in cold storage to the German market. The Columbia River was the original home of this industry, but of late years it has spread northward, and considerable has been done in it in Canada. During the past Winter the cannery on Barkley Sound has been following this branch of the salmon industry with marked success.

This Spring the curing of the salmon will begin in Victoria. Robert Lindenberger, of Astoria, Oregon, whose firm is one of the largest shippers to the German market, has been in Victoria looking into the opportunities for beginning the business. It is said that he was so well satisfied with conditions that it is all but settled that the salmon curing will begin about May 1.

The fish used in this method is the larger salmon. Small fish cannot be used. These will be treated to a special preparation which is described as mild

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TECHNICAL BOOK DEPARTMENT

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curing. They are then put in cold storage and sent in refrigerator cars to New York for shipment by steamer to Germany.

The supply of fish will be obtained from the fish traps situated in the straits, and already negotiations are in progress looking to the obtaining of a sufficient quantity. This will not interfere with the canneries at all, as the fish used will be larger than are sought for canning. The Spring salmon run lends itself to this process, being larger than the sockeye.

This is looked upon as only the beginning of this part of the salmon industry, which is likely to develop into proportions only second to the canning end of the trade.

Fraser River Fisheries on the Wane.

ACCORDING to Mr. Williams, fishery inspector for Northern British Columbia, sockeye salmon fishing on the Fraser River is on the wane, and there will shortly be a desertion of the Fraser for the northern rivers by the salmon canners. There the sockeyes come direct from the sea. Canadian traps are not allowed, and the American traps are not within 200 miles. There are no cycles, the catch being entirely dependent on climatic conditions.

During the next five years enormous packs will be put up on the Skeena River and River's Inlet. A fifteen million fry hatchery is to be in operation on River's Inlet this Fall, and a twenty million fry hatchery is to be built on the Skeena. One factory alone on the Skeena last year packed as many sockeyes as all the canneries on the Fraser combined, namely 30,000 cases. The entire pack of the north last year was 322,103 cases as against 234,179 cases the year before.

To Operate Four Canneries.

John Rosenc's Northwest Fisheries Co. will operate this year only four of the ten canneries recently purchased from the Pacific Packing and Navigation Co. The four canneries are located at Nushagak, Chignik, Uyak and Dundas, Alaska. Next year the Northwest Fisheries Co. will probably be able to operate as many more, but this season was already so far advanced when the property was taken over that it was impossible to get the additional canneries ready for the salmon run.

Trawling Unsuitable.

The Halifax Board of Trade, prompted by an inquiry from an English firm experienced in steam trawling, has succeeded in securing a consensis of opinion from practical fishermen in regard to the possibility of conducting trawling fishing in Atlantic waters. The replies are unfavorable, the majority holding that the sea bottom is too rough and the currents too strong.

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SEE OUR
TRAVELLERS
—OR
DROP US A CARD

PRICES ARE
SURE
TO
ADVANCE

THE EBY, BLAIN CO., LIMITED
Wholesale Grocers, - TORONTO

Fish Gossip.

It is authoritatively stated that the Dominion Government will appoint a commission to inquire into the B. C. salmon fishery question before the close of the present month.

On account of the recent action of the Newfoundland Government it is expected that the Gloucester fishing fleet will be obliged to seek bait and supplies in Cape Breton this season.

Petrie & Co. are erecting a cold storage plant at Louisburg, N.S., with capacity of 400 tons of ice and 60 tons of bait. They are sending a vessel to the Magdalen Islands for a cargo of herring.

The Capital City Canning and Packing Co. have elected the following board of officers: President, D. E. Campbell; directors, J. G. Cox, W. Turpel, W. Grant, R. F. Verrinder, W. J. Leary and F. Walker; secretary, F. F. Hodges. The company immediately begin the erection of three salmon traps at Otter Point, Sherringham Point and French's Beach.

It is reported that a good share of the salmon packing trade that has gone to San Francisco in past years will this year go to Seattle owing to the sale of the Pacific Packing and Navigation Co.'s property to a northern syndicate. It is the intention of the new combine to extend operations to the Siberian coast where they have received concessions from the Russian Government.



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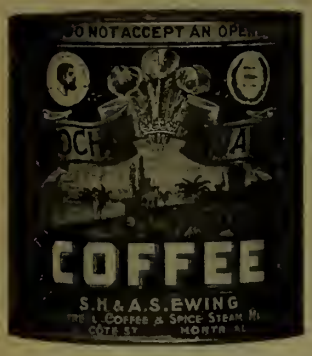
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JOHN SLOAN & CO.,

TORONTO **BELLEVILLE**

HAMS

Easter marks the opening of trade for meats, and of all meats there is none to compare with the Ham. Ham is King, and the "Star Brand" is King of Hams. Cured in the same old reliable way for the past fifty years at the same place,

HAMILTON, ONT.

Write us for prices.

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WE ARE DAILY BUYERS OF

EGGS AND BUTTER

Correspondence solicited.

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TORONTO

TELEPHONE M 3960

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

The Bacon Situation.

PACKERS report satisfactory local business for the week. The price of hogs has advanced 25c., quotations now being $6.75 for fed and watered stock. The situation in Great Britain continues practically as last advised. This week's quotations range from 52 to 58 shillings. The Canadian trade are under the impression that export prices have about reached the upper level and considerable anxiety is being experienced as to the future trend of the market. Receipts continue light in Denmark with the market steady and prices unchanged.

Want Uniform Butter Package.

FROM advices received from England by the Agriculture Department, it is evident that Canadian shippers of butter to England are not obtaining as strong a foothold upon the market there as they might if more attention was given to the method of packing. The leading butter merchants in England are very particular regarding a uniform weight of butter in what is intended to be the 56-pound box. It is stated that boxes are frequently marked 57, 58 and even 60 pounds. It is not claimed that these boxes contain less than the marked weights any more than those which are marked 56 pounds. The objection is against having either more or less than 56 pounds in each package. The butter makers of New Zealand, Australia and Argentine are very careful on this point, and the uniformity in their weights is much appreciated by the trade. The 56-pound package was adopted because it represents half an English cwt. If any other weight is marked or invoiced, the advantages of having such a standard are lost. The butter merchants in Great Britain are as much influenced by a matter of this kind as they are by the quality of the butter itself. New Zealand butter is receiving a premium over Canadian to-day more on account of its uniformity in all respects, the excellent packages and heavy parchment paper which are used, and the careful attention which is given to weighing and branding than because the quality is superior. It is a penal offence in New Zealand to place any other than the true net weight in a package of butter or cheese.

Every butter box should be weighed after the parchment lining is placed therein, the tare marked on it, and then filled with the proper amount of butter to ensure its turning out 56 pounds.

Liquid Eggs in Tins.

THE Dominion Department of Agriculture have forwarded to The Grocer the following inquiry from a South African produce firm concerning liquid eggs in tins:

Sirs,—I beg to inquire if you know of any Canadian firm who supply liquid eggs in tins. I am agent here for an Irish firm for liquid eggs, but the only drawback is that I cannot get the proper supply to meet the demand here. I have made several contracts with some of the bakers here for their supply for twelve months and could do six times the trade if I could only get the supply. Now, as your country is a good one for eggs, it struck me that some of the firms there may go in for this business. I may tell you that there are a good many kinds of liquid eggs on the market but none can touch the Irish egg up to this; the reason is that all other liquid eggs are broken up in the tin, but mine are whole eggs; that is, the shell broken and the egg dropped from the shell into the tin, so that when using the eggs after, they come out with whole yolks. I cannot say what preservatives my people at home use, but if any of the firms you know will take it up I will be only too happy to send a sample tin on to them or you. The eggs are made up in 14-lb. tins, and six tins packed in a case, and can be sold here at 8d. per lb.

The Grocer will be glad to supply further particulars to any produce men desiring to go into the question more thoroughly.

American Meats at a Discount.

FOR some time past there has been a steady decrease in the British consumption of American meats, i.e., hog products, while a corresponding or even greater increase has occurred in the imports of Canadian meats, and for the time being it looks as though American packers were rapidly losing the English trade, says the United States Consul at Bradford, England.

It has previously been pointed out by a correspondent that "when the American packers realize that hog products are produced to be consumed and not to gamble with, it will be better for the American provision trade." This fact is exemplified by the considerable shipments of stale and over-kept meats to Great Britain, which has in every way helped Canadians to take a firm hold on the market. One of the leading importers says: "The Canadian, by his regular weekly shipments of a mild and well-selected meat, has met the popular taste of the north of England artizan, and close observation during the last two years leads me to think that the business will be done more largely with Canada and still less with the United States."

New Packing House.

Another addition has been made to the plant of the Montreal Stock Yards Co. at Point St. Charles, Que., in the shape of a new packing house to be known to the trade as the Montreal Packing Co. The new plant has been fitted throughout with the latest improved machinery for manufacturing all lines of prepared meats and curing hams and bacon. It will be in charge of G. W. Bowman, who was previously connected with the Ingersoll Packing Co.

For Canadian Packers.

A Liverpool importing house writes to enquire names of Canadian packers of meat desiring representation in Great Britain. Any packers who care to send in their cards will be immediately placed in communication.

Dairy and Provision News.

S. Lowe, of Massey, Ont., is building a provision store.

On Saturday, April 22, J. A. Wilson formally opened his fine new provision store at the corner of Market lane and the Square, London, Ont.

The Wm. Davies Packing Co., Toronto, intend building a large packing house at Point St. Charles, Que.

The property of the Moose Jaw Creamery Association is being offered for sale. The reason assigned is insufficient patronage during the last three years.

The Lambton Creamery Co., Petrolea, which was recently incorporated with capital stock of $30,000, is going into produce in addition to its creamery business, and will buy and sell butter, eggs, cheese and poultry. J. W. Steinhoff, late of Stratford, is in charge.

LARD



Orders can be filled by any of the leading jobbers in Canada or direct.

THIS SHOULD SETTLE IT

Any retail grocers that are handling any of the cheaper grades of compound we will be pleased to send them as small a quantity as 1-20 pound wood pail of our ***Boar's Head Brand Refined Lard Compound*** as a means of having them test the superior quality of our goods as follows:

Place the ***Boar's Head Brand Refined Lard Compound*** together with the goods you are selling in a warm place and keep them there for a period of ten days, at the conclusion of which time you will find that the ***Boar's Head Brand Refined Lard Compound*** is in good condition and neutral in odor, while the cheaper grade of Compound will have an objectionable tallow odor. ***Boar's Head Brand Refined Lard Compound*** will keep neutral under the same conditions that any other cooking grease will become rancid, four or five times as long.

Tierces -	400 lbs.	Pails, tin -	10 lbs.
Tubs - -	60 lbs.	" " -	5 lbs.
Pails, wood	20 lbs.	" " -	3 lbs.
" tin -	20 lbs.		

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THE N. K. FAIRBANK COMPANY,

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YEAST

ROYAL YEAST



is the standard Yeast of Canada

You know it and your customers know it

WHY EXPERIMENT?

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Eggs AND Butter

THAT'S WHAT WE WANT

IN ANY QUANTITY and at ALL TIMES

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

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PROVISION AND DAIRY MARKETS.

Toronto.

Provisions.—Slightly firmer prices and improved demand is noted for all kinds of cured meats, lard, and fresh meats. The Easter season is possibly responsible for this in a measure. The opening of navigation and improvement in the export trade situation have also to be taken into consideration. Lard is up 1-4c. all round, and hogs are selling at from $6.75 to $6.85. Beef is firmer than last week. We quote the following:

Long clear bacon, per lb	$0 09	$0 09½
Smoked breakfast bacon, per lb	0 13	0 13½
Roll bacon, per lb	....	0 10
Small hams, per lb	0 13	0 13½
Medium hams, per lb	....	0 13
Large hams per lb	0 11½	0 12
Shoulder hams, per lb	0 09	0 09½
Backs, per lb	0 15	0 15½
Heavy mess pork, per bbl	16 00	16 50
Short cut, per bbl	19 00	19 50
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb	....	0 09½
" tubs "	0 09¾	0 10
" pails "	0 10	0 10½
" compounds, per lb	0 07½	0 07¾
Plate beef, per 200-lb. bbl	11 00	11 50
Beef, hind quarters	7 00	10 25
" front quarters	4 50	7 25
" choice carcases	7 25	9 00
" medium	....	7 00
" common	6 00	7 00
Mutton	....	0 10
Lamb, spring, cold storage		0 11½
Lamb, yearling	....	0 14
Veal	0 07	0 09½
Hogs, light	....	....
" " street lots	8 50	8 75

Butter.—As the season advances the butter situation shows signs of improvement. Receipts are increasing, and the creameries are now getting under way for the season. It is reported that a number of creameries that closed down last season are again starting to operate. Creamery in both prints and solids is down 1c., as well as dairy butter. We quote as follows:

	Per lb.	
Creamery prints	0 23	0 25
" solids, fresh	0 23	0 24
Dairy prints	0 21	0 22
" large rolls	0 20	0 21

Cheese.—A firm market at slightly hardening prices is reported in cheese for the week. An improved demand is noted in foreign markets in which quotations range from 60 to 62 shillings this week. Locally some dealers are asking 12c. for large cheese and 12 1-2c. for twins, but the quotations given below rule generally. Some new fodder cheese has been offered on the basis of 10 3-4c. to the factories, but it can hardly be said to be moving as yet. Our quotations are as follows:

	Per lb.	
Cheese, large	....	0 11½
" twins	....	0 12

Montreal.

Provisions.—Market generally continues firm in all lines of provisions. The market for live hogs continues particularly strong owing to the light receipts and good demand from packers, selected bringing $7.25 per 100 lbs. Dressed hogs firm, fresh-killed abattoir stock quoted $9.25 to $9.50 per 100 lbs. Lard in good demand.

Canadian short cut mess pork	$18 00	$19 00
American short cut clear	18 50	19 50
American fat back	18 50	19 50
Bacon, per lb	0 07½	0 13
Hams	0 11½	0 13
Extra plate beef, per bbl	11 50	12 00
"Boar's Head" brand, tierces, per lb	....	0 06¾
" " ½-tierces, per lb	....	0 07
" " 60-lb. fancy tubs	....	0 07
Cases, 20 3-lb. tins, per lb	....	0 07¾
" 12 5-lb. tins "	....	0 07¾
" 6 10-lb. tins "	....	0 07½
20-lb. wood pails, each	....	1 45
20-lb. tin pails, each	....	1 35

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	1 57	1 70
" tubs	0 07¾	0 08¼
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08¼	0 09¼
" cases (24 3-lb. tins)	0 08¼	0 09¼

Cheese.—Volume of business passing is small. Stocks of old cheese are very light, with prices quoted at 12c. to 12 1-2c. Fodder cheese still ruling at 11c. to 11 1-2c., and supplies not coming in freely, a feature pleasing to dealers.

Butter.—A firmer tone is noticed this week on account of the light offerings. Receipts have not been as plentiful as was expected by dealers. New fresh milk creamery is quoted at 23c. to 23 1-2c. and in good demand. An improvement in receipts is confidently looked forward to next week, when prices are apt to decline some.

Finest creamery	0 23	0 23½
Fine	0 21	0 22
Medium	0 20	0 21
Fine western dairy	0 22	0 23
Fair to good western	0 20	0 22
Undergrades	0 21	0 22

For Montreal egg quotations see Quebec markets.

St. John.

Provisions.—Prices are higher, particularly in pork products. Barrelled pork is at least two dollars higher than the first of the year. Beef does not show quite as much advance. Smoked meats, particularly hams, are held at full figures. Pure lard holds firm at the advance. Refined lard is still low. The Easter season saw some extra fine fresh meats in the market, chiefly beef and veal. In all lines prices were high. A few small lambs are seen. Even fresh mutton was held firm. Pork unchanged.

Mess pork, per bbl	$16 50	$17 00
Clear pork "	18 00	20 00
Plate beef "	12 50	15 00
Mess beef "	....	12 00
Domestic beef, per lb	0 06	0 08
Western beef "	0 07	0 09
Mutton "	0 07	0 10
Veal "	0 05	0 08
Lamb, each	....	....
Pork "	0 08	0 09
Hams "	0 13	0 14¾
Rolls "	0 10	0 13
Lard, pure, tubs "	0 10	0 10½
" pails "	0 10	0 10¾
Refined lard, tubs	0 08	0 08
" " pails	0 08½	0 09

Butter.—Stocks are light. There is a good demand, particularly for best grades.

Creamery butter	0 26	0 30
Best dairy butter	0 22	0 24
Good dairy tubs	0 18	0 20
Fair "	0 17	0 18

Eggs.—The Easter demand was large. There was a fair supply. Prices went as low as 13c., but afterwards advanced.

Eggs, hennery	0 25	0 25
" case stock	0 15	0 17

Cheese.—While quite full figures are asked, there is just a fair demand. Our market is lower than the West.

Cheese, per lb	0 11½	0 12

Winnipeg.

Creamery Butter.—There is a decided scarcity of creamery butter, and prices

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
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Mixed and Chow
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Our Sweet Pickles do not Sour, and our Sour Pickles do not Mould.
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LIMITED
Owen Sound, Ont.

Butter Tubs
BEST WHITE SPRUCE
50—30—20 lb.
ORDER NOW
WALTER WOODS & CO.
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EGGS

We will buy your eggs F.O.B. all year.

CORRESPONDENCE SOLICITED.

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70 and 72 Front St. E., Toronto,

The Grocer is the man that knows Brock's Bird Seed to be unmatched.

For he knows that he can sell nothing better and that nobody ever "turns down" Brock's.

NICHOLSON & BROCK,
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FOR SALE

1 Pair of Scales (capacity 2,000 lbs.) at a bargain.

Apply Box 238.

CANADIAN GROCER

10 FRONT STREET E., TORONTO.

continue very firm. In point of fact the demand can not be met at present, but another fortnight is expected to bring relief to the situation. We quote:

Finest fresh creamery, in 56-lb. boxes	0 29
" " in 28-lb. boxes	0 29
" " in 14-lb. boxes	0 29
" " in 1-lb. bricks	0 30

Dairy Butter.—Dairy butter is in better supply, but the quantity is not all that might be desired. Prices quoted for dairy butter are those paid country merchants and butter buyers by the local jobbing houses. We quote

Dairy, assorted pkgs., selected	0 17
" " round lots	0 15

Cheese.—Local prices continue firm at the recent advance. Supplies are small. We quote:

Finest Manitoba, large	0 12
" Ontario, "	0 12½
" " twins	0 13
Square cheese	0 13

Lard.—There has been another sharp advance in lard, and local packers are of opinion that the end is not yet. We quote following increased prices:

Lard, 50-lb. pails, per pail	5 70
" 20-lb. " "	2 25
" 3-lb. tins, per case 60 lbs.	7 05
" 5-lb. " " "	6 90
" 10-lb. " " "	6 75
Pure lard in bbls, per lb	0 10½

Cured Meats. — Bacon and backs (selected stock) have been advanced, the former to 18c. per lb.. and the latter to 11 cents. Dry salt bacon has also been advanced 1-2 cent. Other prices are unchanged. We quote:

SMOKED MEATS.

Hams, selected stock, special mild cure	0 15
Bacon, " " "	0 18
Backs, " " "	0 11
Picnic, " " "	0 09
Hams, sugar cured, assorted sizes	0 13
" heavy, 20 to 30	0 12½
Picnic, " assorted sizes	0 08½
Shoulders, "	0 08½
Bacon, " breakfast bellies	0 13
" " breakfast backs	0 10
" " Wiltshire sides	0 15½
" " spiced rolls, long	0 09½
Manitoba butts	0 09½
" " skinned	0 10
" " boneless and rolled	0 11
" rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 09
" " " smoked	0 09½
" " " boneless backs	0 09½
Shoulders " "	0 08

For quotations on barrelled pork and pickled goods see Grocer of April 21.

Halifax.

Dairy Produce.—During the last week the supply of butter has been coming in fast from the local creameries, and is almost equal to the demand, and prices have somewhat declined, though they are still abnormally high. Creamery prints are now quoted at 26 to 28 cents; creamery boxes 25 to 26 cents, dairy rolls 23 to 25 cents, and there are still lower grades, principally imported.

* * *

For Halifax egg quotations see Halifax markets.

* * *

Provisions.—The provision markets are well supplied as usual in Easter week, though much of the stock had to be imported. The supply of native beef coming in for the last three or four weeks has been small and the quality poor, most of the best beef being western. However, the various dealers have been on the lookout for Easter beef, and on Saturday it was worth the time to visit either the jobbing or retail shops, where extraordinarily fine beef might be seen. The dealers, especially at this season, prefer native beef, as they can make a much better show of it fresh killed, neat and clean. Though native beef for some time was bringing only about 5 cents, this beef brought higher than the imported. Lamb is now more plentiful; fowls and chickens are in fair supply with good demand and accordingly high prices.

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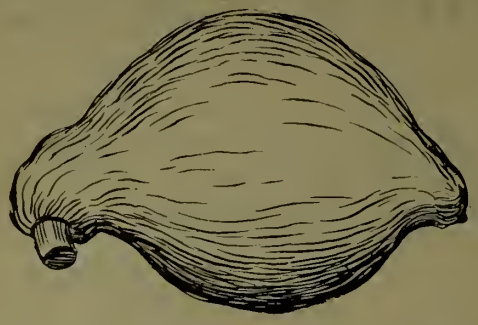
			Their Original Invoice Price	My Own Price
No. 60.	16	Half-Chests Sow Mee Young Hyson	22½c.	15c.
No. 61.	8	" " " " " "	20¾c.	13c.
No. 68.	40	Catties Ping Suey Young Hyson	14½c.	8½c.
No. 1.	26	x 40 lb. Boxes Japan Tea	27c.	20c.
No. 2.	38	Half Chests Natural Japan Tea	16½c.	11½c.
No. 6.	19	" " " Japan Siftings	6c.	4½c.
No. 9.	96	" " " Japan Tea	15½c.	11c.
No. 10.	96	" " " " "	15½c.	11c.
No. 12.	19	" " Colored " "	20c.	15c.
No. 15.	43	" " Natural " "	15c.	11c.
No. 23.	21	" " " " "	20c.	15c.
No. 25.	40	" " " " "	19.02c.	14c.
No. 26.	128	" " " " "	17.33c.	12½c.
No. 28.	50	" " " " "	16c.	11½c.
No. 96.	10	Chests Ceylon Blk. Or. Pekoe (Hopewell)	18½c.	14c.
No. 98.	23	" " " Br. Or. Pekoe (Lynsted)	21c.	16c.
No. 100.	16	" Indian Blk. Or. P. (Maratel)	17½c.	13c.
No. 102.	10	" Ceylon " P. (Bowland)	15c.	11½c.
No. 103.	20	" Indian " Or. P. (C L C)	20c.	15c.
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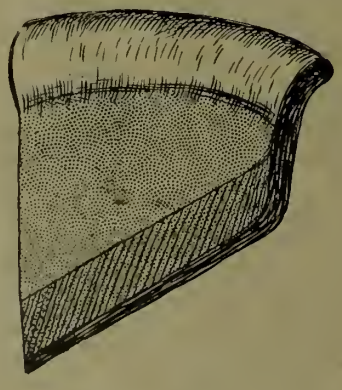


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Send an order through your wholesaler for SIMCOE CANNED SQUASH; remember it must be "SIMCOE" and suggest the following recipe for making delicious SQUASH PIE If you purchase SIMCOE SQUASH and induce your customers to utilize this recipe we are confident that you will be able to sell large quantities of Simcoe Squash.

Recipe for Making Squash Pie

One tea-cup of Canned Simcoe Squash.
One tea-cup of milk.
Three-fourths tea-cup white or brown sugar.
One tablespoon melted butter.
One " ginger.
One " cinnamon.
A little salt.
Makes one plate pie.
One can Squash makes five plates pie.



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NEW ADVERTISEMENTS.

Bologna Lime Works Co., Barbadoes, B.W.I.
Patrick, W. G. & Co., Toronto.
Tucker, E. St. G., Halifax, N.S.
Watson, Stuart, Winnipeg, Man.

TRADE AT HOME.

IT is the duty of every business man to inculcate in the citizens of his town the desirability of buying from home merchants. This is not a matter for sentimental theorizing. The evil of patronizing outside stores is present, and it must be combatted by retail merchants with vigor and dispatch.

It requires no argument on our part to prove that this is unfair. The whole fabric of civic life depends upon the organization of every element of the town for the common good. The merchant invests more or less money in his stock and store; he pays taxes on this; he pays wages which enable his clerks to live and contribute their share to the general fund; the public institutions of the town are to a large extent dependent upon his generosity; it is through the mutual intercourse of the farmers and himself that a market is established; the schools are supported largely through his taxes. Everything in the town which depends upon good citizenship, generosity, and enterprise, is directly supported or largely benefited by his presence.

What does the mail order store in the big city do for the town? Its proprietor pays no taxes, employs no men, has absolutely no stake in the place. The maintenance of good streets and public buildings are of no account to him. His influence is on all sides injurious. In the closing or weakening of the retail stores he does a double injury. Not only is the merchant ruined, but the numerous clerks and workers who are contributory to his business are thrown out of employment. So the town loses the benefit from this class also. The mail order house is always drawing the money away from the town; it contributes in return nothing.

These are facts which should be kept before the people. It is not sufficient for the merchant to know that such conditions are not right. He should start a crusade against them; get the local newspaper interested in it and then set about stirring up public sentiment against the unfair practice. Let him, however, never forget that the best weapon to use in such a campaign is up-to-date merchandising. If possible beat the mail order man on his own ground.

A NEW DEPARTURE IN INDIA.

THE average reader is inclined to associate the word "India" with the tea-plant exclusively, forgetting that India produces a variety of natural products exceeded in number and value by but very few countries in the world.

According to latest reports Indian agriculturists are beginning to turn their attention to an industry that promises to become even more profitable than tea-growing, namely, the cultivation of the rubber plant. This industry has been carried on in a small way for ten or eleven years, although it is only recently it has assumed such proportions as to warrant the establishment of regular selling agencies in European markets.

The owners of tea estates have planted rubber extensively this year both in India and the Straits, and within five or six years, which is the time required for a rubber plantation to come into full bearing, the practice will have become general throughout the country. It is interesting to note that the tea-growing industry will be benefitted rather than suffer from the inroads of the rubber plant, inasmuch as the rubber tree serves as an excellent shade for the tea plant, both of which can be grown on the same land. At the same time there is no telling what large proportions rubber planting may assume on account of the splendid margin it offers. For instance, a pound of rubber sells in London at six shillings and sixpence per pound, as compared with a pound of tea, which brings say sevenpence. Those who are conversant with the situation say there is plenty of room for the tea planter and the rubber planter in India for many years to come, and that any anxiety on the part of those even indirectly concerned with the tea trade is entirely groundless.

THE EFFICACY OF KNOWLEDGE.

KNOWLEDGE of the details of any business is always a valuable asset in any merchant's stock-in-trade. The man who can explain simply and correctly any question pertaining to his business is a man who will make a success of it. By this is not meant any question of a personal or private nature, but questions relating to his stock such as any customer might put to him.

A loaf of bread is a loaf of bread, but any grocer who can give reliable information about the source of the flour from which it is made, the grade of the wheat, the sanitary kneading and the careful handling, etc., will convince customers of his worth and reliability. He will stand to them in a much more favorable light than the grocer who knows and can tell naught of all this.

There are many commodities handled to-day in grocery stores which were un-

known in former days. There are many proprietary articles of recent production. There are new fruits and many other articles, about which information is available, which will help the grocer to sell them. Grocers should learn as much as possible about their stock and be able to satisfy the curiosity of their customers.

THE INTERDEPENDENCE OF BUSINESS.

FEW merchants realize just how much the success of their neighbor's business influences their own business. They seem to imagine that the welfare of their business depends entirely on their own exertions. They consequently become narrow in their outlook and adopt a don't-care attitude towards their neighbor and his interests.

As an example of this, take the connection between the sale of books on flowers and the sale of flower seeds. The bookseller across the street makes a sale of a book on flower gardening to a man who has hitherto never had his attention drawn to or his interest awakened in this agreeable pursuit. He takes the book home, looks over the illustrations and conceives a desire to surround his home with plants and flowers. He reads the book and learns how to cultivate flowers successfully. Next day he will probably enter a grocery store and buy a selection of seeds.

Did the grocer sell those seeds? In a way he did, but it is much more probable that the bookseller across the way actually sold them. It was through his good salesmanship that the aforementioned man bought the book on gardening, and if the latter had not bought it, it is not likely the grocer would have sold the seeds to him.

Now, a moment's reflection will suffice to call up a number of examples similar to this, all of which teach the important lesson of the interdependence of business in any town or city. But some doubter may say: It is all very well to make this proposition about firms which do not compete; how about competitors?

Regarded from certain standpoints, of course, the proposition is not true. Jones' success may mean Smith's failure; but then, again, this does not always follow. Jones may be able through good salesmanship to persuade a customer to substitute a better and more expensive brand of tea for what she has hitherto been using. His profits are increased and his business is more successful. The customer dilates on the excellence of the new tea to her neighbor, who patronizes Smith. The neighbor is led to order this new tea from Smith and Smith profits, also; but did he make this gain through his own efforts? Not at all; the exertions of Jones brought it about, and to Jones must be accredited all the gain that ensued.

It may be taken pretty well for granted that the progress of one firm reflects on neighboring firms, and if they prove alive to their opportunities they can share in the accruing advantages.

KEEP DOWN EXPENSES.

THERE are certain fixed expenses in every store and on the ratio of these to the receipts depends the success or failure of a business. Expenses of stock are not included in these. Such expenditures are only made as the sales demand. In a well-ordered store, the higher these run the higher the receipts run. The expenses which eat up the profits are the small ones which in themselves bring in no return. Lighting, heating, care of buildings, etc., are all fixed. They do not necessarily vary with the amount of business done. It should be the merchant's object to reduce these as much as possible, consistent with giving the best service. Watch the petty expenditures. If you have money to spend put it in the store or in permanent fixtures. Do not fritter it away on unnecessary trifles.

DISTRIBUTE YOUR INSURANCE.

DO not have your insurance so placed that it will all expire on the same day. Many merchants do this and claim as their reason that it is easier to keep track on it that way than if they had to pay a number of premiums at different times. There are a number of very weighty reasons why the insurance should be distributed. In the first place it is just possible that you may forget to renew your policies, and then the store is absolutely without protection. Many exigencies may arise to prevent you looking after this matter on some particular time. You may be called out of town temporarily and detained over the time for renewal. Sickness or a press of other business may cause it to slip your mind. Yet if a fire occurred during the time after the policies had lapsed you would suffer a total loss.

Another feature of the case which is worthy of attention is your comparative independence if you have your insurance divided up into a number of policies which expire at different times. You are in a far stronger position to deal with the insurance companies. There can be no possible chance of the company holding you up unduly, as they could if they knew that your whole insurance expired on that day. You would have to accept their terms or take a chance, for a time at least, of your entire establishment. This is a matter which merits your closest consideration. Do not concentrate your securities too much.

U. S. LOBSTER INDUSTRY ON THE WANE.

ACCORDING to a recent issue of the New York Times, the extinction of the lobster industry in the New England States is simply a matter of time, unless the Government can effect some scheme which will afford proper protection for the fisheries. During the past season there has been a falling off in the catch which, estimated in lobsters per pot, aggregates about fourteen per cent., as compared with the season of nineteen hundred and three. In thirteen years in the catch of lobsters per pot the decrease has amounted to more than sixty-six per cent.

The 1904 Blue Book, published by the Department of Trade and Commerce, Ottawa, tells a different story about the Canadian lobster industry. As a direct result of the action of the Dominion fishery officials in providing close seasons and protection for berried lobsters, the yearly catch shows a steady increase. For instance, during the seven months ending Jan. 31, 1905, exports of canned lobsters from all Canada totalled $1,716,633, as compared with $1,390,287 for the same time in 1904, and $1,293,890 in 1903, and the export trade in fresh lobsters continues to more than hold its own.

What the United States needs is more efficient administration of its fisheries, and more severe restrictions on fishermen, whose sole aim seems to be to get all they can out of the industry, regardless of the future.

A NEW FOOD VEGETABLE.

FROM time to time within the last few years items have appeared in the public press about a new species of potato, on which experiments have been in progress. So much that is wonderful and unexpected is done nowadays in the way of plant-breeding and cross-fertilization that it is hard to startle the public; statements regarding the virtues and value of the new tuber have therefore met with ready acceptance. It would appear, however, from a paper contributed to Cosmos (Paris), by M. Jules Rudolph, that the new potato is not yet quite ready for the market. That it has a future before it, he thinks probable; but it is not yet certain whether this may be reached sooner by cultivation and selection, or by crossing with the ordinary variety. As it stands at present the species, though hardy, is too bitter to be edible. Says M. Rudolph:

"The plant is not a new one, having been described by Dunal in 1822. A native of Brazil . . . it is very vigorous and reaches the height of about 60 centimeters (2 feet), producing numerous subterranean creepers, throwing out at intervals aerial stems, each bearing a tuber at the base. . . . These tubers are of variable form, spherical, pear-shaped, or egg-shaped; hitherto they have varied in size from that of a nut to that of a hen's egg. . . . These tubers are soft, and of a yellowish tint; the eyes are well marked but not deeply sunken. The proportion of starch is from 17 to 20 per cent.

"It is to Dr. Heckel, director of the Marseilles Botanic Garden, that we owe the introduction of this new Solanum to cultivation. He has grown it since 1896 without having observed other variation than a progressive development of the tubers, which increased in weight from 3 to 150 grams. . . .

"In the Solanum Commersoni we have a spontaneous type, from which cultivation has already removed its natural characteristics, as it long ago removed those of our ordinary potatoes, of which we now have more than 500 different varieties and forms. . . .

"The plant is vigorous, resists disease, may remain in the ground all Winter, grows in moist soil, and is very productive. The vigor of the plant is real, but it is a great runner, which is not a good quality. It does away with hilling, of course, but from the point of view of the digger it is a great labor to search for potatoes over the whole surface of a field, not daring to leave a single corner untouched.

"Its resistance to disease seems certain at present . . . but plant diseases do not usually appear until after they have been long cultivated, and there is nothing to show that this species will prove more refractory than others.

"One of its best points would seem to be its rusticity; that is, its ability to Winter in the earth, which is especially valuable in mild climates where it can thus be dug as needed.

"Its ability to flourish in moist or marshy places is also one of its best qualities, for our ordinary potatoes prefer a light, dry soil. This will enable the farmer to place under cultivation soils that have hitherto remained unproductive, and is possibly its greatest merit.

"Of its productiveness we will say nothing here, preferring to wait for confirmation of the figures given. According to these it is remarkable, reaching 63,000 kilograms to the hectare with the violet variety obtained by M. Labergerie (about 30 tons to the acre).

"The most important question remains—the quality of the product. Of this little has been said, except that it may be eaten by cattle, but that the tubers are bitter and that several more years of cultivation are needed before they will become really edible. This may easily be realized; for it is impossible to change in a short time the food value of a plant so as to adapt it to our tastes.

"This is the plant; let us see now what may be made of it. Two ways are open before it, that of selection and that of hybridization. Both are good practically.

"The plant having already varied, the selective process recommends itself as likely to have good results; but it is usually a long task, requiring much care and attention. . . . The method, however, may be more rapid, especially with a plant with a natural tendency to vary. . . . .

"But it is especially from the standpoint of hybridization that I believe this species capable of serving a good purpose, and of preserving in its descendants the vigor of the species, its rusticity, its immunity from disease, and its ability to flourish in moist and marshy ground. If, when crossed with one of the edible varieties, it keeps these good qualities, we shall have made a remarkable gain from the alimentary point of view.

"Nevertheless, M. Lille, of Lyons, writes us, efforts to obtain seed have been in vain, as the pollen is not fertile. Different varieties have been cultivated side by side, . . . but there has been no crossing. The future, however, may have surprises in store for us.

"To sum up, we have here a spontaneous type of potato that it is our business to try to improve, for it is, perhaps possible to obtain favorable results; but in cases like this we must be careful not to be carried away by the magic of numbers and by the supposed merits of a plant before being able to control the exactitude of the data. . . .



The new potato that frost cannot kill.

"In any case, this impartial study has for its object to let our readers know what has been said since 1896 about this potato, in which we may see, in the course of time, a new element in the development of one of our best foods."—Translation made for The Literary Digest.

DEATH OF WELL-KNOWN TRAVELER.

The grocery trade throughout the Maritime Provinces will regret to hear of the death of Mr. H. P. Wetmore, one of the most widely-known commercial travelers in Eastern Canada, which occurred on April 15, at Clifton, N.B.

Mr. Wetmore began his business career in St. John, where he was associated with Mr. G. Robertson, grocer. Later he became traveling representative for a St. John firm, and more recently for John Tobin & Co., of Halifax.

BRIEF— BUT DEAD TRUTHFUL



There are no teas on sale to-day (bulk or packet) in Canada or out of it that Salada will not readily out-class and out-draw all the way from 25% to 50%.

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Lily White Gloss Starch is in demand and dealers who observe our aggressive advertising don't hesitate, but put it in stock at once.

BRANTFORD STARCH WORKS
Limited
BRANTFORD, CANADA

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Groceries.

Toronto, April 27, 1905.

ORDERS for the opening of navigation are now practically filled and regular business may be looked for from the upper lake ports from now on. This means an increase in lake trade until the regular Summer demand begins. Locally the Easter holiday has interfered somewhat with the course of trade. Business is reported quiet with the usual volume of sorting-up orders and is without special feature.

The weakness of the raw sugar market continues, although there has as yet been no change in the refined situation. A scarcity of New Orleans molasses on the spot is reported owing to the severe customs regulations interfering with importations from the south. Large sizes of prunes are scarce and high in price. New Brazil nuts are reported in the market, being quoted this week at 13 to 14c. The provision business is active, particularly in eggs and maple products. The end of this month will see the close of the oyster season and even at the present time frozen fish have disappeared from the market.

CANNED GOODS.

The feature of the canned goods market this week is tomatoes, importations from the United States being on a large scale. The market over there is exhibiting a firmer tendency and indications point to an advance in the near future.

A better demand is also noted for all varieties of canned fruits. A scarcity of sardines is reported, and it is not improbable that prices for the new pack will be higher than last year. Our quotations are as follows:

Tomatoes, 3's	1 25	1 30
Corn, 2's	1 10	1 20
Peas, 2's	0 82½	1 30
Sliced beets, 2's		0 85
" " 3's		0 95
" " whole		0 95
Pumpkin, 3's		0 75
" gal		2 50
Squash		1 00
Asparagus tips, 2's		2 75
Golden waxed beans, 2's		0 80
Refugee or Valentine beans, 2's		0 85
Crystal waxed beans, 2's		0 92½
Spinach, 2's		1 40
" 3's		1 80
Baked beans, plain, 1's		0 45
" " 2's		0 72
" " 3's		0 90
Tomato sauce, 1's		0 50
" " 2's		0 78
" " 3's		1 00
Chili sauce srme as tomato sauce.		
Catsups, tins, 2's		0 78
" " gal		4 50
" jugs		7 70
Apples, standard, 3's	85	90
" preserved, 3's		1 47½
" standard, gal	1 70	2 00
Pears, Flemish Beauty, 2's		1 52½
" " " 3's		2 00
" Bartlett, 2's		1 87½
" " 3's		2 82½
" whites, 2's		1 72½
" " 3's		2 67½
Peaches, pie, 3's		1 25
Cherries, red, pitted, 2's		2 20
" " not pitted, 2's		1 75
" English black, pitted, 2's		2 20
" " " not pitted, 2's		1 75
" white wax, pitted, 2's		2 42
" " " not pitted, 2's		2 00
Lawtonberries, heavy syrup, 2's		1 57½
" preserved, 2's		1 75
" standard gal		4 97½
Plums, Damson, light syrup, 2's		1 00
" " heavy syrup, 2's		1 30
" " " 3's		1 85
" Lombards, light syrup, 2's		1 05
" " heavy syrup, 2's		1 35
" " 3's		1 90
" green gage, light syrup, 2's		1 15
" " heavy syrup, 2's		1 47½
" " " 3's		2 00
" egg, heavy syrup, 2's		1 52½
" " " 3's		2 10
Pineapple, sliced, standard, 2's		2 35
" extra " 2's		2 47½
" grated, " 2's		2 62½
Raspberries, red, heavy syrup, 2's		1 40
" preserved, 2's		1 60
" black, heavy syrup, 2's		1 35
" " preserved, 2's		1 50
Rhubarb, preserved, 2's		1 15
" " 3's		1 90
" " gal		2 62½
Strawberries heavy, syrup, 2s		1 60
" preserved, 2's		1 75
Lobster, talls		3 50
" 1-lb. flats		3 75
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Fraser River, "Horseshoe" and "Maple Leaf."		
1-lb. talls, 5 cases and over		1 77½
1-lb. talls, less than 5 cases		1 80
1-lb. flats, 5 cases and over		1 90
1-lb. flats, less than 5 cases		1 92
½-lb. flats, 5 cases and over		1 17
½-lb. flats, less than 5 cases		1 20
Salmon, "Clover Leaf."		
1-lb. talls, 1 to 4 cases		1 80
1-lb. flats, 1 to 4 cases		1 87½
1-lb. talls, 5 to 9 cases and over		1 77½
Chums	0 95	1 00½
Sardines, Sportsman ¼'s		0 14
" ½'s		0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04½
" " ½'s	0 09	0 11½
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies, per doz		1 10
Haddies, per case		4 25
Kippered herrings, domestic		1 10
" " imported	1 40	1 45
Herrings in tomato sauce, domestic		1 00
" " " imported	1 40	1 45
California ripe olives, tins, per doz		4 75
Corned beef, 1s, per doz		1 50
" 2s, "		2 70
" 6s, "	8 00	10 00
" 14s, "		18 00
Lunch tongues, per doz		3 00
Potted meats, ¼s, "		0 50
" ½s, "		1 00

SUGAR.

A quiet and featureless market is reported in refined sugar for the week. The trade expect an increased demand within the next few weeks, when the market will become more interesting locally. The weakness of the raw market continues. Our quotations are as follows:

Paris lumps, in 50-lb. boxes	6 38
" in 100-lb. "	6 28
St. Lawrence granulated	5 73
Redpath's granulated	5 76
Acadia granulated	5 83
Berlin granulated	5 68
Phoenix	5 58
Bright coffee	5 58
Bright yellow	5 48
No. 3 yellow	5 48
No. 2 "	5 33
No. 1 "	5 23
Granulated and yellow, 100-lb. bags, 5c. less than bbls.	

SYRUPS AND MOLASSES.

Maple syrup has the run in the local markets. A scarcity of New Orleans molasses on the spot is reported largely owing to the fact that American exporters are dubious about sending molasses to Canada on account of the unsatisfactory customs regulations. We quote as follows:

Syrups—		
Dark		
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb		0 02½
" ½-bbls "		0 02⅝
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 27	0 30
" " ½ bbls	0 29	0 32
" open kettle	0 45	0 50
Barbadoes, extra fancy	0 45	0 50
Porto Rico	0 42	0 48
West Indian	0 32	0 35
Maple syrup—		
Imperial qts		0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts " "		6 00
In bbl., per lb		0 06

COFFEES.

Fair to good local business is noted in coffee for the week. Speculative markets are slightly higher, an additional advance in the rate of Brazil sterling exchange having had a strengthening influence upon values in addition to the continued small crop movement of Brazil coffee. The smallness of the Brazil crop and the indication that comparatively little new crop coffee will be marketed before July 1, or the opening of the new crop year, is leading many of the trade to the belief that the outturn of the Rio and Santos market crop for this season will prove to be short of 10,000,000 bags, compared with 10,400,000 bags last year. We quote the following prices:

	Per lb.	
Green Rios, No. 7	0 10	0 10½
" " No. 6		0 11
" " No. 5		0 11½
" " No. 4		0 12
" " No. 3		0 12½
" Mocha	0 21	0 23
" Java	0 22	0 35
" Santos	0 11	0 13
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
Green, Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracaibo	0 16	0 23

TEAS.

A fair movement in Ceylon greens and blacks is reported for the week. Japans are quiet. We quote the following:

Congou—half-chests, Kaisow, Moning	0 12	0 60
caddies, Pakling	0 19	0 40
Indian—Darjeelings, Pekoe soucbongs	0 20	0 22
" Pekoes	0 25	0 30
" Orange Pekoes	0 35	0 45
Indian—Assam, Orange Pekoes	0 25	0 40
" Pekoes	0 18	0 20
" Pekoe Soucbongs	0 16	0 18
Ceylon—Broken Orange Pekoes	0 22	0 40
Orange Pekoes	0 22	0 29
Pekoes	0 18	0 24
Pekoe Souchong	0 14	0 16
China Greens—Gunpowder, cases, extra first	0 35	0 42½
" half-chests, ordinary firsts	0 22	0 28½
Young Hyson, cases, sifted, extra firsts	0 37½	0 47
" cases, small leaf, firsts	0 30	0 37
" half-cbests, ordinary firsts	0 22½	0 32½
" " seconds	0 22	0 24½
" " tbirds	0 15	0 17
" " common		0 14
Pingsueys—Young Hyson, ¼-chests, firsts	0 25	0 30
" seconds	0 16	0 18
" half-boxes, firsts	0 25	0 30
Japan—½ ohests, finests May pickings	0 34	0 38
Choice	0 31	0 36
Finest	0 27	0 29
Fine	0 24	0 27
Good medium	0 19	0 21
Medium	0 17	0 19
Good common	0 18	0 19
Common	0 13	0 14
Dust	0 06	0 08

SPICES.

This is the quiet season for spices and consequently there is very little feature to the market. We quote as follows:

	Per lh.			Per lh.	
Peppers, blk	0 18	0 19	Cloves, whole	0 25	0 35
" white	0 23	0 27	Crsam of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 14	0 17
Cassia	0 21	0 25	Mace	0 80	0 90
Nutmeg	0 45	0 75			

RICE AND TAPIOCA.

Steady demand and unchanged price list rules this week in rice and tapioca. According to advices received from the Southern States, the rice mills are beginning to shut down, intending to carry supplies of rough rice over to next season. The prospect of a large decrease in the rice acreage, particularly in Louisiana this season, has had considerable influence as a market factor and it is understood that some prominent interests have accumulated moderately good lines in anticipation of an upward turn to prices. We quote as follows:

	Per lb.			Per lb.	
Rice, stand. B...	0 03½	0 03¾	Tapioca, staple..	0 03¼	0 03½
Rangoon.....	0 03⅜	0 03½			
Patna.....	0 05	0 05½	" double goat	0	
Japan.....	0 06	0 07	Carolina rice	0 08	0 08½
Sago.....	0 03½	0 04	Louisiana rice....	0 05	0 07

Foreign Dried Fruits.

An active demand for prunes is noted with large sizes scarce and appreciably higher in price. Evaporated apricots are in limited consumption owing to high prices ruling. Some currants are being sold for importation on a weak market which continues steady. Latest advices from Europe, however, advise a slight advance. The scarcity of Hallowee dates noted last week continues.

The prune output this season will be much less than last year, some authorities placing the estimate at half a crop. Santa Clara Valley reports that large prunes are all right. We quote the following prices:

PRUNES.

	Per lb.			Per lb.	
100-110s.....	0 04		60-70s	0 06	0 06½
90-100s.....	0 04½		50-60s	0 06½	0 06¾
80-90s.....	0 04¾	0 05	40-50s		0 08
70-80s.....	0 05¼	0 05½	30-40s	0 00	0 09½

CANDIED PEELS.

	Per lb.			Per lb.	
Lemon.....	0 09	0 10	Citron	0 15	0 17
Orange.....	0 10	0 11			

FIGS

	Per lb.			Per lb.	
Tapnets.....	0 03½	0 04	Elemes.....	0 08	0 13
Naturals.....	0 06½	0 07½			

APRICOTS.

	Per lb.	
Californian evaporated..	0 15	0 17

PEACHES.

	Per lb.	
Californian evaporated.....	0 14	0 15

PEARS.

California evaporated, per lb.....	0 15

CURRANTS.

	Per lb.			Per lb.	
Fine Filiatras....	0 04¾	up	Vostizzas	0 07	0 07½
Patras.....	0 06	0 06½			

RAISINS.

	Per lb.	
New selects	0 04½	0 05
Fine off stalk.....	0 05	0 05½
Sultana	0 05½	0 10
Californian seeded, 12-oz. Muscatals.....	0 06¾	0 07
" " 1-lb. boxes "	0 07	0 08½
" unseeded, 2-crown. "	....	0 07½
" " 3-crown "	0 05¾	0 07
" " 4-crown "	0 07	0 08

DATES.

	Per lb.			Per lb.	
Hallowees	0 04½	0 04¾	Fards new choicest	0 09	0 10½
Sairs	0 03¾	0 04	" new choice..	0 09½	

FOREIGN NUTS.

The feature of the Spring nut market is always the arrival of new Brazil nuts. This occurred during the week under review and prices are being quoted to the trade at 13 to 14c. A firmer market is noted in peanuts, particularly best grades. Our quotations are as follows:

(The following quotations on peanuts are for sack lots, green.)

Selected Spanish.....	0 08½
A 1's, banners and suns	0 08¾
Japanese Jumbo's.....	0 09
Virginia "	0 09½

For sack lots roasted add 1c. to above quotations. For small, 2c

Almonds, Tarragona, per lb.....	0 12	0 12½
Walnuts, Grenoble, "	....	0 12½
" Bordeaux, "	0 09	0 10
Filberts, per lb	....	0 10
Pecans, per lb.....	0 13	0 15
New Brazils, per lb	0 13	0 14
Cocoanuts, Jamaica, per sack.....	....	4 50
Italian Chestnuts, per lb.....	....	0 08

EVAPORATED APPLES.

An easier feeling is noted in evaporated apples and the ruling quotations are from 6½ to 7c.

BIRD SEED.

This market is without special feature and prices continue as last advised. We quote the following prices:

Canary seed, per lb	0 06½
Hemp	0 05½
Cottam's.....	0 08
Brock's.....	0 07½

DRIED AND CURED FISH.

Cod fish continues to move into consumption freely but with this exception, the dried fish trade is quiet and featureless. It is a pity that there should be any falling off in this department with the passing of Lent, particularly as the manufacturers are now putting up dried and cured fish in such attractive form, making it eminently suitable as a Summer diet. It would seem that the consuming public of Ontario need some lessons in cooking fish, which may teach them to use it more extensively. There is still some salmon trout in the market which is being quoted at $2 per keg. Lake herring are practically out of the market for the season. We quote the following prices:

Boneless fish, per lb.	....	0 04½
Cod fish, 1-lb. bricks	....	0 06½
Boneless cod, per lb.....	0 08	0 10
Quail-on-toast, per lb.....	....	0 06
Flitched cod fish, in cases of 100 lbs., per lb	....	0 06
Labrador herring, per bbl.....	6 00	6 50½
" per ½ bbl.	....	2 85
Scaled herring.....	0 12½	0 14
Salmon trout, per keg	....	2 00
Lake herring, per keg.....	....	3 25

Country Produce.

EGGS.

A good Easter trade is reported and a subsequent easier feeling, with supplies coming freely and prices down to 13½c. this week. Although pickling is not general as yet, the wholesale dealers have in some instances begun operations, being somewhat dubious as to the future course of prices. We quote the following:

New laid eggs, per doz.....	0 13½ 0 14

BEANS.

A lull in the bean market for the week is reported with prices unchanged and no particular indications. We quote as follows:

Beans, handpicked, per bush.....	1 85	1 90
" prime, No. 1.....	1 70	1 75
" prime, No. 2.....	1 55	1 60
" Lima, per lb	0 07	0 07½

HONEY.

Unchanged market conditions and prices are the rule in honey for the week. Our quotations are as follows:

Honey, extracted clover, per lb.....	0 07½	0 08
" sections, No 1, per doz.....	1 90	2 00
" " No. 2, "	....	1 65
" Buckwheat, per lb.....	0 05	0 06
" " sections per doz.....	0 75	1 00

MAPLE PRODUCTS.

A lively trade is noted in maple products at unchanged quotations. Our quotations are as follows:

Maple sugar, 1 lb cakes, per lb.....	0 09	0 10
" large cakes in tubs, per lb.	....	0 08
Maple syrup, per imperial gal.....	....	0 90
" " wine gal.....	....	0 65
" " imperial quarts....	....	0 25
New maple syrup, per imperial gal.....	....	1 50
" " per wioe gal....	....	0 85

Fish and Oysters.

There has been a fair to good trade in fish and oysters for the week at unchanged prices. The oyster season will close about the end of this month. Frozen fish are now practically out of the market, and stocks of fresh fish may be expected in liberal supplies from now on. We quote the following prices:

Fresh halibut, per lb.....	....	0 13
" haddock "	....	0 06
" trout "	....	0 09
" cod steak, per lb.....	....	0 07½
" lobsters, boiled, each.....	....	0 20
" B.C. salmon, per lb.....	....	0 10
Shrimps, per gal.....	1 15	1 25
Ciscoes, per basket	...	1 25
Oysters, Long Island natives, per imp. gal.....	....	1 70
" Baltimores, per wine gal.....	....	1 40
" "Select," " "	....	4 80

SEEDS.

An active demand for corn, particularly for Flint varieties and improved Leaming Yellow Dent, is noted this week. Quotations continue as last advised. We quote as follows:

Alsike clover, per bush	5 00	9 00
Red clover.....	8 00	10 00
Mammoth clover, per bush	7 00	11 00
Timothy.....	1 50	2 50
Hungarian, per 100 lbs.....	2 60	2 70
Millet "	....	2 50
Orchard grass.....	....	14 00
Seed corn, Dent varieties, per bush.....	0 70	1 00
" Flint " "	1 25	1 30

Grain, Flour and Breakfast Foods.

GRAIN.

In sympathy with the break in the May wheat on Saturday in Chicago the price of Ontario and Manitoba grain is lower all round this week. Manitoba Northern No. 1 has declined 4 1-2c., No. 2 4c., and No. 3 2 1-2c. Red and white wheat are each down 2 1-2c. Trade is reported quiet. There is very little grain moving. We quote the following prices:

All on track Toronto.		
Manitoba wheat, Northern No. 1	....	1 02½
" " " No. 2.....	....	0 99
" " " No. 3.....	....	0 95
Red, per bushel, new	....	1 03
White " "	....	1 03
Barley " "	0 48	0 50
Oats " "	0 43½	0 44
Peas "	0 74	0 75
Buckwheat " nominal.....	0 63	0 64
Rye, per bushel, " "	0 71	0 73

FLOUR.

The flour market is without special feature, and prices continue unchanged from last week. For flour in large lots quotations are 10c. under those quoted below. The break in May wheat which has brought down the price of Manitoba and Ontario wheat will doubtless react on the flour, although as yet no reduction in prices has been made. Our quotations are as follows:

Manitoba wheat patents, per bbl. in bags.....	5 30	5 60
Strong bakers " "	5 10	5 30
Ontario wheat patents " "	4 90	5 00
Straight roller " "	4 85	4 90

BREAKFAST FOODS.

An improved demand for all varieties of breakfast foods is reported for the week. Prices remain steady and are

unchanged from last week. Our quotations are as follows:

Oatmeal, standard and granulated, carlots, on track, per bbl	4 90
Rolled wheat in boxes, 100 lbs	2 90
" " 50 lbs	1 50
Rolled oats, standard, carlots, per bbl., in bags	4 35
" " " " " in wood	4 60
" " " " for broken lots	4 60
Rolled wheat, per 100-lb. bbl	3 00
Cornmeal	3 35
Split peas	5 00
Pot barley, in bags	4 00
" in wood	4 25

Hides, Tallow, Skins and Wool.

The market continues quiet with receipts small, and practically no change except in country hides, flats, which have advanced 1-4c., and deacons, dairies, which are 5c. higher than they were last week. We quote the following prices:

Hides, No. 1 green steers, per lb		0 09
" " 2 " " "		0 08
" No. 1 green, per lb		0 08½
" " 2 " "		0 07½
Country hides, flats, per lb	0 07	0 07½
Calf skins, No. 1, selected		0 11
" " No. 2		0 09
Deacons (dairies), each		0 80
Sheep skins		1 25
Rendered tallow, per lb	0 04	0 04½
Unwashed wool, new clip, per lb	0 13	0 12
Pulled wools, super, per lb	0 21	0 23
" " extra "	0 22	0 24

QUEBEC MARKETS.

Groceries.

Montreal, April 27, 1905.

IN wholesale grocery circles the trade during the week has shown an improvement. Orders are coming in more freely, many of them for the opening of navigation next week. As compared with business last year the general opinion seems to be that it compares favorably. Remittances are coming in fairly well and prospects are bright for the future. Sugars are not being bought very heavily as yet, but the time for providing for the heavy Summer demand is not far off. Owing to the weakness shown by the foreign beet market and the speculative character of the trade jobbers have thought it wise to hold off buying heavily. In teas, interest has been aroused in Ceylon greens and blacks and latest advices report a firm market and slight advance. Japan teas have done well during the week, considerable lots having changed from first hands at prices that should tempt buyers, even speculative ones. High-grade gunpowders are scarce. Molasses is slightly easier, but not enough lower to warrant any reduction in jobbers' prices. The fish trade is dull. Canned goods are moving out slowly. Flour and feed situation is unchanged and no reductions noted, though the drop in wheat has tempted spasmodic cutting. Butter has shown a slight weakening and eggs are coming down, as supplies of both are coming in more freely than was anticipated. Provision market is quiet. Live hogs have been scarcer lately and an advance of 25c. per 100 lbs. is noted. The demand from the packers is stronger than the supply. It is rumored on the street that there is trouble in the paper bag trade and some lively times may be looked for within the next few days. Trade in foreign dried fruits is dull and little news can be gathered.

SUGAR.

The weakness of the foreign beet market still continues, though latest reports indicate that the speculative feature of the situation had been quieted and an improvement is looked for. Cane sugar is firm and the statistical position strong. Local trade is quiet, no heavy purchasing been made by jobbers, but as navigation opens next week there will be heavier shipments and better business generally looked for.

Granulated, obls	$5 65
" ½-bbls	5 80
" bags	5 60
Paris lump, boxes and bbls	6 15
" " ½-boxes and ½-bbls	6 25
Extra ground, bbls	6 00
" " 50-lb. boxes	6 20
" " 25-lb. boxes	6 30
Powdered, bbls	5 80
" 50-lb. boxes	6 00
Phoenix	5 60
Bright coffee	5 50
" yellow	5 45
No. 3 yellow	5 40
No. 2 "	5 25
No. 1 " bbls	5 15
No. 1 " bags	5 10
Raw Trinidad	4 50 4 50
Trinidad crystals	4 85 4 90

SYRUPS AND MOLASSES.

Conditions as to Barbadoes molasses are unchanged. Advices from the Islands by cable report a slightly easier feeling. Shipments are about finished and stocks practically all out. The local trade is quiet and there is no change to note in quotations of last week. Corn syrups are keeping well to the front and the demand for same is steadily growing.

Barbadoes, in puncheons	0 40
" in barrels	0 42½
" in half-barrels	0 43½
New Orleans	0 22 0 35
Antigua	0 35
Porto Rico	0 45
Corn syrups, bbls	0 02½
" ½-bbls	0 02½
" ¼-bbls	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

TEA.

Business during the week is reported as fairly good. Latest advices from Colombo and London show strong market and firm prices in both green and black Ceylons; blacks slightly higher. Some heavy clearing out has been noticed in Japans, the near approach of the opening new Japan market being usually preceded by a cleaning out of local stocks. These are now getting into small compass in first hands. Some good-sized lots were turned over during the last few days. Gunpowders are in good demand, particularly pea leaf. These latter are scarce. Some few lots of Pingsueys have changed hands at speculative figures.

Japans—Fine	0 26	0 28
Medium	0 20	0 24
Good common		0 18
Common	0 12½	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders	0 12	0 12
Congous—Kaisows		0 12
Pakling boxes	0 12	0 14

COFFEE.

Demand for coffees is fairly good and trade shows a little activity, although some lines are scarce, particularly in the mild coffees. Prices are firm and unchanged and will probably remain so for some time. We quote:

Good Cocutas	0 10	0 10½
Choice "	0 11½	0 12½
Jamaica coffee	0 10½	0 11
Java	0 18	0 22
Mocha	0 17	0 20
Rio	0 09½	0 11

SPICES.

Trade only fair and with good demand for some lines. The New York market for peppers is firm. Prices remain firm and unchanged. Nothing of note to report.

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger	0 12	0 20
Cloves, whole	0 17	0 30
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 25	0 50

CANNED GOODS.

Canned goods market is featureless and trade quiet, no particular lines being in more than usual demand at this season. Canned fish and fruits moving steadily. Tomatoes are offered to the jobbing trade at somewhat lower prices, though the price of $1.30 still obtains. One jobber reports having had offers of $1.15.

Salmon, pink	0 90	1 00
spring		1 55
Rivers Inlet red sockeye		1 65
" Fraser River red sockeye	1 50	1 75
Lobsters, talls		3 45
" 1-lb. flats	3 50	4 00
" ½-lb. flats		2 25
Canadian Sardines, ¼s	3 65	4 00
California asparagus	4 50	5 00
Asparagus tips	3 50	3 75

VEGETABLES.	Per doz.
Corn, 2-lb. tins	$1 20
" 2-lb. sucotash	1 25
Gallon corn	5 00
Tomatoes, 3-lb. tins	1 30
Gallon tins	3 60
Sugar beets	$0 85 0 95
2's Asparagus Tips	2 50
2's Beans, Golden Wax	0 80
2's " Refugee or Valentine	0 82½
2's " Crystal Wax	0 92½
2's Peas, No. 4 "Standards"	0 82½
2's " No. 3 "Early Junes"	0 85
2's " No. 2 "Sweet Wrinkled"	0 95
2's " No. 1 "Extra Fine Sifted"	1 30
2's Table Spinach	1 40

FRUITS.

Pears—Flemish Beauty Bartletts and pie in 2, 2½ and 3's	$1 15 $2 20
Peaches—White yellow and pie, 1½'s, 2's, 2½'s	
3's	1 25 2 82½
Gallon pears	3 15 3 67½
" peaches	3 55 4 50
Pumpkins, 3-lb. tins	0 72½
" Gal	2 50
3-lb. squash	1 00
2's Cherries, red, pitted	2 20
2's " " not pitted	1 75
2's " black, pitted	2 20
2's " black, not pitted	1 75
2's " white, pitted	2 40
2's " white, not pitted	2 00
2's Currants, red, heavy syrup	1 57½
2's " red, preserved	1 77½
Gals. " red, standard	4 75
Gals. " red, solid pack	7 00
2's " black, heavy syrup	1 75
2's " black, preserved	2 05
Gals. " black, standard	5 00
Gals. " black, solid pack	8 00
2's Gooseberries, heavy syrup	1 62½
2's " preserved	1 85
Gals. " standard	7 25
2's Lawtonberries, heavy syrup	1 57½
2's " preserved	1 85
Gals. standard	4 97½
2's Pineapple, sliced	2 25
2's " grated	2 35
3's " whole	2 50
2's Plums, Damson, light syrup	1 00
2's " " heavy syrup	1 30
2½'s " " " "	1 57½
3's " " " "	1 85
Gals. " " standard	2 95
2's " Lombard, light syrup	1 05
2's " " heavy syrup	1 35
2½'s " " " "	1 62½
3's " " " "	1 90
Gals. " " standard	3 15
2's " Green Gage, light syrup	1 15
2's " " heavy syrup	1 47½
2½'s " " " "	1 72½
3's " " " "	2 00
Gals. " " standard	3 45
2's " Egg, heavy syrup	1 52½
2½'s " "	1 80
3's " " "	2 10
2's Raspberries, red, heavy syrup	1 40
2's " " preserved	1 60
Gals. " " standard	5
Gals. " " solid pack	8 00
2's " black, heavy syrup	1 35
2's " " preserved	1 50
Gals. " " standard	4 75
2's Rhubarb, preserved	1 15
3's " "	1 90
Gals. " standard	2 62½
2's Strawberries, heavy syrup, 1903 pack	1 47½
2's " " " 1904 pack	1 60
2's " preserved	1 75
Gals. " standard	5 50
Gals. " solid pack	8 50

RICE.

Nothing new to note. Trade quiet and steady at quotations.

Brice, in 10 bag lots	3 05

B rice, less than 10 bags		3 15
C rice, in 10 bag lots		2 95
C rice, in less than 10 bag lots		3 05

Fish.

Trade is very quiet. The demand in all lines is small on account of Lent being over. Prices remain firm and unchanged. At present no new fish is coming in, but dealers expect a full supply of lake fish by the first of May. Nothing else of note to report.

Fresh salmon		0 18
Standard bulk oysters, per gal		1 40
Selects		1 60
Haddies	0 07½	0 08
Bloaters in boxes, 100 fish		1 00
Yarmouth bloaters, 60 fish per box		1 10
Smoked herring, per box, new		0 11
Fresh haddock, per lb	0 04½	0 05
Pike, " round winter caught		0 04
Fresh pike		0 07
Fresh halibut		0 15
Frozen "		0 09
Fresh steak cod	0 05	0 05½
Small whitefish	0 06	0 06½
Dore or pickerel	0 07	0 07½
No. 1 Labrador herring in 20-lb pails		0 80
" " half bbl		3 00
No. 1 Holland herring, per half bbl		6 50
No. 1 Scotch herring, " "		6 50
" " per keg		1 00
Holland herring, per keg	0 65	0 75
No. 1 Salt mackerel, pail of 20 lbs		2 00
Boneless cod, 1 and 2-lb. blocks, per lb		0 06½
" fish, " " "		0 06
" " loose, in 25 lb. boxes		0 05½
Labrador Salmon, half bbl		9 00
" " (200 lbs.) bbls		16 00
" Large (300 lbs.)		24 00
B.O. salt salmon, bbl		14 00
" " ½ bbl		7 50
Lake trout, salt, 100 lbs		4 50
Sea Trout in bbls. 200 lbs		9 50
" half bbls		5 50
Marshall's kippered herring, per doz		140
Canadian kippered, per doz		1 00
Canadian ¼ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz		1 30
Canned cove oysters, No. 2 size, per doz		2 25

Foreign Dried Fruits.

No new features in the dried fruit market. There is a dearth of news both in the brokerage and jobbing trades. Valencia raisins are slow movers and stocks fairly plentiful for all demands. Currants also are in a comatose condition and latest foreign advices quote market easier. A fair amount of business is doing in nuts for the season.

VALENCIA RAISINS.

Fine off-stalk, per lb	0 05	0 06
Seleoted, per lb.		0 06½
Layers "	0 07	0 07½

DATES.

Dates, Hallowees, per lb	0 04	0 04½

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per b		0 13½
Peaches "		0 10½
Pears "		0 15

MALAGA RAISINS.

London Layers		2 00
"Connoisseur Clusters"		2 50
" " Quarter boxes		0 80
"Royal Buckingham Clusters," ½-boxes		1 10
" " " Boxes		3 50
"Excelsior Windsor Clusters		4 50
" " ¼s		1 35

CALIFORNIAN RAISINS.

Loose muscatels, per lb.	0 07½	0 08
" " seeded, in 1-lb. packages	0 08	0 09
" " 2 crown		0 06
" " 3 "		0 06½
" " 4 "		0 08

PRUNES.

	Per lb.	Per lb.
30-40s		0 08½
40-50s		0 08
50-60s		0 07
60-70s		0 06
70-80s		0 06
80-90s		0 05
90-100s		0 05
Oregon Prunes (Italian style) 40-50s		0 08
" " 50-60s		0 07
Oregon prunes (French style), 60-70s		0 06
" " " 90-100s		0 04
" " " 100-120s		0 04

CURRANTS.

Filiatras, uncleaned		0 04½
Fine Filiatras, per lb. in cases	0 04½	0 05
" " cleaned	0 04½	0 05½
" " in 1-lb. cartons	00 5½	0 06
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 06

SULTANA RAISINS.

Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton		0 09

ELEME TABLE FIGS.

Six crown, extra fancy, 40-lb. boxes		0 13
Five crown, fancy, 10-lb. boxes		
Four crown, fancy, 10-lb. boxes		0 09
Three crown	0 07	0 07½
Glove boxes, fine quality, per box		0 11
Fancy washed figs, in baskets, per basket		0 20
" pulled figs, in boxes, per box		0 22
" stuffed figs, " "		0 28
12-oz. boxes	0 06½	0 07

Country Produce.

MAPLE PRODUCTS.

Trade continues fair with good demand. It is expected that it will slacken as soon as fine weather comes. Making season is practically over, and a large volume of business has been done with this year's crop, although the latter was only average in some districts. No changes to note in prices:

Maple syrup, in wood, per lb	0 06	0 06½
Maple syrup, in large tins	0 07½	0 07½
Pure new sugar, per lb	0 11	0 12
Pure Beauce County, per lb		0 08

HONEY.

Honey market steady with little trade doing. Prices unchanged.

White clover, extracted, tins	0 07	0 07½
" " kegs	0 07½	0 07½
" " comb	0 13	0 13½
Buckwheat	0 06	0 06½

BEANS.

The demand is keeping up and, though not heavy during the week, offers are not freely accepted by holders. In carload lots $1.65 seems to be firm price.

Choice prime	1 70	1 80

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, April 27, 12.30 p.m.

BUTTER — Market breaking. Heavy receipts. Finest creamery 19 to 19½c.; creamery 18c. Lower prices looked for by some dealers.

EGGS—Market steady. Straight gathered stock 14c. Dealers looking for 12½c. eggs. Receipts heavy.

CHEESE—Business quiet, but looking up. Finest Ontario 11¼ to 11½c. Export trade opening next week.

PROVISIONS—Live hogs continue scarce. Beef advancing. Packers keen after stock. No change in prices.

HOPS.

The demand for hops is slow and the tone of the market easy. No change in price to note.

Choice Canadian	0 27	0 29
Fair to good	0 24	0 26

EVAPORATED APPLES.

Some inquiries by the jobbing trade have been made on brokers, but owing to the high prices demanded, business has not developed. The market is steady. We quote: 6¼ to 6¾c. Dried apples dull at 3 to 3½c.

Eggs.—Owing to heavy receipts and an accumulation of stocks during the past week the market has weakened, and the impression prevails among dealers that a further decline is not unlikely within the next few days. Fresh new-laid for round lots sold at 13c. to 13 1-2c. per dozen, though 1-2 to 1c. advance on these quotations is obtained from the grocery trade.

Strictly fresh	0 13½	0 15

Flour, Feed and Meal.

FLOUR.

Trade is fair and is gradually increasing. There is a good demand in all lines with prices firm and unchanged. Great hopes are entertained for a large amount of business this season. Export orders are coming in and local sales are growing larger.

Manitoba spring wheat patents	5 50	5 60
" strong bakers'	5 20	5 30
Winter wheat patents	5 50	5 75
Straight rollers	5 20	5 35
Extra	4 55	4 60
Straight rollers, bags, 90 per cent	2 50	2 60

FEED.

Firmness continues in millfeed. Offerings of both Ontario and Manitoba bran are light. Business is quiet. Local demand steady but light.

Manitoba bran, in bags, per ton	18 00	19 00
" shorts	20 00	21 00
Ontario bran, in bulk	17 00	18 00
" shorts	19 50	20 50
Mouillie	25 00	28 00

ROLLED OATS.

Market unchanged and business on the quiet side. Export trade is light. Prices unchanged.

Fine oatmeal, bags		2 60
Standard oatmeal, bags		2 60
Granulated " "		2 50
Rolled oats, "	2 40	2 50
" bbls	5 10	5 25

HAY.

The undertone of the market for pressed hay is easy. Stocks are plentiful and supplies coming in more freely now that country roads are in good shape. Local business quiet.

No. 1 timothy	9 00	9 50
" 2 " choice	8 00	8 50
" 2 " ordinary	7 00	7 25
Clover	6 50	7 00
Clover mixed	7 00	7 25

NOVA SCOTIA MARKETS.

Halifax, April 24, 1905

THE wholesale and jobbing grocery trade in Halifax during the last week has improved considerably, notwithstanding the fact that country roads everywhere are still in a bad condition, and the general feeling prevails that it will still further improve during the next month. The outport harbors are now all free of ice and trade in this direction is opening up well, as the country traders at points not reached by railway had their stocks pretty well run down. Collections, though not on the usual footing at this season of the year, are improving, and the wholesalers feel more free to push for larger sales. The retailers throughout the country are doing a better business than a month ago and are stocking up well for the Summer's trade. In the wholesale grocery trade, as in other lines, the tendency is getting greater for a shortening of credit time.

Sugar and Molasses.

There is no change in the sugar market, and prices are firm. Sugar has been running so high and conditions so uncertain that dealers have not been buying in quantities, but merely as necessity requires it.

Barbadoes molasses has advanced in all 12c. in the primary market from opening prices, and the price in Barbadoes is almost as high as the former jobbing price here. It is now on a parity with Porto Rico, and of the two dealers find that Porto Rico gives much better satisfaction to customers. Prices quoted are: Choice Porto Rico, 38 to 40c.; extra choice Porto Rico, 40 to 42c.; fancy Trinidad, 42 to 44c.; choice Trinidad, 35 to 36c.; Barbadoes, 40 to 42c.

During the last two weeks considerable maple syrup and sugar have been in the market but the native output has

been smaller than usual. The kind of maple sugar and syrup that can be made at any old time of year is very plentiful.

Eggs.—Producers held their stocks of eggs back till within a day or two of Easter, expecting higher prices, and then the market was flooded and prices suddenly dropped. Fresh eggs were retailing on Saturday at 18 and 20 cents, with the jobbing price considerably lower. A glance in the windows of the various dealers late Saturday night would reveal the fact that the local market was very much oversupplied, as hundreds of dozens could be seen still undisposed of, even with the big demand for Easter.

NEW BRUNSWICK MARKETS.

St. John, N.B., April 25, 1905.

THE first of May being so near leads one to think of the regular changes the season brings. In the wholesale grocery business they are not particularly important. W. C. Brittain retires from business and Hunter White, manufacturer's agent, takes his store. The store from which he moves will be occupied by the Canadian Oil Co., who in this way (their present quarters being next door) just extend their premises. W. S. Clarkson & Co. and H. S. Wallace, both manufacturers' agents, the latter also doing some jobbing business, move to enlarged quarters on the south wharf. The Vim Tea Co. also move into enlarged quarters. Business is reported just fair. There are, of course, the regular large Spring shipments being made. Markets show little change. Prices are generally firm. Provisions, particularly, tend higher. Rice is very firm.

Oil.

There is a steady business in burning oil. The price continues low. Shipments of lubricating oils are now active. The fact that the standard of quality varies in this line causes increased competition. Paint oils are in demand. Linseed oil is low but very firm. Turpentine is also in a strong position. Cod oil has little movement at this season.

Salt.

In Liverpool coarse salt quite a full stock is held, though not as large as often at this season. Prices are firm. There is a strong agreement among the importers in this line. In fine salt the sale is for Canadian. There is the regular increase in demand at this season.

Canned Goods.

Corn and tomatoes are very firm at full figures. Peas are unchanged. In fruits market is well supplied. Gallon apples are rather dull. Meats are unchanged. There is increased business at this season. Salmon is unchanged; fair stocks are held. New clams are being received, also new scallops; the latter pack is light. Oysters are firmer. There are still some domestic sardines, but kippered herring and haddies are very scarce.

Green Fruits.

Apples have but a fair sale. Season is late. Bananas are very plentiful and quite cheap. For best stock the retail price is quite well maintained. Oranges are scarce and high. Californias are about the only kind offered and they run very large. There are very few Valencias compared with other years. Lemons have just a fair sale; prices low. Green stuff is coming in quite freely. Rhubarb and strawberries, while high, are more reasonable.

Dried Fruit.

Seeded raisins are a fair stock. Prices are low and there is no sign of higher prices at least this season. There is, however, some range in quality. Other lines of raisins are in small stock and quite firm. Currants are low with a fair business. Prunes are low and small sizes hard to get. Apricots and peaches are high. Dates are much firmer. Peels are higher, particularly citron. Evaporated apples have but fair demand. Onions are lower. Some nice Bermudas are now offered.

Sugar.

Stocks held are very large. Dealers have largely stopped buying. Prices are firmly held but unchanged for some time. Foreign sugar continues a factor in the situation.

Molasses.

Market is quite well supplied. A fair quantity of new Barbadoes has been received, but the outlook is that the import will be much smaller than usual. No new Porto Rico has yet been received. There is quite a full stock of old; prices very firm.

Fish.

Market is rather better supplied with fresh fish. Gaspereaux are quite freely offered. Stocks are, however, light and prices high. Dry fish are still held at extreme prices and pickled herring is scarce and high. Smoked herring is freely received and price is low.

Flour, Feed and Seed.

Flour is unchanged at the rather lower prices quoted last week. There is a good steady business. Feed is firmly held. Oats are hardly as high but quite full prices are asked. In oatmeal there is a large stock here with prices unchanged. Cornmeal has a fair demand at even prices. Beans are quite firm. There is quite a full stock of yelloweyes. Barley and peas are high. The backward weather has affected the sale of seeds. clovers are higher. Timothy is firmly held.

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

The Eby, Blain Co., Toronto, report booking large orders for new "Anchor" maple syrup—"The finest line on the market."

Upton's golden-shred marmalade is now on the market, the list price is $1.75 per doz.

S. H. Ewing & Sons, Montreal, will be glad to send samples of their Club coffee to any interested buyers.

H. P. Eckardt & Co., Toronto, are offering a fine Japan tea sifting in 1-lb. packages.

Buyers of Malaga table raisins may get some from H. P. Eckardt & Co., Toronto.

Mr. E. D. Marceau's range of values in teas should appeal to every buyer. Samples freely sent.

The Eby, Blain Co., Toronto, have some "Acadia" yellows in stock, especially suitable for bakers and confectioners.

The Dawson Commission Co., Toronto, are expecting the arrival of a car each of bananas, Bermuda onions and Egyptian onions this week.

"Ocean" brand Pacific lobster in ½-lb. tins, to retail at 15c., is a quick seller with the Eby, Blain Co., Toronto. Order at once as the stock is limited.

A car of North Carolina strawberries is due to McWilliam & Everist, Toronto, this week. Stocks are reported especially good this year and McWilliam & Everist are able to get the best going on account of their supplies being personally selected.

The Eby, Blain Co., Toronto, are offering a snap in a Japan tea, extra quality, at 16c., which is exceptionally good value, and will sell readily as a 25c. retailer.

Mr. J. H. Maiden, Montreal, reports arrival this week of two more cars of Diamond Crystal salt, "Peerless" brand, and is prepared to fill all requirements of the trade.

HANDSOME SHOW CARDS.

The Duncan Co., Montreal, manufacturers of "Chaser" soap, have recently issued a set of six handsomely lithographed show cards, one for each day of the week. The cards depict two busy little maidens employed according to the day of the week, with washing, ironing, mending, sewing, baking and cleaning. The set complete is one of the best ads. The Grocer has lately come across. Re-

ference to this notice with a letter addressed to the Dunean Co., Notre Dame street, Montreal, will bring the set to grocers.

PERSONAL MENTION.

Mr. Thorpe, of MeWilliam & Everist, Toronto, is in New York this week.

Mr. Norman, of Dundas, was in Toronto on Tuesday of this week calling upon the wholesale fruit trade.

Mr. R. S. Herron, of R. Herron & Co., Montreal, has just recovered from an attack of grip whieh kept him indoors for a week.

Mr. S. S. Arnold, representing R. Herron & Co., Montreal, has gone to his home in Toronto for a rest after a sueeessful trip to the coast.

Mr. Galbraith, of Carter, Galbraith & Co., wholesale grocers, Montreal, is spending Easter week in New York. Mrs. Galbraith and the Misses Galbraith accompany him.

Mr. A. H. Brittain, Montreal and Quebec rcpresentativc of Black Bros. & Co., Halifax, N.S., is in Quebec this week looking after the interests of "Halifax" and "Acadia" brands prepared codfish.

Mr. N. Tobias, grocer, Ville Marie, P. Q., was a caller at the Montreal offices of The Grocer this week. Mr. Tobias reports that the Temiscamingue District is developing at a steady rate and in a substantial manner. As a subseriber to The Grocer, he looks forward to its weekly arrival with interest and profit.

Mr. A. M. Ross, mayor of Oxford, N.S., and head of the milling firm of A. M. Ross & Co., is dead.

Mr. E. Marsh, Trenton, is having his store remodelled. Thc work will be completed about May 1.

FAIRBANKS FACTORY FOR TORONTO.

The new Canadian Fairbanks Co. are endeavoring to seeurc a site for a large factory in Toronto, the announcement having been made in these columns some weeks ago that in future the Fairbanks scales would be "Made in Canada." No definite arrangements have been concluded, but the company look with favor upon a nine acre site on Perth avenue, between the Grand Trunk and Canadian Pacific Railway tracks. Toronto has the best chance of securing this new industry, whieh will employ between 200 and 300 men to eommence with, and about 500 when the whole works are in running order. The deal is expected to be closed during the coming week. The proposed purchase of the factory at Valleyfield, Quebec, is evidently being held in abeyance pending the negotiations for a site in Toronto.

BARBADOES MOLASSES.

THE molasses trade between Barbadoes and Canada is once more the subject of official correspondence between the Government of Barbadoes and the Imperial Government.

The point of issue is one which is of the greatest interest to all connected with the trade, being the alleged adulteration of the genuine product with foreign importations, New Orleans molasses being referred to as one of the grades imported for this purpose.

The history of this subject is not a new one, and some legislation was enacted in Canada recently on the representation of the Imperial Department of Agriculture of the British West Indies, the practical outcome being that British West Indian molasses was admitted free of duty. But this does not seem to have checked the alleged evil, and the matter has been taken up in London, England, by that important body the West India Committee, who have represented the matter to the Imperial authorities to communicate with the authorities in Ottawa on the subject. The matter has also been referred to J. Russell-Murray, of Montreal, the representative of the Imperial Department of Agriculture of the British West Indies, and of the West Indian Committee, who is discussing the matter with the trade in Montreal, with the object of ascertaining their views. We understand that there is an almost unanimous opinion that strong measures should be taken to check the alleged adulteration and so preserve to the consumer a pure Barbadoes molasses, and to the island producers a trade and name to which they are justly entitled.

DECLINE IN PRICES.

Since last reports, cables have been received advising a decline in the Barbadoes market of 2c. per gallon, the present quotation being 22c. first cost puncheon included. This decline has been brought about through buyers having withdrawn from the market on basis of 24c. first cost, and partly owing to one or two speculators being anxious to realize their holdings bought at a low price on the opening of the Barbadoes market. At the decline sales aggregating about 3,000 puncheons are reported to have been put through for account of Lower Province firms, but we cannot learn of any further business having been done for the St. Lawrence ports.

The stock now estimated as being unsold, ineluding the holdings of speculators, is about 4,000 to 5,000 puncheons, the total supply having been finally estimated at about 30,000 puncheons. This represents an increase over earlier estimates, no doubt brought about by the fact that planters have been anxious to make as much molasses as possible in view of the high price.

It has been reported here that the quotation at the Island is 21c. in view of cables having been rcceived soliciting business at 25¾ c. and f., but this quotation was made owing to cheap freight being possible on a steamer which is bringing a eargo of sugar for account of refiners. This vessel was due to leave Barbadoes on the 26th and, therefore, futurc costs will have to be figured on basis of 22c., first eost, puncheon included.

THIS IS "IT"

RED FEATHER TEA

The Latest "Hit"—Has Come to Stay

Packed in lb. and ½ lb. Patent Air and Moisture Proof Package. Black, Mixed and Green.

Retails at 40c. lb.

Have you tried it? If not, you have missed the newest "20th Century Triumph"

WARREN BROS. & Co., - - TORONTO

THE CLEAN BLACK LEAD

"JAMES' DOME"

FREE FROM GRIT. MAKES NO DUST
THE BEST YOU CAN BUY—THE EASIEST TO SELL

The Profit's Good The Sale's Quick

W. G. A. LAMBE & CO., Canadian Agents.

ASSOCIATION NEWS

Ottawa Grocers' Executive.

THE following officers of the Ottawa Retail Grocers' Association have been nominated for the ensuing year: President R. E. Powell, F. W. Forde; vice-president, J. Bambrick, E. Lafontaine, H. W. Booth; treasurer, Wm. York, C. R. McLean, C. J. Provost; secretary, Wm. Miller, N. S. Schwerdsager, H. C. Ellis; executive, five to be elected, P. D. Herbert, George Atkinson, Ernest Goodall, Hunter Scott, A. L. Pinard, J. Ussher, P. Lamoreaux, A. Phillips, L. Malette, F. H. Gilchrist.

Guelph Merchants Meet.

The Retail Merchants' Association of Guelph held their annual meeting on April 17. The chief item of business was the election of officers, which resulted as follows: President, J. A. McCrea; vice-president, G. B. Ryan; treasurer, R. E. Nelson; secretary, Ed. Jackson; executive, E. R. Bollert, W. McLaren, G. D. Pringle, D. Scroggie.

REPORTS TRADE GOOD.

Mr. Walter J. Elliott, Quebec representative of the E. W. Gillett Co., Toronto, was a caller at the Montreal offices of The Grocer this week. Mr. Elliott has just returned from an extended trip through the province and in an interview as to the general condition of trade, commented on the excellent business outlook for the coming year. The trade as a whole consider business satisfactory. "As regards my various lines, I may say that trade is improving all along. Magic baking powder, poudre a pate Magique is rapidly becoming a favorite and an increased demand is noticeable. It has been a pleasure to me on my trip to notice The Canadian Grocer in the hands of the trade and also the high regard in which its opinions and news items are held. I certainly look for The Grocer in every town and rarely look in vain." Mr. Elliott also reports Spring orders for opening of navigation showing up well.

COMPANIES INCORPORATED.

LA REINA MINERAL WATER CO., Montreal, have been incorporated with a share capital of $20,000, to deal in mineral and aerated waters and to carry on a retail and wholesale cigar and tobacco business. Provisional directors: A. Hamelin, L. Hamelin, M. Gabias, J. Hamelin, J. A. Leprohon, N. Normandin and J. A. Hurteau, all of Montreal.

Brown Bros., Limited, Montreal, have been incorporated with a share capital of $20,000, to carry on a general provision business. Provisional directors: C. Hartley, E. F. Surveyor, D. Armour, S. J. LeHuray and K. H. Beardwood, all of Montreal.

S. Hyman, Limited, Montreal, have been incorporated with share capital of $20,000, to carry on the tobacco business formerly conducted by the late S. Hyman. Provisional directors: A. Levine, T. Reid, W. J. White, A. W. P. Buchanan, and E. H. Baker, all of Montreal.

PROSPECTING IN THE WEST.

The Medicine Hat News says: Mr. J. F. Eby, of the well-known wholesale firm of Eby, Blain & Co., Toronto, was in town on Tuesday, April 18, with his western representative, Mr. Baker. Mr. Eby, who is looking around for a suitable place to establish a branch in the Territories, intends locating in either Medicine Hat, Calgary or Regina. He was shown around town by Mr. W. B. Marshall, and was greatly interested in the gas proposition.

There is a first-class opening for an up-to-date general merchant at Riding Mountain, Manitoba.



The "NEVER STREAK" Blue

You are selling Blue! Well, why not sell the only Blue that will not streak the clothes? *"Blueol"* is the only Blue that will "never streak." Besides, you get 10 more squares to the box than any other kind; that means a larger profit to you—Costs you no more than inferior Blues. Order from your Jobber.

Write for particulars to J. M. DOUGLAS & CO., Montreal

Among the Boards of Trade

Annual Meeting of Guelph Board.

AT the annual meeting of the Guelph Board of Trade on April 18, the old officers were re-elected for the ensuing year as follows: President, G. B. Ryan; vice-president, J. W. Lyon; secretary-treasurer, J. Watt. Council, J. M. Duff, J. M. Taylor, C. Kloepfer, J. C. Keleher, W. W. Near, R. L. Torrance, J. M. Bond, F. W. Galbraith, J. E. McElderry, H. Murton, F. Frank, J. M. Struthers, E. R. Bollert and H. C. Scholfield.

The question of Government ownership of telephones was thoroughly discussed and a resolution adopted favoring Government ownership and operation of the long-distance telephone lines, coupled with Government or municipal ownership and control of city services.

Port Arthur Board Meets.

The Port Arthur Board of Trade held its annual meeting on April 18, which was attended by the largest representation of influential members of the board in the course of its history. The election of officers resulted as follows: President, G. O. P. Clavet; vice-president, H. A. McKibbin; council, W. F. Langworthy, J. T. Emmerson, J. L. Meikle, C. H. Shera, S. W. Ray, J. Little, F. S. Wiley, A. G. Seaman, R. A. Ruttan, J. G. Ashforth, F. Mariaggi and A. McGillis.

Want Free Port.

The council of the Montreal Board of Trade discussed the increase of harbor charges at its meeting on April 19, and the members expressed the conviction that the abolition of such charges was required in the interests of the point. A resolution to this effect was adopted and forwarded by wire to Sir Wilfrid Laurier. It was worded as follows:

"Whereas the expenditure incurred to enable the port of Montreal to satisfactorily handle the trade of the country which passes over its wharves has caused the harbor commissioners to endeavor to increase the revenue of the port by the imposition of charges on all ships and craft using the harbor; whereas such addition to the charges of the port will prove a serious hindrance to the trade thereof; whereas the Dominion Government has encouraged, by a wise and liberal expenditure on the canals, on the channel of the St. Lawrence and on aids to navigation, the development of the carrying trade of the cauntry by the national waterway, and whereas the object of such expenditure will be partly defeated if the Montreal harbor dues are not abolished;

"Therefore resolved, that in the opinion of the council of the Montreal Board of Trade, the time has arrived when the Dominion Government should assume the obligations of the Montreal harbor commissioners and the cost of maintaining the port, in order that the trade of the country, so large a proportion of which passes through Montreal, may forever be free from the harbor charges now imposed to meet the obligatians of the Harbor Board."

Reports were received from the Provincial Legislation Committee with regard to bills before the Legislature, relating to insurance companies and trust companies. The report ran as follows:

"That the Provincial Insurance Act, being entirely inadequate to protect the community against the loss which would be involved by the sudden failure of insurance companies with small paid-up capitals, it should be replaced by improved legislation on the lines of the Dominion Act; that if the introduction of such legislation is not considered advisable at this session of the Legislature the immediate adoption of such amendments to the statutes of the province is urged as will render impossible the passage of the bills providing for the incorporation of insurance companies now before the Provincial Legislature. As an instance of the need for legislation for the protection of insurers, it may be mentioned that so many small insurance companies, fire and life, have had to give up business that the superintendent of insurance has recently advised the Dominion Government to insist upon a very large paid-up capital before permitting a company to carry on business, and this although the present law provides that such companies must, before the issue of the Government license, deposit with the Minister, in good securities, the sum of $50,000; moreover, the Dominion Government will not grant a license to any company to carry on life, fire, accident, health, guarantee, annuity and endowment insurance."

IN THE LEGAL COURTS.

The litigation between Mr. Saunby, miller, London, and that city still goes on merrily. The Supreme Court reversed the judgments of the two inferior courts and gave their decision in favor of the city by a majority of three to two. Mr. Saunby has now taken the case to the Privy Council and judgment is expected to be given in July. The dispute has reference to the building of a dam by the city and the consequent loss of power to Mr. Saunby's mill.

APITEZO—THE NEW BISCUIT CEREAL.

Apitezo—the American Cereal Co.'s new product—which has met with popularity in the United States, is being successfully introduced in Ontario by Henry Wright, the company's agent.

Apitezo is made of selected cereals and is called the "Iron Food" because of the plant iron it contains. This is the same iron that is found in vegetables, such as peas, beans and spinach, but in much greater proportion in Apitezo. This plant iron is the only food element in the world known to make the red or vital property of the blood. Apitezo is cooked ready to eat, comes in crisp, brown biscuits and can be served crisp or soft, as desired.

DON'T CHEAT YOUR WORK.

An employer of thousands of men was asked what thing in all his large operations gave him the most concern. "The man who does a little less than is expected of him," was the reply. "He is the dangerous factor in all business. The absolute failure we readily discover and discharge, but the 'almosts' escape detection for months and often for years, and they make our losses as well as our fears," and with a very serious smile he added, "The drip in business is worse than the leak."

Thousands of men fancy they are fulfilling their duty to their employers and to their tasks by keeping hours and performing just enough to hold on to their positions. They have an idea that to do more would be to give larger service than their compensation required. They object to what they believe would be extra values. "The old man sha'n't get more than he's paying for," is the vernacular.

Possibly it never strikes these trimmers that in cheating their work they are doing double damage; they are injuring their employers much, but they are robbing themselves more; they are, in fact, losing everything in life that is worth while. They fare worse than if they did nothing at all, for time with all its precious values slips entirely from them and leaves no substance or satisfaction. Half doing soon brings undoing. It is the nine-tenths doing or the ninety-nine one-hundredths doing that bleeds business and saps character.—Saturday Evening Post.

B. Cottam & Co., of London, are about to move into larger premises

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., April 20, 1905

LAST Thursday the first prosecution took place under the new Act licensing commercial travelers. Mr. John Hughes, representing J. L. Nichols Co., of Toronto, was the defendant. Mr. Hughes now carries a blue paper as a souvenir of his visit to this province. He stated to the magistrate when his case was called, that he had been in the Maritime Province recently and had not heard of the new law. As it was the first case, the magistrate ordered a withdrawal of the charge on condition that Mr. Hughes would suspend operations for the present. This he did, appointing a local representative and leaving for the east, where licenses are not required from the unfortunate traveling man.

* * *

Had it been "way down east" that dimes were tampered with to defraud one might not have been surprised, but that an uprising was almost precipitated in British Columbia, where but a few short years ago the advent of the "short bit," as the ten cent piece was called in distinction from the half of 25c. or the two-bit piece as the quarter is called to this day, is hardly to be believed. A number of these doctored coins have been circulating, and from the style of the work, experts lay it to the skill of Orientals. The coins are split and the inside hollowed out cleverly, and then filled with base metal and soldered together again. This is so cleverly done that the detection of the fraud is difficult. The coins detected were King Edward issue, 1902.

* * *

The White Pass Railway officials in Vancouver have received late advices from the north that the Yukon River is opening. On the 11th the ice moved out of the river opposite White Horse. Of course it will be later when it goes out of Lake Lebarge, but the lower river always opens before the lake. The ice in the latter is very thin this year and will likely go out early next month so that navigation will be open clear from White Horse to Dawson before many weeks.

In 1902 the breakup took place on April 21; in 1903, on May 2, and in 1904 on April 25. At Dawson the ice began to move in 1902 on May 13, in 1903 on May 11, and in 1904 on May 7.

* * *

The Victoria Rochdale Co-operative Association, Limited, have been incorporated in Victoria to carry on general business. A number of well-known Victorians are among the promoters, and the Rochdale system will be tried at an early date. The promoters are confident of success.

* *

R. G. Buchanan, who joined the Woodward Departmental Stores, Limited, in Vancouver when that concern was formed, and closed his own business to do so, has withdrawn and is again setting up on his own account in the old line of crockery and house furnishings, under the style of R. G. Buchanan & Co. He has secured premises on Granville street in a new store on the west side and north from the Hotel Vancouver.

* * *

Australian fruits and produce were represented much more liberally in the cargo of the Miowera, which arrived last Thursday from the Orient, than was anticipated. The shipments of fruit were grapes, pears and apples, the former being most in quantity. Altogether there were sixty tons of fruit and the consignments arrived in better shape than any other shipments of fruit from Australia have ever reached this coast. The system of cold storage has been changed, which accounts for the improvement. The former method was to force cold air into the chambers in which the fruit was stored. As a result it "sweated" in the package and spoiled. Now, however, the temperature is lowered by means of a brine-freezing mixture forced through coils in the chamber, and the process does not disturb the atmosphere in the compartments. This has had the result of avoid-

When it comes to Things to Eat!

Does not every Consumer wish the Best for his own Plate?

Clark's Sliced Smoked Beef

Is the Best to be had

GROCERS, PLEASE TAKE NOTICE:—

WE HAVE THE BEST COCOANUT IN CANADA

We have most up-to-date machinery, and are turning out the finest cocoanut on sale. "White Dove" brand is what you should ask for and insist upon getting Send a trial order—Convince yourself.

W. P. DOWNEY, 26 St. Peter St., MONTREAL

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS COCOA

"QUEEN" BRAND CATSUP

A High-Grade Catsup at a Low Price.
Quality equal to the Best.
Put up in 12-oz. bottles; 1 dozen in a case
Attractive, Pleasing and Profitable.
Ask your Wholesale House for it or write
BELLEVILLE CANNING COMPANY, - - - BELLEVILLE, ONT.

TRADE MARK
This design a guarantee of quality

Heavy Red-Brown Wrapping
FOR EXPRESS PARCELS. STRONG, TOUGH AND STIFF
SAMPLES AND PRICES GLADLY SENT.
CANADA PAPER CO. LIMITED
TORONTO MONTREAL

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

AGENCY WANTED.

WANTED—Manufacturers' agent in Montreal having good connection with wholesale and retail trade wants agency for canning factory not in the combine, desiring to place their goods on this market. Address Box M, CANADIAN GROCER, Montreal. (18)

SITUATION WANTED.

BY energetic grocery clerk, situation as traveller for city or road. Ten years' experience behind counter, strictly temperate; reference. Box 240, Canadian Grocer, Toronto. (17)

TEA—Englishman (30) having had 15 years' wide experience in wholesale tea trade is desirous of treating with really first-class house in Canada (Winnipeg or Toronto preferred), for position of buyer and blender. Highest credentials. Replies treated strictly confidential. Address "Blender," Canadian Grocer Office, Montreal. (18)

BUSINESS CHANCES.

THE LOCATORS—W. B. Herbert, General Manager. Largest business brokers in Canada, 62 and 63 Merchants Bank Building, Winnipeg.

GROCERY store for sale in Winnipeg, situated in the busy centre. Rent, fifty-five including house; price four hundred and seventy-five; three hundred cash. Locators, Winnipeg.

GROCERY—Winnipeg business; stock four hundred; will sell for half cash. Locators, Winnipeg.

GROCERY—Winnipeg; annual turnover seven thousand; seven hundred cash. Write The Locators, Winnipeg.

GROCERY, clothing, boots and shoes, in fine Manitoba town; stock $4,500; well established business; Terms twenty-three hundred cash, twenty-one hundred on easy terms. The Locators, Winnipeg.



Any quantity of fish shipped. ADDRESS—Mail P. O. Box 791, WINNIPEG, Man.

ing the failure which was caused by the cold draft method.

* * *

About 90 tons of onions arrived from Australia by the same steamer, and they were in excellent condition. They are being marketed at about the same prices as paid for California onions, perhaps a half-cent better. The prices run about 5 to 5½c. per lb. Local onions are out of the market almost.

A few new potatoes from California were received last week, but they came on special order and were sold at 5c. per lb. Local receipts are much freer since cold weather passed, as up-country and up-river stocks have been forwarded.

* * *

Prediction is a dangerous role. But it is hardly a prediction to state that this will be the banner year for British Columbia dairy produce. Already the number of creameries has increased so much that the local product is a distinct factor in the market. This year, early as it is yet in the season, the quantity being marketed is very large. Add to that the fact that a fine and warm Spring has advanced the pastures till cows are now being fed on the fields of clover entirely and are giving an extraordinary flow of milk, and it is to be expected that the output from the rapidly-increasing number of ranches of the lower mainland will greatly exceed former seasons.

Local butter is still fairly firm at 30c. but dairy make is coming in freely, and with that the creamery will fall a little. The California stock which has been in the market is a little cheaper this week because the Australian or New Zealand stock which arrived ex Miowera takes the lead as fancy stock. The latter brings a better price, but the whole range is within 27 to 28c.

* * *

Local green vegetables, bunch lettuce, radishes, green onions, etc., are very liberally offered and prices are extremely low. From 25 to 35c. per dozen bunches covers the jobbing rate. California celery is dear at $1.10 per dozen.

GOOD MAPLE SUGAR CROP.

D. Rattray & Sons, of Montreal and Quebec, who are the largest handlers of maple sugar in Canada for the American market, which buys the bulk of the Canadian crop, tell us that about a month ago the appearances were very poor for a good crop, but that owing to the favorable weather of the last three weeks not only will there be a large crop but one of fine quality. Beauce and Dorchester, the largest producing counties, have large crops, and there is also a good crop throughout L'Islet, Kamouraska and other counties in the Beauce district. Prices on the new crop have not been named as yet, as the bulk of the sugar will not be marketed until towards the end of May, but they are expected to be moderate.

CATALOGUES, BOOKLETS, ETC.

The Stovel Co., Winnipeg, are getting out a handy pocket map of Manitoba by the "cerotype" or wax process. It is printed in eight colors, has an alphabetical index of every post office and railway station in Manitoba and is altogether a valuable map of the province to date.

STRONG DURABLE LIGHT



POROUS AND CHEAP

WE ASSORT TO ORDER
Flower Pots, Fern Pans,
and Saucers, to suit the convenience of individual buyers
Our No. 1 Assortment at $5.10
Our No. 2 " " at $4.15
are made up from long acquaintance with the general need. All ready crated for rush orders.
The FOSTER POTTERY CO.
HAMILTON. Limited



This plan is slow and not very sure.
Wilson's Fly Pads
Will kill millions and do it quickly.
10 Cents
Stock the kind the housekeepers ask for.
Avoid poor imitations.

COMMON SENSE
KILLS {Roaches and Bed-Bugs / Rats and Mice
All Dealers and 381 Queen St. W.
TORONTO, ONT.
Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.
Write for prices.

SALT SALT
TABLE, DAIRY AND CHEESE SALTS
FINE AND COARSE SALTS IN SACKS AND BARRELS
LAND SALT
C. R. COOPER
Toronto Salt Works
TORONTO, ONT.
AGENTS FOR THE DOMINION SALT AGENCY

Blue Ribbon *Ceylon* Tea

Has any **Grocer** ever felt that the men behind **Blue Ribbon Tea** were losing their **faith** in it? their **zeal** for it?

And has any **Grocer** ever **found** his **customers growing tired** of **Blue Ribbon Tea?**

What other tea in package form has **endured** better?

Blue Ribbon Tea is a **standard tea** by which **others** are **compared.** So good is it that its **40-cent grade** has been **declared** to be **worth 50 cents.**

Therefore, we **urge you** to **push** the **Red Label** — **our 40-cent line.**

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons

Hamilton Pottery **HAMILTON, ONT.**

B. H. M.

CHINA

For June Weddings

We can confidently recommend

"The Jackson"

Assortment as containing articles that **sell.**
Handsomely decorated

Salads,
Fruit Sets,
Cake Plates,
Celery Dishes,
Spoon Trays, &c., &c.

Write for SPECIAL DISCOUNT

BARNARD & HOLLAND CO.

NEW ADDRESS
"CORISTINE BUILDING"

MONTREAL

MANITOBA MARKETS.

Special Report from the Winnipeg Office of THE CANADIAN GROCER.

Quotations corrected by telegrapb up to 12 a.m. Thursday, April 27th, 1905.

BUSINESS continues brisk. There is a heavy movement of goods, and not much change in values. Sugar continues very firm at the recent advance in Winnipeg, but no further advance has been made for points west of Portage La Prairie. Some advances have been made in spices. Pepper has been very firm for some time, and local prices have now been advanced to 28 cents for white pepper and 20 cents for black. Cassia and ginger have also been marked up to 18 cents. Coffee is weaker, and local prices are declining.

Sugar.

No further change in sugar is reported at time of writing. As noted before, the recent advance in Winnipeg does not apply to points west of Portage La Prairie. We quote:

Montreal granulated, in bbls	6 40
" " in sacks	6 35
" yellow, in bbls	5 90
" " in sacks	5 85
Wallaceburg, in bbls	6 30
" in sacks	6 25
Icing sugar in bbls	7 00
" " in boxes	7 20
" " in small quantities	7 60
Powdered sugar, in bbls	6 80
" " in boxes	7 00
" " in small quantities	7 25
Lump, hard, in bbls	7 10
" " in ½-bbls	7 20
" " in 100-lb cases	7 10

Canned Goods.

There is a seasonable movement in canned goods, and prices are steady. We quote as follows:

Appies, 3's, 2 doz. cases, per case	2 15	2 20
Cherries, red pitted, 2's, 2 doz		4 40
Currants, red, 2 doz. cases, per case		3 35
" black, " "		3 75
Gooseberries, " "		3 50
Lawtonberries, 2's, " "		3 35
Pears (Bartletts), " "		3 50
Peaches, 2's, " "		3 75
" 3's, " "		3 75
Raspberries, red, " "		2 90
" black, " "		3 00
Strawberries, " "		3 50
Plums, Lombard, 2 doz. per case		2 35
" green gages, 2 doz. case, per case		2 50
Tomatoes, 3's, per 2 doz. cases	2 85	3 00
Corn, 2's " "		2 50
Peas, 2's " "		1 90
Beans, 2's " "	1 90	1 95
Salmon, finest sockeye, per case		7 00
" bumpback, "		3 75
" cohoes, "		5 25
Boneless chicken, lb. tins, per doz		3 5
" turkey " "		3 25
" ducks " "		3 25

Spices.

Pepper has been advanced because of the continued strength of primary markets. New quotations will be noted below. Advances in cassia and ginger are also recorded. We quote:

Pepper, black, per lb	0 20
" white, "	0 28
Cayenne, "	0 21
Cloves, ground "	0 25
Cassia, "	0 18
Allspice, "	0 14
Ginger, "	0 18
Cloves, whole	0 25

Rice, Tapioca, Etc.

Firm, but no quotable change. Prices are:

Rangoon rice, per lb	0 03½	0 03¾
Patna "		0 04¼
Tapioca, per lb		0 03¼
Sago, "		0 03¼

Pot and Pearl Barley.

As noted last week, pot barley has been advanced about 25 cents per sack. Prices are as follows:

Pot barley, per sack	2 45
Pearl barley, per half sack (49 lbs)	1 70
" " sack	3 40

Syrups and Molasses.

There is no change in the situation. Barbadoes molasses is reported very firm. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 40
" " 5-lb tins, per 1 "	2 70
" " 10-lb tins, per ½ "	2 50
" " 20-lb tins, per ¼ "	2 40
" " ½ barrel, per lb	0 03¼
" " Sugar syrup, per lb	0 03½
Barbadoes molasses in ½-bbls. per lb	0 04
New Orleans molasses in ½-bbls, per lb	0 02½
" " in barrels	0 02½
Porto Rico molasses in ½-bbls., per bbl	0 04½

Coffee.

The coffee market continues easy in tendency, and the result is seen in local prices. We now quote:

Green Rio, per lb	0 10½	0 10½
Roasted, per lb		0 13

Cocoa and Chocolate.

The price of Baker's chocolate in 1-2-lb packages is 37c., and 1-4 and 1-2-lb. packages of cocoa are sold at 42c. per lb.

Jam.

Upton's jam is quoted at 50c. per pail in Winnipeg. The Brandon price is 52c., the price in Calgary and Lethbridge, 57c., and the Edmonton price, 60c.

Tobacco.

As noted last week, there has been an advance in Tuckett's tobaccos. New prices are repeated this week:

T. and B. plugs, 3's, 4's and 9 s, per lb	0 77
"Lily" plugs, per lb	0 69
"Crescent," per lb	0 66
Cut tobaccos, in 1-12 lb. package, per lb	0 89
" " in 1-5 lb. pouches, "	0 91
" " in ½ lb. tins	0 90
" " in 1 lb. tins	0 86

Nuts.

Still quoted as follows:

Almonds, per lb	0 12½
" (shelled), per lb	0 28
Filberts	0 11
Peanuts,	0 11½
Jumbos	0 14
Walnut, per lb	0 12
" (shelled) "	0 25
Pecans, per lb	0 16
Brazils, per lb	0 16

Foreign Dried Fruits.

Market continues firm and active. We quote:

Valencia raisins, Trenor's, per case f.o.s		2 00
" selects		2 20
" layers		2 25
California raisins, muscatels, 3 crown, per lb		0 06½
" " " 4 "		0 07½
" " choice seeded in ½-lb packages per package		0 06½
" " choice seeded in 1-lb packages per package	0 08	0 08½
" " fancy seeded, 1-lb. packages, per package		0 09½
Prunes, 90-100 per lb		0 04½
" 80-90 "		0 04½
" 70-80 "		0 05½
" 60-70 "		0 05½
" 50-60 "		0 06½
" 40-50 "		0 07½
" silver "		0 08½
Currants, uncleaned, loose pack, per lb		0 05½
" dry cleaned, Filiatras, per lb		0 06½
" wet cleaned, per lb		0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb		0 06½
" Vostizzas, uncleaned		0 06½
Dates, new per lb		0 05
Figs, cooking in bags, per lb	0 03½	0 04
Apricots, choice, in 25-lb. boxes, per lb		0 13½
" standard, " "		0 12½
Peaches, choice, " "		0 12½
" standard " "		0 12
Pears, (choice halves) " "		0 12½
Nectarines, choice " "		0 11
Plums, choice (dark pitted) per lb		0 10½
Candied Peel—Lemon peel, per lb		0 09
Orange "		0 09½
Citron "		0 14

Evaporated Apples.

Prices are firmly maintained, as stocks are not very large. We quote:

Evaporated apples (new), 50-lb. cases	0 07½
" " 25-lb. cases	0 08

Beans.

Hand-picked beans are quoted at $2.10 to $2.15 per bushel, and the ordinary grade at $2.

Fish and Oysters.

Lenten trade was very active, but there has been a considerable decline in sales since its close. Prices are:

Lake Winnipeg whitefish, per lb		0 06
Slave Lake whitefish "	0 07	0 07½
Yellow pike (pickerel) "		0 05
Lake Superior trout "		0 08½
Lake Superior loose frozen herring "	0 03	0 03½
Tubbees "		0 04
Gold eyes "		0 03
Blue fish "		0 18
Mackerel "		0 15
Red snapper "		0 15
B.C. salmon (case lots 9c.) "		0 09½
Halibut "		0 08½
Jack fish "		0 03½
Tomicods "		0 05
Hake "		0 07
Perch "		0 04½
Eels "		0 08
Cod, steak size "		0 08
Cod, market size "		0 07
Flounders "		0 05
Haddock "		0 08
Atlantic smelts, extra, 20-lb. boxes "		0 12
" No. 1, " " "		0 08½
" No. 2, " " "		0 07½
"Halifax" brand salt cod, fish cakes 24-1's "		0 11
"Acadia" " " " 20-1's "		0 09
"Bluenose " " " " 20-1's "		0 07
"Acadia" " " 2-lb. boxes "		0 09
" " " 4-lb. " "		0 09
" " shredded, 24 cartons, per bx.		2 00
" " " hulk, in 15-lb. boxs.		0 08
Large Labrador and Nfld. salt herrings per 100 lb.		5 00
" " " " per 20-lb. pail		1 20
Salt mackerel, in 20 or 30-lb. pails		0 12½
innanhaddie, in 15 or 30-lb. boxes		0 08
Smoked halibut strips		0 11
Kippered gold eyes, per doz		0 50
Yarmouth bloaters, 60 in box, per box		1 75
Lobsters, fresh boiled, per lb		0 25
Sbrimps, large size, per quart		0 60
Caviar, extra, small jars, per jar		0 40
Frog legs, 6 doz. in box, per doz		0 40
Oysters, standard, per gallon		2 00
" select, "	2 15	2 25

Breakfast Cereals.

Oatmeal is still selling at prices which are very low considering the state of outside markets. We quote:

Rolled Oats, 80-lb. sacks, per cwt	1 95
40-lb. " "	2 00
20-lb. " "	2 05
8-lb. " "	2 40
Cornmeal, in sacks, per cwt	1 55
" in ½ sacks, "	1 55

Buckwheat Flour.

Price is $1.70 per half sack.

Maple Products.

New maple syrup from Sutton, Quebec, in 5-gallon tins, is selling at $5. Sugar in quarter and half-pound cakes is selling at $3 per 25-lb. box.

Honey.

Prices are as follows:

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, 8 in case, per tin	1 00
" " 60-lb tins, per lb	0 07
Fancy comb honey, 2 doz. to the case, per doz	2 50

Eggs.

The jobbing houses are receiving large supplies of eggs. Last week as high as 12 cents was paid at country points. But with larger supplies the prevailing price this week is 11 1-2 cents.

Red Feather



Ceylon Tea

BLACK - GREEN - MIXED

One price and always the same quality. Blended by experts in a scientific way. It's a tea of merit and is well advertised, easily sold and sure to please.

One grade only. Retails at 40 cents

RED FEATHER TEA CO., TORONTO

STRAWBERRIES

First car from North Carolina will arrive

Tuesday, May 3, '05

McWILLIAM Mc. AND E. EVERIST

TORONTO, - - ONTARIO

New Egyptian Onions

New Cabbage

New Potatoes

Tomatoes, Asparagus, Cucumbers, Spinach, Lettuce, Radishes, etc., arrive daily.

DANVER ONIONS

We have received a car of Yellow Danver Onions in bushel boxes.

$1.50 per Box.

is our price to the trade.

SEE OUR PINEAPPLES

The price is right and the quality excellent.

We receive daily supplies of early vegetables.

The Distributors' Company,
LIMITED

Head Office: 82 Colborne St., TORONTO

Distributing Points:

WINONA, GRIMSBY, BEAMSVILLE, ST. CATHARINES, CLARKSON, WINNIPEG.

GREEN FRUITS AND VEGETABLES

The outlook for fruit this year is splendid. The peach trees Wintered well, and from present indications there will likely be a big crop.

* * *

Almost the entire peach crop of Northeast Georgia was killed by the freeze of April 16. The peach crop as well as truck and other tender vegetation has been seriously damaged in other sections of the state.

* * *

Canada stands in the very front rank of exhibitors at the fruit exhibition now being held in London, Eng., under the auspices of the Royal Horticultural Society, her display of bottled fruits and vegetables being the finest ever seen in London.

* * *

The "strawberry weevil" is reported to be doing considerable damage this year to the North Carolina berry crop. Heavy frosts during the week have also inflicted more or less damage on the fruit and vegetable crops throughout the Southern States.

* * *

The apple-growing district of King's County, Nova Scotia, is to have an up-to-date plant for utilizing fruit unsuited to the English market. A company has been capitalized at $100,000 and a factory will be erected at Port Williams Station during the coming Summer for the manufacture of evaporated apples, vinegar, jellies, etc.

* * *

Fruit growers in the Niagara district report that the cold weather which has prevailed for the past few days has not damaged the trees in the least. Instead of being harmful it is rather a benefit, as the buds have not formed sufficiently for any hurt to come to them from frost. The cold stops the flow of sap in the trees and retards growth and for this reason there is less danger from frosts later on.

American Dried Fruits in Europe.

(From United States Consul-General Cheater, Budapest, Hungary)

The alertness of the Germans is doing everything to place as many hindrances as possible on the German frontier to the admission of undesirable industrial or agricultural products. It is especially attending to American dried fruits, which are often found fault with, owing to high content of sulphurous acid, due to their strong exposure to sulphur. Lately the Crefeld Food Inspection Station reported that of 47 shipments of dried fruit of American origin, it had to reject 37 for superfluous sulphurization, because they exceeded the amount of sulphurous acid content licensed by the Prussian Minister of Agriculture. This is instructive for Hungarians, too, as American fruits are being sold in Hungary which make a fine showing, but are less healthful.

It is evident that there is a good market for American dried fruits in Hungary so long as the "Prussian system" is kept at a distance by the Hungarian domestic competitors.

Winter Apples for Mexico.

Mr. A. W. Donly, Canadian agent in Mexico, informs the Canadian public that our winter apples will find a good market there if carefully selected and packed. Fruit must be uniform in size, and each apple must be wrapped in tissue paper. Medium-size boxes, and not barrels, should be used. Mexico imports $400,000 of boxes and box shooks a year. One Canadian firm is reaching out for this trade, and, in spite of high freight rates, and having to ship via New York, is meeting with considerable success. Could a freight rate of 25 cents per hundred pounds be secured Canada could control the market. The present rate is somewhat over 90 cents per hundred pounds.

Ontario Markets.

GREEN FRUITS.

Toronto, April 27, 1905.

As an evidence of the very satisfactory Easter trade in green fruit repeat orders are already being freely received by the wholesale fruit houses. Oranges are firm with prospects pointing to a high market all season. The quality of the fruit, however, has never been so good at this season as it is this year. Mediterranean sweets are arriving on the market and are being quoted at $3.50 to $4. The banana business has been slow, particularly in green stock; in fact, there have been more bananas in green shape on the local market this week than the wholesale trade could handle with convenience owing to the cool weather. Seven hand bunches are selling in a jobbing way off track at from 65c. to 75c.

Pines are 50c. easier than they were last week and sweet potatoes 25c. Grape fruit is 50c. higher.

The first direct steamer from Mediterranean ports will have landed in Montreal by the time this week's issue of The Grocer reaches its readers. Owing to light supplies of lemons a few cars are being bought in New York from the steamer Jacona's cargo for immediate requirements.

Strawberries are coming daily, and Louisiana fruit will be replaced this

week by North Carolina stock which will arrive regularly from now on until the Baltimores start. We quote as follows:

Bahama grape fruit		5 00
Havana pines per case	4 00	4 50
California navel oranges, per box	3 50	4 50
Oranges, Mediterranean sweets, per box	3 50	4 01
New messina lemons, 300's, per box	2 25	2 75
" " 360's, per box	2 25	2 50
Bananas, large bunches, crated	1 50	2 00
Bananas, 8's, per bunch, crated	1 00	1 25
Bananas, 7-hand bunches, off track	0 65	0 75
Apples, Winter varieties	1 25	3 50
Sweet potatoes, bush. crates	2 75	3 00
Cranberries, Jerseys	7 50	8 00
" per case		2 50
North Carolina strawberries, per quart	0 20	0 21
Figs in layers, per lb	0 09	0 11

(Just as we go to press the Jacona is reported at Cape Breton.)

VEGETABLES.

A quiet market in domestic vegetables and active business in imported green vegetables are reported for the week. A scarcity of potatoes was noted last week but supplies are now coming more freely; prices, however, are somewhat firmer than they were a week ago. Southern cabbage is in evidence this week and prices have dropped to $3.25 and $3.50 per crate. Egg plants are also down from $2 to $3 per crate. Green peppers are off the market. Florida celery is selling at $3.75 per case. Bermuda onions are down 75c. and Egyptian onions 25c. Kale is seen on the market this week and is quoted at from $1.75 to $2 per bbl. Radishes are selling at 40c. per doz. bunches.

Greenhouse lettuce, per dozen bunches		0 25
Greenhouse radishes, per doz. bunches	0 40	0 50
Dry Mint, per doz bunches		0 20
Parsley, " "		0 20
Sage, per doz.		0 20
Savoury, per doz		0 15
Carrots, per bag		0 60
Beets, per bu.		0 60
Beets, per bag		0 75
Dry Onions, per bag	2 25	2 50
Dry Onions, per basket		0 60
Bermuda onions, per crate		2 25
Egyptian onions, per crate		4 00
Green house water cress, per doz.		0 25
Potatoes, carlots on track Toronto, per bag	0 60	0 75
Potatoes, per bag		0 75
" car lots, Eastern	0 65	0 70
Parsnips, per bag		0 75
Cabbage, per doz	0 45	0 75
Cabbage in bulk, per lb		0 01½
Turnips, per bag	0 30	0 35
Florida celery, per case		3 75
Hothouse cucumbers, per doz.		1 75
Oyster plant, per bu.		1 25
Greenhouse rhubarb, per doz	0 75	1 00
" onions, large bunches		0 50
" " per doz.		0 15
Southern rhubarb, per bush box	1 25	1 50
Florida tomatoes, per case		5 50
New beets, per doz. bunches		1 00
Spinach, per bush. hamper	0 80	0 90
Asparagus, per doz. bunches		1 75
Mushrooms, Illinois, per lb	0 80	0 90
Bermuda potatoes, per bush		2 75
New carrots, per doz. bunches		1 00
Waxed beans, per bush box		3 50
New Orleans cabbage, per bbl. crate	3 25	3 50
Egg plants, per bush. crate	4 00	5 00
Kale, per bbl	1 75	2 00
New radishes, per doz. bunches		0 40

Quebec Markets.

GREEN FRUITS.

Last week's trade was fair in all lines on account of Easter, but this week will be quiet. There has been a great demand for California navel oranges but the supplies were light. Dealers are now awaiting the arrival of direct Mediterranean steamers, some of these having large cargoes of fruits. The Jacona is expected at the end of the week with a consignment af green fruits. The sale of bananas is quiet generally. A heavy shipment of pincapples is also coming. There is a feeling that the trade will greatly gain in activity within a few weeks.

Bermuda Onions

We have been appointed distributing agents for the Bermuda Government for Bermuda Onions.

Our Price—$1.90 per crate, can be retailed at 5c. lb.

Egyptian Onions

In sacks 110 lbs. Get our price before buying.

WHITE & CO., 64 FRONT ST. E., TORONTO

FRUIT, PRODUCE AND FISH PHONE, MAIN 4106

W. B. STRINGER J. J. McCABE

OUR RETAIL SELECTING DEP'T.

is getting to be the popular source for the Country Retailer's Fruit supply—it pays to have us select your fruit on this market. Are you in line? If not, send us a trial order.

W. B. STRINGER & CO. Fruit Brokers, 61 Front East, TORONTO.

EXTRA FANCY

Ripe Bananas, cheap.

"Golden Orange" brand Navels

Best Navel Oranges packed.

This brand is packed EXCLUSIVELY FOR US IN CANADA

Send us your orders and get the BEST.

HUGH WALKER & SON, GUELPH, ONT.

F. T. James Co.

LIMITED

76 Colborne Street, TORONTO

We have added to our Fish and Oyster Business

A Fruit Department

Under the care of the Husband Brothers, late of Husband Bros. & Co.

Inspect our Stock.

The Prices are right.

FRUIT AGENCY WANTED IN BRITAIN

Green and Canned, not Jams

House, with **20 years' connection**, in N.E. of England wants sole selling agency for that district. Unimpeachable business and bank references given. Only first-class firms represented.

J. W. LEAKE, - SCARBOROUGH

30 BARWICK STREET

Tel. Ad. "Leake, Scarborough."

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886

Bananas	1 50	2 00
Cocoanuts, per bag of 100		3 50
Pineapples, 24 to case		4 50
" 30 to case		4 00
Cranberries, finest dark		11 00
" dark		9 50
Jamaica grape fruit, per box		4 00
Florida oranges, per box		4 00
Florida grape fruit, per box		5 00
California navel oranges, per box	3 50	4 00
New Messina lemons 300's	1 75	2 50
" " " 360's		2 00

The **DAWSON Commission Co., Limited**

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets. TORONTO

DRIED APPLES

We pay highest market prices for bright dry quarters and make prompt remittance.

The W. A. GIBB CO.

Packers and Exporters

5 and 7 Market St., HAMILTON

A Delicious Cup of Coffee

Our 1-lb. tin ***"CLUB"*** brand ***COFFEE*** at ***33*** cents per lb. is without question the best value on the market. WE know it, YOU can prove it by asking us to send you sample—test it yourself. Supplied either whole roasted, or ground.

Cultivate your coffee trade, it will pay you, by buying the best—***"CLUB" BRAND.***

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

When you hand your customers a package of

San-Toy Starch

You're sure to please them, and You are sure to have them come back asking for it the next wash day.

At all Jobbers or direct from

J H MAIDEN
MONTREAL

3 Lines to Sell

Sutton's Ammonia Essences

(Worcester)

Sauce

Write for list and particulars to

G. F. SUTTON SONS & CO.
KING'S CROSS
London, Eng.

Apples Winter varieties	2 50	5 00
Sweet potatoes, per bbl.	....	6 00
Almeria grapes, per bbl	8 00	9 00
Tomatoes, Floridas, crate	5 00	5 50
Lettuce, Boston	....	1 35
Strawberries	....	0 40
Florida celery	....	4 75

VEGETABLES.

Trade was fair and active last week owing to Easter. The demand was good in all lines. There are little hopes to do much business this week, but dealers think that trade will greatly improve as soon as steamers begin to arrive. We note a few changes in prices.

Florida tomatoes, crate	....	6 00
" celery "	....	5 50
" cucumbers, basket	....	5 50
Hot-house " per doz	....	1 75
Bermuda onions, per box	....	2 25
New cabbage, per crate	....	3 00
Green and wax beans	....	4 50
Asparagus, doz. bunches	6 00	7 50
Potatoes, carlots	0 50	0 55
Less than carlots	0 55	0 65
Bunch lettuce, per doz. bunches	....	0 75
Radishes, per doz. bunches	....	0 50
Mushrooms, per lb	....	0 90
Mint, per doz. bunches	....	0 20
Parsley, " "	0 35	0 75
Sage, per doz	....	1 00
Savory, per doz	....	1 00
Beets, new, per doz	....	1 00
Egg plant, per dozen	....	2 00
Green onions, per doz	....	0 15
Spanish onions, large cases, per case	....	4 50
Red onions, per lb. 3½c., per bbl	....	5 00
Yellow onions, in 80-lb. bags, per bag	....	2 50
Green house water cress, per doz	....	0 50
Green cucumbers, per bush, hamper	....	1 25
" per half bushel hamper	0 60	0 75
" per bbl	....	3 50
" per doz	0 40	0 50
Green cabbage, per bbl	....	1 75
" beans, per basket	1 00	1 20
Waxed beans, per bush	....	1 05
Cauliflowers, home grown, per doz	....	1 75
Green peppers, per basket	....	0 75
Canadian celery, per doz	....	0 75
Spinach, per bbl	....	2 50
Cucumbers, per doz	....	2 00

Manitoba Markets.

GREEN FRUITS

Strawberries are arriving daily by express and prices for same are quoted below. We quote:

Oranges, fancy Washington navels, 96's and 112's, per case		3 00
Oranges, fancy Washington navels 126's, per case		3 75
Oranges, fancy Washington navels, 150's to 250's		4 00
Bitter oranges (for marmalade), 200's, 240's		2 50
Lemons, fancy California, 300's to 360's, per case (10c. off 5 case lots of oranges and lemons).		4 00
Bananas, fancy Limons, per bunch	2 50	3 00
Apples, fancy XXX Spies, per bbl.		6 00
" fancy XX Spies, "		4 50
Pineapples, per doz	3 50	4 00
Strawberries, quarts, 2 doz. in case, per case		6 50
" pints 2 " " "		4 00

VEGETABLES.

We quote:

Native onions, per lb		0 04
Carrots, per bush		0 40
Beets, "		0 80
Turnips "		0 40
Potatoes "		0 65
Celery, per doz		1 25
Florida tomatoes, per basket	1 00	1 10
Lettuce (small), per doz		0 40
" (large) "		0 80
Radishes (small) "		0 40
" (large) "		0 80
Parsley "		0 40
Mint "		0 45

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

The GRAY, YOUNG & SPARLING CO., Limited

Salt Manufacturers

Granted the highest awards in competition with other makes.

WINGHAM
Established 187



Sixty Years of Popularity

COX'S GELATINE may now be had in a new form as

COX'S INSTANT POWDERED GELATINE

It dissolves instantly in hot water. No trouble. Recipes in every box.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH.

BUY

Star Brand

COTTON CLOTHES LINES

— AND —

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them.



Lorimer's Worcester-shire Sauce

A High-grade English Sauce---good 25 cent value---to retail at 10 cents. Good money in it too for the grocer.

THE ROBERT GREIG CO., Limited
WHITE SWAN MILLS,
TORONTO

We have been telling you for some time past about the absolute safety of handling our

PURE MAPLE SYRUP

Some grocers have profited by what we have told them and are now satisfied that when they sell **Maple Syrup** they are giving their customers the **PUREST** made. Fall into line.

We are not **blenders** of syrups, and what we sell is **absolutely** the pure product of **maple sap.** Every package received by us from the farmer is analyzed, and if not found **pure** at once rejected. This should appeal to your business judgment.

Send for sample lot. Half-gallon and gallon tins.

THE GRIMM MFG. CO.

Manufacturers of Champion Maple Sugar Evaporator and Maple Sugar Makers' Supplies

MONTREAL

JERSEY CREAM YEAST CAKES

The only yeast with cream in it.

JERSEY CREAM YEAST CAKES
The yeast on the square.

To the Grocery Trade

GENTLEMEN :

Our travellers complain that they are met everywhere in Ontario with the statement, "It is difficult to get **JERSEY CREAM YEAST CAKES.**" They say even travellers who represent houses who handle our yeast say they do not keep it. While we very much prefer you to buy **OUR** Yeast Cakes from your regular wholesale grocer, we want you never to be out of it. You all know the difficulties we have had to contend with—a long, expensive law suit, men going around making all kinds of statements against our goods, post cards warning you not to handle our goods, our signs being torn down all over Ontario, etc., etc. With all this contemptible competition the sale of Jersey Cream Yeast Cakes has increased steadily month after month. If you like fair play and cannot get our yeast in regular channels, **WRITE US DIRECT.** Order a few articles to make up freight as there are so many that it makes no difference to you where you buy. Remember there is a certificate in each box that when you get ten you can procure a box of yeast from any wholesale grocer in Canada, free. This is taken from our advertising account. While we want you to buy direct from your wholesale grocer, who is allowed a fair profit, who also receives his full profit on free box, **IF YOU CANNOT GET IT FROM HIM,** order direct. Also bear in mind when you are asked for yeast, it pays best to sell Jersey Cream Yeast Cakes. **DO NOT SELL ANY OLD YEAST.** We will exchange all old yeast or pay you the cash for it.

We are, dear sirs, very truly yours,

Hamilton Yeast Co.

JERSEY CREAM YEAST CAKES
The yeast on the square.

JERSEY CREAM YEAST CAKES
The only yeast with cream in it.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

CHOCOLATE FOR COOKING

purposes should be the pure thing and unsweetened

Mott's Elite

fills the bill.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO. JOS. E. HUXLEY, WINNIPEG.

A TRADE WINNER FOR GROCERS.



The full flavor the delicious quality, and the absolute **purity of Lowney's Cocoa** distinguish it from all others. It is a **natural** product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the nutritive and digestible product of the **choicest** Cocoa Beans. A quick seller and a **profit** maker for dealers.

THE WALTER M. LOWNEY COMPANY,
No. 447 Commercial Street, **BOSTON, MASS.**
CANADIAN BRANCH: 530 St. Paul St., Montreal

Chocolate Again

Chocolate Wafers A unique little biscuit, coated with nothing but rich, pure chocolate; in much favor with those who want "something different." Money simply can't buy better goods. 16c. per lb.

Lemon Crisp An appetizing nibble, with the flavor of the refreshing lemon — a revelation in modern baking.

We have the goods and must have your trade— if we can get it :: ::

Imperial Biscuit Co. Limited
Biscuit and Confectionery Mnfrs.
GUELPH
Toronto Branch: 60 Front St. E.

It is English

So many sellers and users of Jams and Marmalades pay tribute to the high standard of the English-made product

Southwell's
Jams and Marmalades

are English and the Standard.

You sell them, of course.

FRANK MAGOR & CO.,
CANADIAN AGENTS
MONTREAL.

BISCUITS AND CONFECTIONERY

Retail Trade.

THE Easter trade has been exceptionally good. The quietness of the Lenten season has been followed by a reaction in which confectionery has played a prominent part. The holiday season provides unbounded possibilities to the candy stores. The city stores, in particular, have taken great advantage of their opportunities. The windows have been filled with the most alluring displays of sweets. The egg, which has become emblematic of Easter, has been imitated in confections of various degrees of excellence. Many windows have assumed an unwonted interest through the candy eggs and the chicks and rabbits which have been exhibited. The grocers are sharing extensively in the extra sales of the season.

Feature Crackers.

Crackers are good things to feature during the Summer months. They are a part of all outdoor social gatherings and for serving in the house have gained much popularity. If they were pushed energetically they would provide a highly profitable part of the business. Try some boxed goods and draw your customers' attention to them. A personal introduction to goods is usually followed by a sale. It will not be long before crackers will establish a hold among your customers which will extend to strangers. Be persistent in showing them. Crackers have a big sale now, enough to make it well worth your while to go after it. If you just throw your energy into it, for the next few months, this department will stand second to none in your store as profit getters.

Candy-Eating Nation.

REPORTS have recently come to hand to the effect that the candy manufacturing business in Mexico has received a decided impetus in the course of the last twelve months. Mexico, as a matter of fact, is one of the world's great sugar-producing countries, and cane sugar is the best for candy. The Mexicans themselves are large consumers of confectionery, or the candied fruits and other products which have largely occupied its place. The great abundance of luscious tropical fruits and vegetables growing there have already coupled the name of Mexico with sweets. For example, the camote or Mexican sweet potato, when baked is extremely sweet, and exudes a delicious syrup

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $1.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

45 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.



Trade-mark.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE COCOAS AND CHOCOLATES

No Chemicals are used in their manufacture.

Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use.

Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above trade-mark is on every package.

Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 86 St. Peter St., Montreal

NEW CROP MAPLE

Every can of Diamond Maple Syrup has a Guarantee of Purity label on it. The choicest syrup obtainable. The price is moderate. All jobbers.

Sugars Ltd., = Montreal



SHIRRIFF'S MARMALADES

"Imperial Scotch" and "Shredded" 1 and 2 lb. glass — 7 lb. tins.

IMPERIAL EXTRACT CO., TORONTO.

IRRESISTIBLY DELICIOUS



A QUICK, STEADY AND PROFITABLE ACCOUNT FOR ANY DEALER. ADVERTISED EVERYWHERE.

SPECIAL WHOLESALE AGENTS :—Howe McIntyre & Co., Montreal, Que.; D. H. Rennoldson, Montreal, Que.; Whitehead & Turner, Quebec, Que.; The F. J. Castle Co., Ottawa, Ont.; The Davidson & Hay, Limited, Toronto, Ont.; Balfour & Co., Hamilton, Ont.; Edward Adams & Co., London, Ont. W. S. Clawson, St. John, N.B.; Jason S. Creed, Halifax, N.S.; The Paulin Chambers Co., Winnipeg, Man.; Kelly, Douglas & Co., Vancouver, B.C. SEND FOR A SAMPLE.

LAMONT, CORLISS & CO., Agents, 27 Common St., MONTREAL

"They are all right." Brief, but satisfactory. This the good word that comes to us again and again from grocers who have become sellers of

PERFECTION CREAM SODAS

Praise such as this should "go" with other grocers who have not yet become "Perfection" sellers.

3-LB. CARDS OR TINS.

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

Mexican ladies, at their receptions and other social affairs, invariably have candy. Small trays of it are passed around from time to time, and it is even eaten by both sexes during the course of animated conversation. The high price of imported confections has hitherto been a drawback to the general consumption of this article, though the first great step in the introduction of this branch of manufacture was accomplished in the popularization of candied fruits. There are numbers of prosperous stores, in the City of Mexico, even where nothing else is offered for sale but native fruits cooked in syrup or encrusted in sugar. The principal fruits treated in this manner are the pineapple, which is sliced before preparation, the fig, the plum, the pear, and the camote, the latter being a vegetable rather than a true fruit. At the present time candied chestnuts are imported and retailed to the cultivated taste at from ten to fifteen cents apiece. From the candied fruit to pure candy was the next progressive step, and this has at last been taken. The United States is noted as the greatest candy-consuming country in the world, and Mexico is now preparing to follow in the lead of her enterprising neighbor to the north.

Confectionery Notes.

The candy factory of the Robert Simpson Co., at 109 Front street east, Toronto, was damaged by fire last week. The loss did not exceed $150.

Joel Judson, Brockville, has opened a fruit and confectionery business in that city. It is situated in the old Red Parlor Building.

Kerr Bros., who for years conducted the confectionery store in Brantford now in the hands of Sager & Campbell, have opened an establishment in Toronto. They have also a branch establishment in Berlin, which was opened last year.

E D S



Are they on Your Shelf?

E.D.S. Jams, Jellies and Sealed Fruits in Glass

E. D. SMITH'S
FRUIT FARMS
WINONA, - - ONT.

We beg to advise the Grocers of the Dominion that we are making the finest **MILK CHOCOLATE** produced in the world, and are using pure Canadian Milk.

COWAN'S COCOA (Maple Leaf Label) Absolutely Pure.

THE COWAN CO., LIMITED, TORONTO

Spring Drink

VAN HOUTEN'S COCOA

Spring Food

The Grocer who recommends Van Houten's Cocoa confers a favor on his customer that the latter will appreciate.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

"Quality is our first consideration."

For over **30 years** we have made **Coffees** and **Spices** a close study. Everything relating to the preparation of these goods with a view of giving the Best that is in them has been our aim and study. We claim we know these goods. As a test, send for a sample of our **high-grade Coffees**.

A. M. PIPER & Co.,

116 Jarvis Street, TORONTO, ONT.

old reputation

Attention!

old reputation

The BEST
of
Swiss Milk Chocolates

KLAUS'S
CHOCOLATES

are now introduced in the Canadian Market.

(Klaus's Chocolates were awarded the **Gold Medal** at the Glasgow Exhibition.)

Wholesale Depot for Canada:

Canadian Swiss Trading Co.

17 ST. JOHN ST.,
MONTREAL.

MAPLE SYRUP

You are losing money if you do not carry a full line of Cabinet Maple Syrup in store.

NOTICE—Some parties claim to have Cabinet Maple Syrup put up under other brands. This is a mistake. All genuine Cabinet Maple Syrup has our name, MONTREAL MAPLE COMPANY, printed on every label.

PACKED IN TINS

6 gallons	wine measure,	$4.50 per case,
12 half-gal.,	"	4.80 "
24 quarts,	"	4.80 "
24 pints,	"	2.50 "
5 gal. tin,	imp. measure,	4.25 "

Freight prepaid up to 40c. per 100 lbs., all freight charges over 40c. per 100 lbs. to be added to invoice, in three case lots and over.

If your jobber will not supply you with our goods, write to us and we will see that your order is filled.

Accept no substitutes. None genuine unless our name is printed on every label.

THE MONTREAL MAPLE COMPANY
MONTREAL, - - QUE.

A HINT TO THE GROCER.

Are your customers asking for "Royal Household," and are you failing to supply it? If so, be assured that you are driving away the best of your trade, for people are going to the place where they can get "Royal Household," and maybe their flour trade is not all they will take with them.

The extensive advertising of "Royal Household" is awakening an interest on the part of people who have not yet tried "Royal Household," and the thousands of published testimonials of people who have used it are convincing them that they want to give it a trial.

When a woman gets an idea that she wants a barrel of "Royal Household" to give it a trial, there is no use trying to put her off, and it will not be a good thing for you if she must go to another to get it; for not one woman in a hundred will ask for any other flour after she has used "Royal Household" once.

In the light of these facts you simply cannot afford not to handle "Royal Household," for otherwise you would have to stem the tide of public sentiment, which is far too strong. You can afford to be without some brands of flour, but not "Royal Household."

THE OGILVIE FLOUR MILLS CO., Limited,

MONTREAL.

FLOUR AND CEREAL FOODS

Grain Prospects.

LATEST reports from Manitoba state that wheat seeding is two weeks earlier than last year, and is being prosecuted under the most favorable conditions. The same is true of Spring seeding in the United States, which is well advanced. The progress made in the growing Winter wheat crop there is said to promise big results.

New Flour Mills

THE Lake of the Woods Milling Co. are about to erect a big mill at Montreal with capacity of 4.000 barrels, and another one at Winnipeg with capacity of 5,000 barrels. In addition to the two new plants, the company are making important extensions and improvements in their present mills and elevators.

The capacity of the present mills is 5,000 barrels, but with the additional plants the company will place themselves among the largest milling concerns in the world.

Up to the present time the operations of the company have been confined to the country west of the Great Lakes, their mills being situated at Keewatin and Portage la Prairie, and their 66 elevators being distributed throughout Manitoba and the Territories. Work in connection with increasing the capacity of the Keewatin properties is already under way.

No statement was made as to the location of the Montreal mill, but the property on which the plant will be erected at Winnipeg has been placed at the disposal of the company. Plans for the two new structures are expected to be ready by June, and it is understood that both mills will be operated by electricity.

Re Export Duty on Wheat.

The London (England) Standard comments as follows on the recent proposal of certain Canadian grain interests to place a duty on wheat exported from Canada: "The proposal is undoubtedly attractive to those who would develop native industries to the utmost: but difficulties and dangers attend its execution, and it may be that the ultimate effect would be the opposite of that intended. To discourage the export of an article to a country which is ready to buy it is to set that country looking round for an alternative source of supply: and the world's potentialities of production are great enough to lead to the expectation that the search would not be in vain: and then when the alternative supply is found, the country which would not export its raw materials is faced, not with a comfortable double industry of its own, but with a double competition, which may check both its raw material and manufactured article production. It is a different matter with an export duty on coal, imposed to preserve to home consumption a vanishing article; it would be different in the case of a raw material of which a country had an absolute monopoly; but these considerations do not apply to the wheat and wool, etc., of Canada, which country, not having a monopoly of them, but having the power to produce them to an enormous extent, would surely be best advised to go on producing them, even though a large part of them leave Canada in an industrially uncompleted state."

Three Hundred Million Wheat Crop.

WINTER wheat is among the possibilities for the agriculturists of Southern Alberta; in fact it is expected that fully two million bushels of Winter wheat will be harvested this Summer from land hitherto regarded as only fit for ranching purposes, says J. Carruthers, the well-known grain merchant, who has just completed a tour of the Northwest.

The experiments so far have been carried on in the vicinity of Calgary. The wheat is sown in July and harvested the following July, and so far has seemed to stand the Winter well. So favorably have the C.P.R. been impressed that they are buying 25,000 bushels of hard Kansas red Winter wheat to sell at cost to Southern Alberta farmers. This is a splendid hard wheat and very hardy. It matures early, and if its culture proves a success it will mean an enormous advance for Northwest farmers. Hitherto the Territories have been regarded as an exclusively Spring wheat district, and there has been the ever-present danger of loss by early frosts. With Winter wheat this will be obviated. If present signs of progress are any indication, the wheat crop of the Canadian West ought to reach 300,000,000 bushels within ten years.

U.S. Imports Growing.

FOR the seven months of the present fiscal year ending January, 1905, wheat importations into the United States amounted to 2,021,479 bushels as compared with 4,092 bushels for the same period in 1903.

In wheat exports the figures for the seven months of 1903, 1904 and 1905, ending January, were 83,722,750 bush., 39,319,769 bush., and 4,073,652 bush., respectively. During these periods the United States exported to British North America 4,389,881 bush., 1,176,617 bush., and 52,602 bush.; to the United Kingdom, 38,749,161 bush; 20,927,952 bush., and 3,709,516 bush.; to British Africa, 4,084,236 bush, 821,997 bush., and 31,902 bush.; and to Germany, 10,-591,843 bush., 6,562,048 bush., and 100,-042 bush.

During the same period of 1903, 1904 and 1905 the United States exported flour amounting to 12,029,265 bbls., 11,-947,481 bbls., and 5,300,887 bbls., distributed as follows: to the United Kingdom, 5,969,143 bbls., 6,377,593 bbls., and 1,577,919 bbls.; to British North America, 159,242 bbls., 133,556 bbls., and 39,524 bbls.; to Germany, 537,016 bbls., 420,020 bbls., and 97,616 bbls., and to British Africa, 748,780 bbls., 310,321 bbls., and 133,061 bbls.

It begins to look as if the United States was losing its reputation as one of the great wheat and flour exporting countries of the world.

Canadian Mills For Great Britain.

A gigantic plan is on foot for the organization of a company, with capital of $10,000,000 to $12,000,000, to establish grain elevators in the Canadian Northwest and build flour mills in Great Britain. It has long been recognized that Canadian mills are at a great dis-

Grocers—

Have you taken account of the growing frequency of calls for

Orange Meat

the most satisfactory breakfast food yet produced?

This is not accident and it means something. It is the public's unprejudiced verdict.

Do you keep Orange Meat conspicuous in your store?

The Frontenac Cereal Co.
Limited.
KINGSTON, Ont.

advantage in competing in the British markets against English millers, on account of labor being cheaper in Great Britain and the advantages enjoyed by British millers in the selection of raw material, in addition to the fact that the cost of transportation for the raw material is usually about one-half the cost for the manufactured product, the former being easier to handle.

Break in May Wheat.

APRIL 22 marked one of the sensations of the year in grain circles in the United States, when May wheat crashed downward through a range of ten cents a bushel on the Chicago Exchange, and left the Wall street operators, headed by John W. Gates, out of pocket to the extent of several million dollars.

Convinced of their defeat at the hands of more experienced western powers in the grain trade—the so-called Armour combination — with which in self-defence they combined their energies when they saw the last hole of escape closed, the Gates people liquidated on an enormous scale in all the principal markets of the country.

The immediate effect in Canada of the sensational decline in the States has been a decline of from 2 to 3c. per bushel all round in the price of wheat.

Canned Rice.

THE enormous increase in the production of rice in the Southern States—particularly in Louisiana and Texas—has outstripped the demand, and there is corresponding concern in increasing the market. The use of rice as a staple food is very nearly limited to the south, where it takes the part assigned to the potato in other sections of the country. The rice growers made serious efforts to promote a wider use of their product by making "rice kitchens" a feature of their exhibits at the Charleston, Buffalo and St. Louis expositions. These have demonstrated that rice, when cooked in the various ways in which it was served, was most palatable and nutritious, but it was not so easy to teach people how to reproduce such dishes. Hence its principal use outside of the south is in puddings and other sweet dishes. The demand has been somewhat increased by making rice the basis of two or three sorts of prepared foods of the "cereal" order. Possibly, considerably more can be done in this direction. There is a very numerous constituency for all sorts of "hygienic" foods, and, since rice is really one of the most wholesome articles of diet, there may be a considerable future for it in this direction.

It has lately been suggested that the consumption of rice may be largely increased by use as a canned food. The convenience of canned foods, not only for use at sea and in camps, but for ordinary domestic purposes, where the saving of time and trouble is no small consideration, has led to an enormous and steadily-increasing consumption. Some of the figures of the annual output in the canning business in the United States attest its enormous extent. Foremost stands sweet corn, of which 260,000,000 tins are said to be put up annually. Tomatoes make a close second, with 250,000,000 tins, while of salmon there are 206,000,000 tins. The canning of "Boston baked beans" has led to an enormous consumption; formerly they could hardly be had outside of New England, and now they are in world-wide use. It is thought that the consumption of rice may be promoted in similar fashion. The American rice interests are well organized, and it is said that they will be likely to take this matter up systematically.

Poor Outlook For Grain Shipments.

The prospects for the Canadian grain shipping trade for the season 1905, which begins in about two weeks, are anything but promising. At one time it was hoped a good export trade in corn might be worked up owing to the record crop in the United States last year, but with present prices nothing can be done; and as for the export of American wheat, that is out of the question. In regard to Manitoba wheat, most of the surplus will be needed by Ontario millers, and very little will go forward from the Port of Montreal for May. A portion of this year's crop may go out towards the close of navigation.

Flour and Cereal News.

The plans for a million-dollar elevator at Port Colborne will shortly be completed.

The Northern Elevator Co. have arranged to build a 3,000-barrel flour mill in Winnipeg, as well as an elevator with capacity of 250,000 bushels.

CANADA-CUBAN SERVICE.

The Canadian Government have called for tenders for a monthly steamship service between Cuba and Canada. It is proposed that the service in Summer shall be between Havana or some other port in Cuba, via Nassau in the Bahamas, to Charlottetown, Halifax and Montreal. In the Winter time it will be from Cuba to Halifax, via Nassau.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

SHREDDED WHOLE WHEAT

A GOOD FOOD IN STORE

The best foods you can have in your store are

Shredded Whole Wheat Biscuit and Triscuit

These products are the standard wheat foods of today and the most popular. They sell easily and are steadily demanded. They are marketed in a straightforward manner, with no premium, gift or other schemes to create bother and expense for you. ¶ This year they will be more heavily advertised than ever before. Be ready for the demand which they will bring to bear upon you.

The Canadian Shredded Wheat Company Limited
Niagara Falls Centre, Ont.
Toronto, Ont.

We beg to call the attention of the trade to the fact that we have the most modern machinery for manufacturing the following goods:

Rolled Oats
Gran. Wheat
Gold Dust
Family Oatmeal
Ground Wheat
Sd. and Gr. Oatmeal



Pot and Pearl Barley
Ground Oats
Flaked Wheat
Split Peas
Pea Meal
Ground Corn
All kinds of Feed

Consequently the goods are the best in the market.

PHONE, WIRE OR WRITE US FOR QUOTATIONS. PROMPT DELIVERY IN MIXED CAR LOTS OR OTHERWISE. LETTER ORDERS A SPECIALTY.

WM. McCANN MILLING CO., OFFICE and MILLS FOOT JARVIS STREET **Toronto**

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Trade Conditions.

THIS month has not been as strong in retail sales as the preceding month promised. The continued coldness of April was a decided set-back. However, the prospects now are for a betterment in conditions as the warm weather becomes assured. Weather conditions are of paramount importance to the tobacco trade. The more men can get out in the open air, the more will be the sales of tobacco.

Altogether throughout the country there is a strong feeling of hopefulness. The factories are turning out good supplies and the buying has been large. This condition should have a strong influence on the business of the grocer. The next few months should prove of great value to the tobacco department. The grocer must see that a fair share of the anticipated prosperity in this line of business comes his way.

Everyone Smokes in Japan.

A RECENT traveler in Japan discusses the question of Japanese smoking:

"I think every man, woman and child in Japan smokes. This may be an exaggeration, especially as regards the children; but it is no exaggeration to say that smoking is as much a part of the everyday life of the people as is eating and drinking, and it is indulged in by women with the same innocent, nonchalant enjoyment as is exhibited by the men. It was a bit of a shock to me when I first came to Japan to come face to face with this fact before I had an opportunity to form any sort of impressions of the little women in whom I was prepared to be so interested.

"I landed at Nagasaki, and almost immediately took a train for Moji, whence I was to go for a trip through the interior. It was early morning, and being in the midst of the rainy season, everything was soggy damp. The first-class carriage into which I was shown was anything but first-class; it was unclean and badly ventilated, and its only other occupants were two Japanese ladies and a man.

"The women had evidently just finished breakfasting in the car, and were now sitting on their feet upon the seat absolutely enwrapped in clouds of the most evil-smelling smoke, which they puffed from long cigarettes. They were beautifully dressed in silk kimonos and were undoubtedly gentlewomen. I knew that even then, when I had seen so few, and I must confess I was rather annoyed, because their daintiness seemed to be entirely destroyed. But now, after a residence of months, I think I would rather see them smoke than not. They do it so daintily, so innocently, with such frank enjoyment, and so constantly that it seems a very part of their quaint Jappiness."

Troubles of French Smokers.

That long-suffering individual, the French taxpayer, is at present indulging in an energetic protest against the tobacco regie. The manufacture of tobacco in every form is in France a Government monopoly. The result is inferior wares.

I do not mean that the French tobacco is unwholesome. On the contrary, I believe that the products of the regie are all sound tobacco, without deleterious mixture of any kind. They may be a little trying to a delicate larynx, but they will not wreck the nerves or ruin the digestion.

One of the most common causes of complaint is the unsatisfactory way in which the tobacco is prepared. Sometimes one finds great bits of wood among the leaves. I sometimes imagine that the two monopolies, telegraph and tobacco, get mixed, and that an occasional telegraph pole gets chopped up and finds its way into the packets of Caporel. The regie explains that these chunks of wood are from the branches of the tobacco plant.

High Prices in British Guiana.

According to the Demerara fortnightly market report dated April 5, 1905, the effect of fixing the duty on tobacco at 50c. per lb. for leaf containing not less than 35 per cent. of moisture and at 3c. additional for every 2 per cent. less moisture, has been to make some black tobacco liable to a higher duty. The temporary scarcity of low-duty tobacco in British Guiana has been to slightly advance values and unsettle trade.

Tobacco Notes.

The arbitration in the case of Hay vs. the Imperial Tobacco Co., a claim for $30,000 for alleged breach of contract, has been in progress this week before Judge Snider.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

CIGAR-SELLING

beats tobacco-selling all to pieces—that is, so far as profits are concerned. And there are Safe Cigars, just as there are Safe Tobaccos.

Our Pebble and Pharaoh

(5-Center) (10-Center)

are safe every way. Smokers want them, and they are returnable if not sold.

YOUR CIGAR BUSINESS IS
WELL PLACED IF IT IS WITH US

J. BRUCE PAYNE, Limited, Makers, Granby, Que.

Letters to Tom, the Grocer.— No. VI.

Hamilton, April 28, 1905

Dear Tom :

The other day in your endeavor to please a new customer, you neglected an old one. That's bad. It is like the dog that saw his shadow in the water ; he dropped the bone in his mouth to grab another and lost both.

Same with your tobacco trade. Don't sell a ***T. & B.*** customer anything else. You'll lose him if you try it. He smokes ***T. & B.*** because he has found it best.

Yours truly,

GEO. E. TUCKETT & SON CO., Limited.

Per J.

KING BUFFALO CIGAR IS KING IN TRUTH

Look at It——————Light It——————Smoke It

Test it. You'll see then what we mean. And then if you are the business man we believe you to be you'll give us your order at once. $35.00 per M. delivered free, if it is a sample order—if cash comes with order. Express paid on sample hundred if cash accompanies order, also on all time orders of ½ M, or over.

Return Pockets and secure set of fine Art Pictures.

CANADA CIGAR CO., Makers, LONDON, ONT.

The Chamberlain Cigar

The **best value** in Canada! Sold the **world** over! It will help your **trade tremendously!** Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,
MONTREAL

MANUFACTURERS OF
Cigarettes and Cut Tobacco

NEW GROCERS

are cropping up all over, for this is a new and growing Canada. Immigrants are arriving by the tens of thousands. They smoke, most of them—and chew. They have no preferences long established. They can be induced easily to smoke or chew

McAlpin's Tobaccos

which have the double merit of being strictly high-grade and at the same time most profitable. Their flavor appeals to some tastes irresistibly. New grocers should

Stock McAlpin's

HOW TO CULTIVATE YOUR COFFEE TRADE.

THERE is no good reason why any retail grocer should not have a profitable coffee trade. The great difficulty with the retail coffee trade lies largely in the fact that retailers are not particular about observing a few common-sense business rules. They do not handle their coffee trade properly, and as a result they do not get out of it anything like the returns that they should get, says a writer in Tea and Coffee Trade Journal.

The retail grocer should understand in the very beginning that the buying and selling and care of coffee is quite a different matter from dealing in potatoes and package goods, or a long list of staple articles that might be named. Some of these goods that the retailer handles might be managed just as well by a slot machine as by a first-class grocer. Coffee, however, is something which calls for the use of brains, and the man who uses his brains to the best advantage will get the most out of his coffee trade.

Many retail grocers are not successful coffee buyers because they lack confidence in their own judgment. They allow their opinions to be warped by the complaints of a few of their patrons, who are, in fact, poor judges of coffee. They forget those who are satisfied with good coffee but say nothing, and fancy that because a few complain, the good coffee they may be handling is not what it should be. They carry the complaint to their jobber, and insist upon getting coffee for the few, and lose the good opinion of the many.

The retail grocer must get it into his head that there are comparatively few good judges of coffee among his patrons, and he should know that if he once gets a really good coffee and persists in selling it, he will educate enough people up to a liking for that coffee to make him a nice coffee trade. He must expect to lose a few customers who do not like good coffee. There are such people in every neighborhood, and there are, too, people who like one kind of good coffee and dislike another coffee of equal quality. The retail grocer, to be successful with coffee, must know these things and govern himself accordingly. He must create a demand for a certain kind of good coffee, and stick to that kind, no matter what any of his patrons may say. If he will do this he will find that he will get a group of people drinking this particular kind of coffee, and this group will grow.

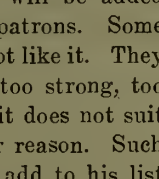
The retailer must not suppose that everyone who wants good coffee and is willing to try his grade will be added to this group of coffee patrons. Some of those who try it will not like it. They will find it too pungent, too strong, too mellow, or they will find it does not suit their taste for some other reason. Such people the grocer cannot add to his list of high-grade coffee drinkers. He must not let them influence his judgment so that he will change his best grade of coffee. He must persevere and keep on creating a larger and larger field of buyers whose tastes this particular coffee fits.

This is only a small part of the business of coffee dealing. It takes a bright man to buy coffee and get what he pays for. Of course, the retailer should be a good judge. But in the nature of things few retailers are able to go into a jobbing house and taste several kinds of coffee and then reach a satisfactory judgment. What the retailer should do is to put himself in the hands of the coffee man, and allow him to furnish him such a blend as will most likely suit his trade. Then the retailer should drink this coffee with his meals, in his own house. His judgment there will be better than it would be at another man's coffee table.

Having got a satisfactory coffee, the retailer should familiarize himself with all its qualities. He should know where it was grown and how it has been treated from the time it was picked. Knowing these things, he can talk coffee intelligently to his patrons. If he convinces them he knows a lot about coffee and is trying to give them the benefit of his knowledge, he will get their confidence and hold their trade.

Another important matter the retailer should not overlook. He should learn from his coffee man just how many cups a pound of coffee should produce to be at its best. And he should make this known to his customers. He should learn, too, how best to make coffee, and this he should make known to his customers. Then he should talk coffee with them from time to time and find out whether or not they are getting the results they should get. In short, the retail grocer who would be a successful dealer should use his creative faculties. He should really take charge of his customers and see to it that they learn to know good coffee, to know how to care for it.

SWEET CAPORAL



CIGARETTES
STANDARD OF THE WORLD
Sold by all Leading Wholesale Houses.

ARE YOU SELLING
McDougall's Clay Pipes
THE BEST IN THE WORLD.
D. McDOUGALL & CO., Glasgow, Scotland.

And this means some considerable trouble for the retailer. Well, anything that is done well, done just a little better than the majority do, is just what marks the difference between the successful and unsuccessful man. The coffee trade is the best trade the retail grocer can have, and it is worth all the attention he can possibly give it. Let him subscribe to his trade paper and read it religiously; in this way he will accumulate a vast deal of information that will stand him in good stead.

Anyone can buy well the general run of grocery goods, but it taxes a man's creative faculties to properly manage a retail coffee trade. It pays to put brains and energy in the retail coffee trade.

While there is a good profit in coffee well bought and well sold, the retailer should not get the idea into his head that he is to charge an outrageous price for even his best coffee. A fair profit and a large trade should be the rule. Instead of this plan there are many retailers who cut on staples and other lines, and they try to make up their loss on coffee. The result is they never have anything like the coffee trade they should have.

Coffee sold on its merits independent of all other goods in the store will yield a good profit from such a large trade as may be built up by men who have brains and know how to use them. But the coffee should not be made to take care of a lot of bad business deals.

FREIGHTS AND CHARTERS

TRADE will improve generally as soon as the different lake, river and ocean vessels get into regular service. The lake and river craft are well started, and within a few days the ocean traffic at Montreal will have been fully initiated. In fact, by the time this matter reaches the public it is expected that several ocean steamers may be docked at Montreal. The R. & O. Navigation Co. have slipped their various river steamers out of Winter quarters and spick and span they look with new paint and various accoutrements of promise great trade development this season.

For instance, the probabilities are that Canadians will have a fine chance to ship hay. It is reported from our own correspondents in London and New York that the hay supplies are short. There is a tendency in both these large consuming centres towards higher prices and the report goes further, inasmuch as it states that the best supplies in clover hay and mixed clover come from Canada. For the last three weeks large quantities of Canadian hay have been shipped from Boston, Portland and St. John, N.B., as well as from New York. On the other hand, from the farmers' early reports, the outlook for a good hay crop is first rate. That is principally guess work so far.

In other lines the big shipping offices in Montreal report excellent supplies and the bookings for May have exceeded the general record for last year.

Dairy supplies are continuing to look well and the best early sign is that stocks of both butter and cheese have been well cleaned up on both sides of the Atlantic. From all parts of Ontario and the West it is reported that shipping will be abundant and early.

Grain rates for May shipment continue to fluctuate, but it is not likely that there will be any material change on the card rates until after the first month of ocean navigation is over.

Plenty of deals are arriving in Montreal for shipment and there are several charters closed this week which are ostensibly for lumber and clear deals in exclusive cargo.

Coal boats are moving and cohorts of colliers are scheduled to leave Sydney within the next few days so that the first week in May will be an interesting one for the whole Dominion as far as freights and charters are concerned.

BERTH QUOTATIONS--St. John, Halifax and Portland

Description.	Liverpool.	Glasgow.	London.	Bristol.	Belfast.	Leith.	Aberdeen.	Dublin.	Manchester.	Antwerp	Havre.
Flour, Starch, Split Peas and Oatmeal, in bags	6/6	7/6	6/3	* 9c	10/6	10/	11/3	11/	7/6	* 9c	11/3
Flake Oatmeal, Rolled Oats, Middlings, in bags	7/9	9/4½	8/	10/	16/6	12/6	14/3	17/6	8/9	10/	.....
Lard, Beef, Pork, Tallow and Oleo in barrels or tierces, Oils, Wax	10/6	15/9	13/1½	15/	15/6	17/6	17/6	16/6	10/6	12/6	17/6
Lard in pails and other small packages	.....	.....	.....	.....	.....	.....	.....	.....	10/6	.....	.....
Bacon and Boxed Meats	10/6	15/9	13/1½	15/	15/6	17/6	17/6	16/6	10/6	12/6	17/6
Canned Meat and Fish	10/6	13/3	13/1½	15/	15/6	17/6	17/6	16/6	.....	12/6	17/6
Canned Goods (Fruits, Vegetables, etc.)	.....	13/1½	13/1½	15/	15/6	15/	15/	16/6	.....	12 6	15/
Cheese, in boxes. Condensed Milk.	20/	26/3	25/	25/	.....	25/	30/	.....	20/	25/	.....
Cheese, in crocks, in cases	25/	31/6	30/	30/	.....	30/	35/	.....	25/	30/	.....
Butter, in cases and kegs	25/	31/6	30/	30/	.....	30/	35/	.....	25/	30/	.....
Seeds, Timothy and Clover, in bags	12/6	15/	15/	12/6	20/	.....	.....	20/	12/6	12/6	.....
Seeds, Blue and other Grass, in bags	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Eggs, in cases or barrels	12/6	15/9	15/9	15/	.....	.....	.....	.....	12/6	12/6	.....
Apples, Flour	2/6	3/	2/6	2/6	.....	.....	.....	.....	2/6	2/6	.....
Apples, and other Green Fruit, in boxes	12/6	15/9	15/9	15/	17/6	.....	.....	17/6	12/6	15/	.....
Smalls, of less than ¼ ton weight or measurement	10/	10/	10/	10/	10/	.....	.....	10/	10/	10/	.....
	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....

These rates are for general information only, and are subject to change at any time without notice; it is therefore important that all contracts must be reported by wire and confirmation obtained before closing with shippers, and unless specifically stated to be prompt shipment, or shipped within ten days after date of contract from the west.

The above rates are exchanged on basis of $4.80 to £1 Stg., excepting that when freight is prepaid, the ocean proportion of the through rate must be col'ected on basis of $4.86 to the pound sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

It is understood that when reporting Sack Flour engagements, a carload is considered 28,000 lbs.

It is also important that shipper's name be given for every engagement made.

* Rates quoted in cents are per 100 lbs.

ESTABLISHING SALTING STATION.

The Heinz Co. have decided to erect a salting station at Brantford. It will be of large size and will be used for salting vegetables required in the firm's Burlington factory.

WM. BRAID & COMPANY



TEA AND COFFEE IMPORTERS

The Big Tea and Coffee House of the Great West

We are the largest importers of Teas, Coffees and Spices in the Canadian North-West. We deal in them exclusively, therefore are in a position to take care of your smallest orders or handle your largest ones—Satisfaction guaranteed.

Write us for samples and quotations.

VANCOUVER, B. C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

April 27, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—

Bee" brand, 48 5c. pkgs., per case	$1 75
" " 27 10c. pkgs, "	2 00
" " 10 25c. pkgs, "	1 75

Cook's Friend— Per doz.

Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
3 doz.	12-oz.	3 40
½ doz.	2½lb.	10 50
¼ doz.	5lb.	19 75

JERSEY CREAM BAKING POWDER.

¼ Size, 5 doz. in case	$0 40
½ " 4 " "	0 75
1 " 3 " "	1 25
1 " 2 " "	2 25

OCEAN MILLS. Per doz.

Ocean Baking Powder, ¼ lb., 4 doz.	$ 45
OceanBaking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ¼-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	75

Freight paid, 5 p.c. 30 days.

MAGIC BAKING POWDER.



Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

"BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	$3 50
" " 36 10 "	4 00
" " 24 16 "	4 50
"Beaver" brand, 24-16 pkgs.	4 80



EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.



JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

Bee" brand, 5 oz., cases, 60 pkgs.	2 25
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 45
" 5-doz. 10c. "	0 90

Boeckh's Brooms.

Bamboo Handles, A, 4 strings	$4 50
" " B, 4 "	4 20
" " C, 4 strings	3 95
" " D, 4 "	3 70
" " F, 4 "	3 40
" " G, 3 "	3 10
" " L, 3 "	2 70

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	0 18½

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—

Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 25

Chocolate— per lb

Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake— Per doz.

Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Confections— Per doz.

Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs.	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ½-lb. boxes	1.30



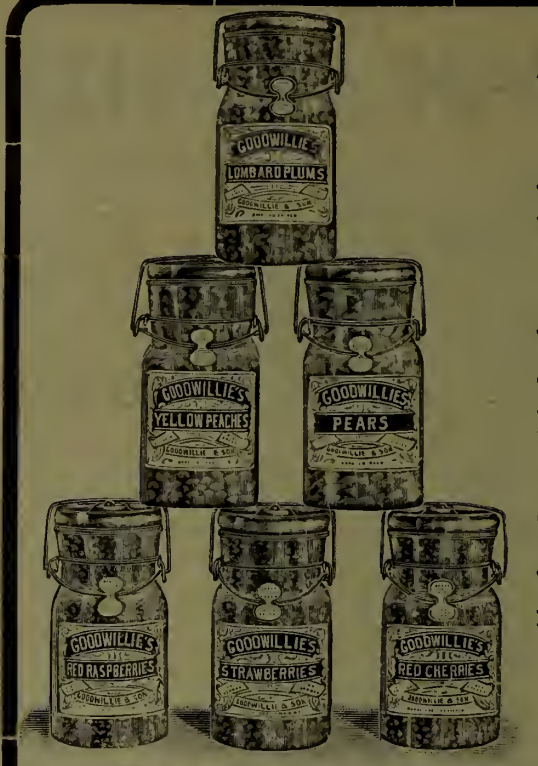
"The best business man is the one who learns wisdom from his own mistakes."

If you have made the mistake of not keeping

Paterson's Camp Coffee Essence

Learn wisdom—and learn it as soon as possible—you may have a call for Paterson's any time, as it is a fast seller, and then it looks so bad to be "just out."

ROSE & LAFLAMME, MONTREAL
AGENTS.



THEY

Sell Well

Show a Nice Profit.

Give Satisfaction.

WHY?

Because they are

CANADA'S BEST

ROSE & LAFLAMME - - MONTREAL

FRY'S.

Chocolate—	per lb.
Caracas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb tins,	4½ doz. to case	.....	per doz.,	$	.90
1 " "	4 " "	....	"		2.40
½ " "	2 " "	....	"		4.75
1 " "	1 " "	....	"		9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.



	Per lb.
Mott's Brome	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ¼s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ¼s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb, tins.	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44

Sweet chocolate powder—
6-lb. boxes, 12 boxes in case, ½-lb. tins. 32c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 34c.

Premium chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 35c.

Medallion sweet chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs. 44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 44c.

Milk chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs ... 35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 35c.

Vanilla sweet chocolate—
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs. 32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 32c.

Tid-Bit chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 30c.
12-lb. bxs., 6 bxs. in case, ½-lb pkgs. 30c.

Diamond sweet chocolate—
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs. 23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs 23c.

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20





TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case doz)	5.60





Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70
"Beaver" coffee, 24-1 lb. pkgs.	4 80
"Sun" brand, 25 and 50 lb. tins—	
Gem, roasted or ground	0 30
Extra, " "	0 26
Fine " "	0 22
Fancy " "	0 18
"Beaver" (ground only compound)	0 15

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20

High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1?

JAMES TURNER & CO.	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.	Per lb
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 60

100 lb. delivered in Ontario and Quebec.

Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" 1V, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	1? 00
Small size	"	1½ 00
Roquefort—Large size	"	2 40
Small size	"	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

You don't have to worry about **Purity** when selling your customers

"Crown" Brand TABLE SYRUP

PUT UP IN TINS—

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ½ Brls. **Kegs and Pails.**

Freight paid on 5 cases and over to all railway stations East of North Bay.

There is no syrup made or sold in Canada that is so perfectly **Pure**, so clear, so rich, so healthful, or so profitable as "Crown" brand—your customers will always buy it once they try it.

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

63 Front St. East, TORONTO, ONT.
Works: CARDINAL, ONT.
164 St. James St., MONTREAL, P.Q.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3	cents each
5 00 books	4	"
10 00 "	5½	"
15 00 "	6½	"
20 00 "	7½	"
25 00 "	8	"
50 00 "	12	"

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
doz. packages (12 to a case)	0 75
doz. packages (12 to a case)	0 95

Cleaner.



	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents

The Davidson & Hay, Limited, Toronto

Fly Pads.



Wilson's Fly Pads, in boxes of fifty 10 cent packets, $3 per box, or three boxes for $8.40.

Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

	Per doz.
" " 5 doz., at	$ 1 40
" " 1 doz., at	1 45

Jams and Jellies.

SCUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1
2-lb. tins, 2 doz. in case, per lb.	0
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 06½
7 and 14-lb. wood pails, per lb.	0 06½
30-lb. wood pails "	0 06½
Pure Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate, per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases "	3 50
5 cases or more	3 40

Matches.

UNITED FACTORIES, LIMITED. Per case.

Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

	1 case.	5 cases.
Parlor—		
Imperial	$5 75	$5 50
Best	3 75	3 50
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat.

Wethey's condensed, per gross net....$12 00
per case of doz. net 3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., -lb. tins	per doz. $1 40
" ½-lb. tins	" 2 50
1-lb. tins	" 5 00
Durham 4-lb. jar	per jar. 0 75
" 1-lb. jar	" 0 25
F.D., ½-lb. tins	per doz. 0 85
" ¼-lb. tins	" 1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins	per lb. $0 35
¼-lb. tins	" 0 35
1-lb. tins	" 0 32½
4-lb. jars	per jar 1 20
1-lb. jars	" 0 35
Old Crow," 12-lb. boxes—	
½-lb. tins	per lb. 0 25
¼-lb. tins	" 0 23
1-lb. tins	" 0 22½
4-lb. jars	per jar 0 70
1-lb. jars	" 0 25



Orange Meat.

Cases, 36 15c. packages...$4.50
5 case lots.... 4.40
(Freight paid.)
Cases, 20 25c. packages... 4.10
5 case lots.... 4.10
(Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints) per doz.	$ 2 30
Corked " "	

Soda.

COW BRAND.



Case of 1-lb. contain ing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. con aining 96 pcgs.), per box, $3 00.

MAGIC BRAND

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " 30 1-lb. " / 60 ½-lb. "	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

"BEE" BRAND.

"Bee" brand, 8 oz., cases, 120 pkgs.	Per case
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	$2 75

Soap and Soap Powders

A. P. TIPPET & CO., Agents

Maypole soap, colors per gross	$10 20
" " black	15 30
Oriole soap	10 20
Gloriola soap	12 00
Straw hat polish	10 20

Many Books Sold at $1.00 are worth ten times their price to those using them.

$1.00

"100 Good Ads. for a Grocery Store,"

sold by us at $1.00, is worth easily a dollar in suggestiveness, to say nothing of 100 ready-made ads. for the busy man.
Sent on approval if desired.

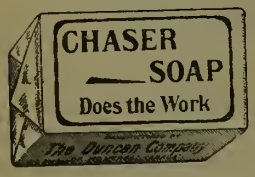
THE CANADIAN GROCER, 10 Front St. E., Toronto

BABBITT'S.



Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes a freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, bxs each doz., $2 per box.

WM. H. DUNN AGENT.



CHASER SOAP.

case $2 40
Special quotations for quantities.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton.	$ 0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 04½
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large orystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 whlte, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
"Bee" brand starch—	
" laundry, 64-12 oz. pkg. per case	$5 00
" " 32-12 " per ½ "	2 50
" corn starch 40-16 oz. pkg. " "	3 00
"Sun" borated starch, 40-16 oz. pk. per case	3 00
" borated starch, 50 box. 100 lb. keg	0 06½
" laundry " 50 " " " "	0 05½
"Gem" " " 100 & 200 lb. kegs	0 05½

STANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 04½
Acme Gloss Starch— 1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry— 3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. orystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0
Canadian Electric Starch— Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch— Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn— 1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn— 1-lb. packages, boxes 40 lb.	0 06½
Crystal Maize Corn Starch— 1-lb. packages, boxes 40 lb.	0 06½

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 06½
Durham corn starch, 40 lb.	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 04½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 23 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½



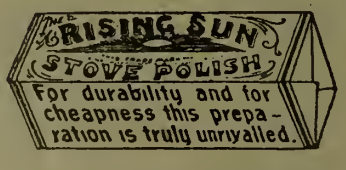
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

SAN TOY STAROH.

10c. pkges, cases 5 doz., per case.... 4 75

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



W. H. DUNN, AGENT.



Enameline No. 4, bxs., ea. 3 dz. 0 38
Enameline No. 6, bxs., ea. 3 dz. 0 65
Enameline liquid, bxs, ea. 3 doz. 0 80
Blackene, 5-lb. cans, per lb. 0 10
Enameline stove dressing, per doz. 0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label— 2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

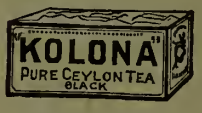
5 gal. tins, per can	4 40
1 " " per case	4 90
½ " "	5 45
¼ " "	5 70



Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c.	0 22
Green Label " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. }	0 35
" " 30 1-lb. }	
" " 120 ¼-lb.	0 36



LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND

	Wholesale.	Retail.
Red Lacel, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 40
" III 80-lb. boxes	0 35
EMD AAA Japan, 40 lb "at	0 30
" AA " 40 "	0 27½
Blue Jay, basket fired Japan, 70 lbs.,	0 27½
"Condor" IV 80-lb. "	0 30
" V 80-lb. "	0 26½
" XXXX 80-lb. boxes	0 22½
" XXXX 30-lb. "	0 23½
" XXX 80-lb. "	0 20
" XXX 30-lb. "	0 21
" XX 80-lb. "	0 18½
" XX 30-lb. "	0 19
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½
"Condor" Ceylon black tea in lead packets	
Green Label, ½s, ¼s and 1s, 60-lb. cases retail	0 25 at 0 20
Grey Label, ½s, ¼s and 1s, 60-lb. cases retail	0 30 at 0 23
Yellow Label, ½s and 1s, 60-lb. cases retail	0 35 at 0 26
Blue Label, ½s, ¼s and 1s, 50-lb. cases retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases retail	0 at 0 40
Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 39
" Amber, 8s. and 3s.	0 60
Chewing—Stag, bars, 10½oz.	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s.	0 44
" Currenoy, 12 oz bars, 12s.	0 47
" " 6½s. and 12's.	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½oz b'rs, sp'o'd 6½	0 51
" Pay Roll, 7s and 6½s.	0 50
" Fair Play, 8s. and 13s.	0 55

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 25½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted— 24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

1 case 50 5c. packages free with 5-case lots.
Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz
Washboards, Victor	$1 30
" Crown	1 35
" Improved Globe	1 50
" Standard Globe	1 60
" Original Solid Globe	1 80
" Superior Sld. Bk. Globe.	1 95
" Jubilee	1 90
" Pony	0 90
Diamond King (glass)	2 90
Tubs, No. 0	11 25
" " 1	9 00
" " 2	8 00
" " 3	7 00
Pails, No. 1, 2 hoops	1 85
" No. 3, "	2 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz.	1 05
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " 3 doz. 5c.	1 00
" " 3 doz. 10c.	1 90

CANE SUGAR SYRUP

We have a very fine lot of Choice Pure Cane Sugar Syrup, bright, sweet and heavy.

In Barrels, Half-Barrels, 2-lb., 3-lb., 5-lb., 10-lb. Tins.

For prices and samples write to

The Dominion Molasses Co.,

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GOLDEN RUSSET BRAND . . . . .

WE hope before we have finished our story to have every grocer in Canada persuaded concerning two things:—

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The Wholesomeness of Nature's Vinegar---the pure fruit of the apple.

THIS IS LITERALLY A VITAL SUBJECT. WE CRAVE YOUR ATTENTION.

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The Tea Gardens of the World.
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Tea from Leaf to Cup.
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How to Test Teas.
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In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

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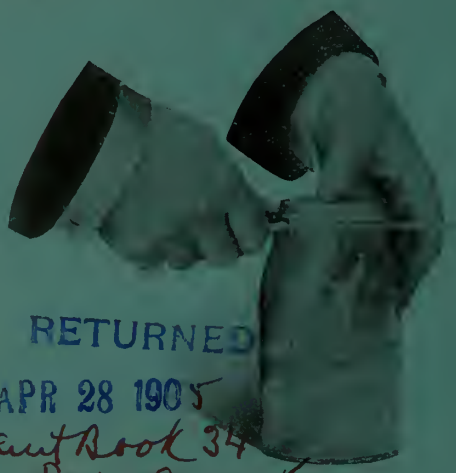
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But it doesn't hurt the Jar. Write for circulars about it.



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They'll like the look of it in its dainty package, and they'll thoroughly enjoy it. How is your stock?

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VOL. XIX. MONTREAL AND TORONTO, MAY 5, 1905. NO. 18.



The Blueing of the clothes in the Laundry is always associated with the words

Keen's Oxford Blue

the selling of

Keen's Oxford Blue

by the grocers of Canada is always profitable.

Sold Everywhere in One Ounce Squares—FULL WEIGHT.

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A trial shipment of Christie's Petit Chocolat? If you did not, order at once.

Christie, Brown & Co.,

TORONTO and MONTREAL ***Limited***

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Of Tar and Cod Liver Oil

FOR COUGHS AND COLDS

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PEACOCK BRAND

No goods but those of the finest quality put up under this brand.

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Goods that are trade bringers. Write for price list.

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WE IMPORT

Canned Goods, Apples, Grain, Maple Syrup and all Canadian products.

WE EXPORT

English and Continental Groceries, Sweetmeats, Oils, Colours, Chemicals, etc.

Let us hear from you.

T. B. BOWYER & CO.

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When you look at the above two cans

you find what is best and purest in the way of **Condensed Milk** and **Cream**—
Why worry about other lines when

BORDEN'S **"EAGLE"** brand **Condensed Milk** and **"PEERLESS"** brand **Evaporated Cream** satisfy your customers and bring you profit?

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Never put your customer off with the story "Just as good."

Sell him the real thing.

Let him have

"STERLING" Brand Pickles

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—Made in Canada from
—Best Canadian Vegetables
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Why use Foreign Salt? We have CANADIAN SALT that is superior to any foreign salt that is made.

Why not help build up Canada by using

Canadian Salt

and thereby employ Canadian labor, Canadian works, and Canadian capital?

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This attention to every detail applies also to the manner and methods employed by them in the growing and marketing of **JAPAN TEAS.**

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That is why

Japan Teas

are always safe and healthy. Encourage the sale of these Teas.

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Best values at low prices. Freight paid on 6 dozen lots. Try one lot.

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Have large stock purchased prior to advance in prices. Ask for them, delivered at your station.

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18, 20 and 22 YORK STREET, OTTAWA

Island Empires

Have you ever noticed how Islands play an important part in the expansion of commerce, of Empire?

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has, through the product of its gardens, dominated a highly important and profitable industry. Ceylon Teas are incomparable for cleanness, for flavor, for strength, and Great Britain and Canada—other countries, too—have accepted them gladly.

Ceylon Teas

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT



¾-lb. tins—3 doz. in case.

SOLD BY ALL JOBBERS

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
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Wellington Mills, London, England

Agent:
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"THEN WE KNOW IT'S GOOD"

This is the unanimous opinion of all who have tasted HOLBROOK'S GENUINE IMPORTED Worcestershire SAUCE

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YOUR CUSTOMERS LIKE IT,
YOUR JOBBER SELLS IT.
YOU SELL IT TOO.



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Remember, we give larger profits than ny other **Premium Soap**, and you give aour customers **Better Premiums.** y Each coupon is redeemable for one cent in goods.

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For bicycles, fire-arms, candlesticks, door plates, taps, nickelware—in short, metal surfaces of all descriptions, use

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Metal Polish, Liquid or Paste. Quick, clean, brilliant. 10c. and upwards.

SAMPLE FREE

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What is your most valuable asset? Is it not your list of customers? What is most necessary to insure the success of your business? Is it not public confidence? By using **THE TOLEDO SCALE** which **INVITES** every **CUSTOMER TO SEE THAT YOU GIVE THEM JUST WHAT THEY ASK FOR**, you gain **PUBLIC CONFIDENCE**, thereby **ADDING TO YOUR MOST VALUABLE ASSET**, your list of Customers, and the great point is that you accomplish this without having to give down or over weight. No springs, no poises to shift, and no weights to lift on and off; the goods weigh themselves, absolutely correct, and do it instantly.

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are ready to buy a mop—a good mop, one that will really do fine work; a mop that does not require hands to be wetted; that allows a woman to wear a presentable skirt.

The Tarbox Self-Wringing Mop

is the kind women want, and will buy if you point out to her its advantages

These mops are much more profitable than the poorer kind. Retail for 35 cents.

Not dear, are they?
Your Jobber Supplies them.

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Butchers, Merchants and Hide Buyers

Should write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freights. He pays full market values. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.

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For Sale in Canada by

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C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

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KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

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In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

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Brunner Mond & Co.'s

WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

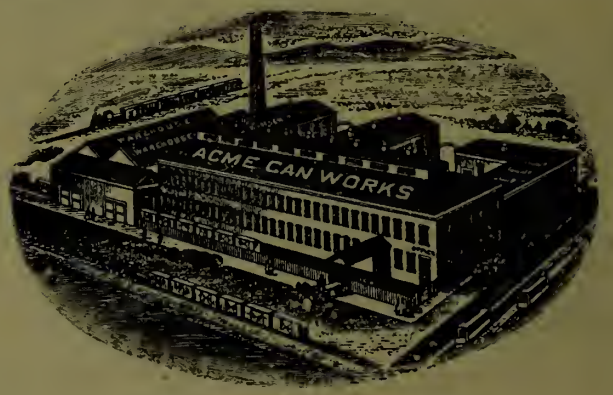
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Casks, 560 lbs.

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Acme Can Works

make the largest assortment of any factory in America of **TIN CANS** by the latest up-to-date automatic machinery

We are the **only** makers in Canada of
KEY-OPENING MEAT CANS, POULTRY CANS.
They are our specialties.

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Jewett's Self-Heating Can.

We solicit inquiries for prices on

Baking Powder, Oil, Syrup, Lye, Paint, Varnish, Condensed Milk, Poultry, Fruit, Vegetable } **Cans** **Lard, Syrup, Butter** } **Pails**

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Ontario Street East, - - MONTREAL, P.Q

Anything That's HEINZ Is Safe To Buy.

Heinz Pure Food Products Stand All Tests

The grocer who puts on his shelves any one of Heinz 57 Varieties may rest perfectly sure that he has something which is pure and which will pass the pure food laws of any state.

Moreover, when the grocer sells Heinz products to his customers he guarantees them to suit the taste of everyone. If any one of Heinz Varieties fails to please we authorize the grocer to return the purchase price. *Ask us about our free Retailers' Advertising Service.*

H. J. HEINZ CO.
PITTSBURGH, - - U.S.A.

GROWS WITH YOUR BUSINESS



WALKER BIN FIXTURES.

Put in a section or two and then, as your business demands it, add others and keep adding until you have

A MODERN GROCERY STORE

We want to emphasize ***the sectional idea,*** for our Sectional Counters and Wall Cases are innovations in grocery store fixtures.

WALKER BINS are an investment, not an expense.

Write for Booklet.

The Walker Pivoted Bin and Store Fixture Co.

Factory, BRAMPTON. Head Office, TORONTO.



IT CROWNS THEM ALL

The King's Food

An Ideal Breakfast Dish

AWARDED THE GOLD MEDAL AT ST. LOUIS.

Contains all the life-giving elements of the finest Canadian wheat, offered in the flakiest and most tempting form.

A handsome glass dish in every package.

THIS IS A GREAT SELLER

2 DOZ. PACKAGES IN A CASE.

THE ROBERT GREIG COMPANY LIMITED

White Swan Mills - TORONTO

More Light-

That's what we all need. You'll get it by using "BON AMI"—the best window cleaner known.

HASN'T SCRATCHED YET

A Metal Polish and Glass Cleaner unequalled.

W. H. GILLARD & CO., HAMILTON

Wholesale Grocers, Tea and Coffee Importers.



Your Brand is There

In selecting the different qualities of goods, you of course desire to be assured that your choice is the best.

In Wood's Coffees all these details are studied out and attended to, so that the purchaser is sure to find each brand appropriate to its purpose and the Best of its Class.

The saying **"WOOD'S COFFEES ARE THE BEST"** is familiar and true.

CANADIAN FACTORY AND SALESROOM

428 ST. PAUL ST., -- MONTREAL.

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND"

MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.



ROSE & LAFLAMME, AGENTS, MONTREAL.

Flett's

Pickle Satisfaction

is always given when you sell

Flett's Pickles

Made from choicest fresh vegetables aud Pure English Malt Vinegar.

ROSE & LAFLAMME

Agents, MONTREAL

MHS

COMMERCIAL TRAVELERS' TAX

AROUND of the Winnipeg wholesale establishments shows that there is no little surprise and indignation among Winnipeg business men at the action of the British Columbia Legislature in imposing a tax on commercial travelers from other provinces. It is argued by all that as wholesale business is almost entirely carried on through the travelers, this tax is really as much in restraint of inter-provincial trade as a protective duty on the goods would be. Business men are not lawyers, and hence are not competent to express opinions as to the validity of the Act, but the layman's view is that this tax is as contrary to the spirit of the B. N. A. Act as a direct protective duty would be:

The arguments of the Victoria Colonist and other British Columbia apologists for the measure, are not taken seriously. It will be remembered that the Colonist argues for the tax on the ground that B. C. business men have to pay taxes, and should not be subjected to competition with firms that do not pay taxes. Winnipeg business men point to their own heavy taxes in reply to this.

They also claim that it is absurd to suppose the benefits of inter-provincial trade are wholly one-sided. There are many lines of goods which B. C. houses can sell more cheaply in the Territories than can Manitoba or eastern houses, the reason being that they are imported goods from England, brought to British Columbia by water routes, while the Manitoba and eastern houses are forced to pay heavy railway rates.

The opinions quoted below represent the feeling of business men in Winnipeg and Toronto.

John Horne.

John Horne, of Campbell Bros & Wilson, president of the Northwest Commercial Travelers' Association, was seen by a representative of this paper.

"The tax is an absurdity," said he. "It is a sort of treatment which could scarcely be excused towards foreigners, and it is very strange treatment of Canadians."

"What are the association doing about it?" was asked.

"We were represented in the delegation which went to Ottawa recently to ask for disallowance. The executive here are drafting a resolution, which will be sent to Ottawa."

F. J. C. Cox.

Ald. Cox, secretary of the Northwest Commercial Travelers' Association, was emphatic in his disapproval.

"It is a protective tax, pure and simple, and designed to shut out trade from other provinces. I can't understand how any province can have the power to impose such a tax. If the various provinces of the Confederation can't trade together freely it is time to dissolve partnership. But the action of the B. C. Legislature is not endorsed by the people of that province. The Vancouver Board of Trade condemned it, and I have just received the following resolution from the Nelson Board of Trade:

" 'That in the opinion of the wholesalers' section of the Nelson Board of Trade the resolution of the British Columbia Assessment Commission to the Government of the province, respecting the imposition of a tax on commercial travelers doing business in British Columbia, is conidered most objectionable in principle.'

"This was passed on April 13. I am including it in a resolution which the association here are sending to Ottawa."

D. J. Dyson.

D. J. Dyson, of the Dyson Co., was emphatic in his disapproval:

"It is an unjust restraint upon trade, and it gives the British Columbia wholesale men a measure of protection to which they are not entitled. It is not in the best interests of the British Columbia merchants, for it will have a tendency to diminish their buying market. Some houses may call away their travelers.

"Eastern competition hurts us more in Manitoba than it does in British Columbia, but it would be foolish for our Legislature to tax travelers."

Thos. Lock.

"It is a hold-up," said Mr. Lock, of Foley, Lock & Larson. "We don't object so very much because of what it will cost us, but we think the principle of such a tax is wrong."

L. C. MacIntyre.

L. C. MacIntyre, manager of the Paulin-Chambers Co., is treasurer of the Northwest Commercial Travelers' Association, and therefore interested in the question apart from the effect upon his own business.

"Yes, you can say that I consider this tax an injustice. There would be a great outery in British Columbia if the new provinces in the Northwest were to pass a similar law. I remember when there was a law of this kind in force in British Columbia a number of years ago. The tax was hard to collect, was recognized as unjust, and was finally abolished."

J. F. Eby.

J. F. Eby, of the Eby, Blain Co., Toronto, expressed the opinion that the tax would have a tendency to curtail trade. "Competition will be cut out in degree," said he, "and the British Columbia retailer and consumer be placed in the unenviable position of having to pay whatever local wholesale houses wish to ask. The western trade, moreover, will not get as fine assortment of goods as they are getting at present. There is a brisk demand for eastern goods in B. C.; if the tax becomes prohibitive, however, wholesale houses in the east may decide to give this section of territory the go-by."

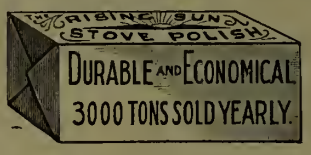
W. A. Warren.

W. A. Warren, of Warren Bros. & Co., Toronto, remarked to The Grocer representative that the policy of the B. C. Government seemed a petty one as far as the trade were concerned. It was a question whether the wholesale men of Ontario would seriously consider legislating against commercial travelers from other provinces. The only possible reason why the retail trade in British Columbia could favor the new legislation is that they are clannish. Manifestly it cannot be in their best interests to legislate in any way that would tend to limit the local buying market, which the new commercial travelers' tax undoubtedly will.

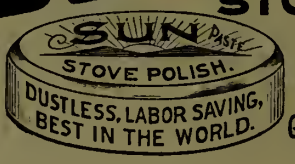
Mr. M'Quillan.

Mr. McQuillan, president of the Commercial Travelers' Association of Canada, said the stand taken by the association was that the new commercial travelers' tax was distinctly a violation of the spirit of Confederation, if not of the letter. The B.N.A. Act postulated absolute free trade and unrestricted commercial intercourse between the provinces. "Suppose the new western provinces were to levy a similar tax on

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE.



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers ; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

outside commercial men, which they might very well do, what would be the result? The east is very properly up in arms against the new legislation. It is largely due to eastern business men that the West has reached its present stage of development, and now the western trade would cut them off entirely from trade intercourse. Why don't they put a tax on all agents seeking to do business in British Columbia instead of singling out the commercial travelers?"

In answer to the question as to whether anything was likely to come of the deputation which recently waited upon the Dominion Government, Mr. McQuillan remarked that it was questionable whether the authorities at Ottawa would take any steps towards disallowing the tax, at least at the present time. "It is a debatable point," said he, "as to just where the Dominion Government should come in and dictate to the provinces. It is, moreover, a question according to the Minister, whether a tax of $100 can be considered a hindrance to trade and commerce, whereas there might be no doubt if the tax amounted to $700 or $800. The question of the tax being for revenue purposes only has also to be taken into consideration."

Lieut.-Col. J. I. Davidson.

The head of the firm of Davidson & Hay, Toronto, when interviewed by The Grocer representative, stated that the commercial travelers' tax in British Columbia would affect his firm indirectly through their Calgary house. It was suicidal policy on the part of the retail trade to agree to any arrangement that would tend to limit their buying market. If they didn't care, however, about the only thing for eastern Canadian wholesale houses to do was to go in and bear it. The B. C. wholesale trade were undoubtedly working in their own interests.

PURE FOOD REGULATIONS.

THE success of the public health authorities of Massachusetts in securing an effective enforcement of the State Pure Food Law is of special interest to the Canadian manufacturer and consumer just now, when a similar campaign is being waged by the authorities at Ottawa in the interest of pure foods.

The provisions of the law itself are as follows : "Food shall be deemed to be adulterated : 1. If any substance has been mixed with it so as to reduce, depreciate or injuriously affect its quality, strength or purity. 2. If an inferior or cheaper substance has been substituted for it wholly or in part. 3. If any valuable or necessary constituents or ingredients have been wholly or in part taken from it. 4. If it is in imitation of or is sold under the name of another article. 5. If it consists wholly or in part of a diseased, decomposed, putrid, tainted or rotten animal or vegetable substance or article, whether manufactured or not, or in case of milk, if it is produced by a diseased animal. 6. If it is colored, coated, polished or powdered in such a manner as to conceal its damaged or inferior condition, or if by any means it is made to appear better or of greater value than it is. 7. If it contains any added substance or ingredient which is poisonous or injurious to health. 8. If it contains any added antiseptic or preservative substance, except common table salt, saltpeter, cane sugar, alcohol, vinegar, spices, or, in smoked food, the natural products of the smoking process; but the provisions of this definition shall not apply to any such article if it bears a label on which the presence and the percentage of every such antiseptic or preservative substance are clearly indicated, nor shall it apply to such portions of suitable preservative substances as are used as a surface application for preserving dried fish or meat, or as exist in animal or vegetable tissues as a natural component thereof, but it shall apply to additional quantities.

"The provisions of this and the two preceding sections relative to food shall not apply to mixtures or compounds not injurious to health and which are recognized as ordinary articles or ingredients of articles of food, if every package sold or offered for sale is distinctly labelled as a mixture or compound with the name and per cent. of each ingredient therein.

"Section 19. If a statement of any of the ingredients of an article of food or drink or of an article entering into food or drink is required by law to be stated upon the label of such article, such statement and the name and address of the manufacturer or vendor of the article shall be distinctly and conspicuously printed on the label in straight, parallel lines of plain, uncondensed, legible type, well spaced on a plain ground. The statement of ingredients shall be clearly separated from and not interspersed or confused with other matter, shall specify every such ingredient by its ordinary name, and shall be in the English language. The letters of said type shall be not less than one-twelfth of an inch long, and shall be larger than those of any other printed matter on the label or package, except the name of the compound or chief article enclosed therein, which may be in larger type. The required label shall be firmly attached to or printed on the exterior of the package or envelope of the said article, on the top or side thereof and in plain sight. But the state board of health may in writing approve specific labels not strictly in accordance with the above provisions, if it is of opinion that the information required by law is set forth thereon clearly enough for the reasonable protection of the purchaser. Goods labelled in violation of the provisions of this section shall be subject to the provisions of law relative to adulteration of food which is unlabelled."

RECEIVED TO-DAY a few cases of

Hagard's Burnt Onion Sauce
Lactomen Pure Milk in Powder form.
Halifax Fibred Codfish.
Horton-Cato Tobasco Sauce.
" Ring Pepper Sauce.

LUCAS, STEELE & BRISTOL, WHOLESALE GROCERS, **HAMILTON**

STOP

We wish to tell you something VERY IMPORTANT about R.F.T. that means

Royal Red Rich Family Feather Fragrant Great Tea Tasty

Have you tried it?

A beautiful Ceylon Tea, Black, Green and Mixed, ½-lb. and 1-lb. pkgs, in 30 and 60 lb. cases. No tea so conveniently put up, more attractive or of such excellent value.

REMEMBER: Just one quality, The Best, and one price, retails 40c. per lb.

HANDLE RED FEATHER

It's a feather in your hat, money in your pocket and confidence in you from your customers.

JAMES TURNER & CO., - HAMILTON

We sell **Red Feather Tea** a perfect blend of good, honest tea.

One price, one quality—Black, Green and Mixed—retails 40c. Packed 30 lb. and 60 lb. in box.
Mail us trial order or order through our travellers.

BALFOUR & COMPANY,

WHOLESALE GROCERS - - HAMILTON

BLUE LABEL STOVE PASTE

in tins to retail at 10 cents.

¼ Gross Boxes, $9.00 Gross.

This is an extra first class article. Try a box with your next order.

THOMAS KINNEAR & CO.

"WHOLESALE GROCERS"

TORONTO and PETERBORO

RETURNED
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A Feast in Itself

MACLAREN'S

IMPERIAL CHEESE

AS SOLID food it possesses sufficient nutritive value to be a meal in itself, while its piquant taste and delicate flavor make it a delicious dainty. And the form in which it is prepared lends itself to so many different ways of serving that a jar of MacLaren's Imperial Cheese provides a whole feast of delightful tid-bits. You can't know what a real delicacy cheese is until you've tried MacLaren's Imperial.

Sold in opal jars at all grocers; prices from 10 cents up. It never becomes hard or dry.

A. F. MacLAREN IMPERIAL CHEESE COMPANY, Ltd.
Detroit, Mich., and Toronto, Canada

For Sale by all Grocers.

Business Changes

ONTARIO.

RUSSELL & BESWICK, general merchants, Galetta, have dissolved partnership; Beswick is continuing the business.

W. Stanbury, grocer, St. Thomas, is dead.

J. Murray is opening up a cigar store in Welland.

W. Wiley, grocer, London, has sold to J. P. Durand.

A. McNeil, grocer, Hamilton, has sold to E. Robinson.

H. C. Stuart, of C. J. Stuart & Son, grocers, Toronto, is dead.

C. Darlington, manufacturer of soda water, Uxbridge, is dead.

J. A. McCarger is opening up a grocery store in Bracebridge.

J. S. Price, grocer, Bishop's Mills, has assigned to C. H. Row.

W. Gilfoy, baker and confectioner, Toronto, has sold out to A. Seale.

J. Bowes, grocer, Elora, has sold his stock to Mr. Tuck, of Toronto.

The assets of L. Hunter, general merchant, Hammond, have been sold.

G. Doherty, grocer, Campbellford, has assigned to H. Barber, of Toronto.

The Biggs Fruit and Produce Co., Burlington, have obtained a charter.

H. Canfield & Sons, grocers, Woodstock, have sold out to J. O. Trotter.

W. Jeffrey, Stratford, has disposed of his grocery business to J. A. Monteith.

The assets of M. J. Christie, general merchant, South Mountain, have been sold.

R. H. Patterson, of C. Patterson & Sons, dealers in seeds, Smithville, is dead.

D. W. Elsley, general merchant Nelles' Corners, has been succeeded by C. D. Foster.

A new grocery store is starting at West Fort under the name of the P. H. & P. Co.

The Oshawa Canning Co., Oshawa, have suffered slight loss by fire; small insurance.

Tompkins & Co., grocers, Brockville, have disposed of their business to W. H. McConkey.

G. G. Smith, wholesale fruiterer, London, has admitted J. A. Forsyth to partnership.

Torrance & Parks, grocers, North Bay, have assigned to J. M. McNamara, North Bay; meeting of creditors to be held May 5.

S. Daignard, general merchant, Lemieux, has assigned; meeting of the creditors to be held May 8.

The firm of William Richardson, wholesale produce merchants, Toronto and Walkerton, have changed the style of the firm name to that of the Walkerton Egg and Dairy Co.

QUEBEC.

Gauthier & Rosseau have registered as grocers, Montreal.

J. St. Hilaire, general merchant, St. Anastasie, has assigned.

The assets of F. A. Bedard, grocer, Lorette, have been sold.

J. Hamelin & Co., have been registered as fruiterers, Montreal.

H. G. Daigneault & Fils have registered as grocers, Montreal.

P. E. Arsenault, general merchant, Bonaventure River, is dead.

McNamara & Jones have been registered as general merchants, Bedford.

J. A. Fortin, general merchant, Sherrington, is offering to compromise.

The assets of J. Dumas, general merchant, Lac Etchemin, have been sold.

The Traders Co., general merchants, Buckingham, have obtained their charter.

M. L. Meloche & Co., general merchants, Thurso, are asking for an extension.

J. H. Douville, general merchant, St. Ferdinand D'Halifax, has assigned to V. E. Paradis.

H. Lamarre has been appointed curator to J. Lapointe, general merchant, La Macaza.

C. H. Beauchemin has been appointed curator to L. Ferland, general merchant, St. Alexandre.

J. H. Frenette, grocer and liquor dealer, Montreal, has been succeeded by Valiant & Lamarre.

N. Pommerleau, general merchant, Audet, has offered to compromise at 30 cents on the dollar.

"MACKINTOSH"

This name is identified with **TOFFEE**—the finest Extra Cream Toffee in the world Advertised in 155 magazines and periodicals. Display tray and hammer free with introductory order. Get in line.

WHOLESALE AGENTS

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

The assets of the estate of H. Lunan, grocer, St. Agathe Des Mots, are to be sold by tender May 4.

Dupuis & Goulet, manufacturers of tobacco, St. Jacques, have dissolved partnership; J. Dupuis continues.

A demand has been made for the assignment of A. Provencher, general merchant, Daveluyville; Chartrand & Turgeon provisional guardians; meeting of creditors to be held May 5.

Assignment noted in business changes in the issue of April 28 is not against Geo. Lachanee, general merchant, Beaueeville. The item should have read Godfroi Lachance, saddler, Beauceville East.

NOVA SCOTIA.

A new firm is succeeding A. F. Stoneman & Co., general merchants, Yarmouth.

An extension of time has been granted to A. D. McIsaac, general merchant, Port Hood.

The business of Radoe & Bramson, confectioners and tobacconists, Glace Bay, is advertised for sale.

NEW BRUNSWICK.

Cain Bros., general merchants, East Florenceville, have assigned; meeting of creditors held April 28.

MANITOBA AND N.W.T.

W. L. Scott & Co., grocers, Winnipeg, have sold to W. H. Paine.

J. L. Stewart, general merchant, Ogilvie, is negotiating to sell out.

J. F. Howard, general merchant, Carnegie, has sold to W. A. Pierson.

M. E. Tanner, grocer, Calgary, has been succeeded by Cooper & Wiggins.

J. M. Campbell, general merchant, Fleet Springs, has removed to Kinistino.

MacLennan Bros., general merchants, Wabigoon, have sold to Davidson & McArthur.

R. Morrison, general merchant, Wolseley, has been succeeded by Morrison & Watson.

The stock of G. J. Robertson & Co., grocers, Winnipeg, is advertised for sale by auction.

R. J. Walker, confectioner and fruiterer, Carnduff, has been succeeded by T. W. Campain.

The Midale Mercantile Co., general merchants, Midale, have been succeeded by Wedin Bros.

A. E. Fitzgerald & Co., general merchants, Qu'Appelle Station, have advertised their business for sale.

BRITISH COLUMBIA

J. Peters, fruiterer, Vancouver, has gone out of business.

J. C. Grant, grocer, Vancouver, has advertised his business for sale.

J. A. Kirkpatrick & Co., grocers, Nelson, are selling out by auction.

R. G. Buchanan is opening up a crockery and glassware store in Vancouver.

J. Lyons, general merchant, North Bend, has advertised his business for sale.

Stockhom & Dawley, general merchants, Clayoquot, have dissolved partnership.

Hardy Wright & Co., general merchants, Armstrong, are selling out to C. T. Daykin on June 1.

CO-OPERATIVE PACKING OF FRUIT.

AN interesting visitor to the Toronto offices of The Grocer this week was Mr. A. McNeill, chief of the Fruit Division, Ottawa. Mr. McNeill has just returned from his home in Western Ontario, where he has been enjoying a well-earned rest.

He says the Dominion Government are sparing no pains in their endeavor to put the fruit growing industry in Canada on a more satisfactory commercial basis. It is generally recognized that the present system of packing, shipping and marketing fruit is too expensive, and it is thought that the gradual introduction of co-operative methods will have a tendency to improve conditions throughout Canada in this respect. Up to the present time growers and shippers have failed to grasp the fact that keeping and shipping qualities, what the trade know as "long lines" and uniformity of fruit, are quite as important considerations in export trade as general appearance and flavor. Readers of The Grocer will hear more about co-operation in the Canadian fruit industry in the Export Number, to which Mr. McNeill is contributing a special article.



UPTON'S

Orange

and

Grape-Fruit Marmalades

are trade-winners every time.

The wise grocer will take the hint.

YOU DON'T HAVE TO PUSH HARD

WHEN YOU PUSH "HALIFAX," OR "ACADIA," OR "BLUENOSE" PREPARED CODFISH, OR HALIFAX SHREDDED CODFISH, OR HALIFAX FISH CAKE. IT IS AS EASY TO MAKE THEM "GO" AS IT IS TO "TOUCH THE BUTTON." YOU JUST GIVE THEM A LITTLE SHOVE BY WAY OF INTRODUCTION TO YOUR CUSTOMERS, AND OFF THEY'LL GO. YOU SIMPLY CAN'T KEEP THEM FROM SELLING AFTER THAT. ISN'T THAT A SATISFACTORY WAY OF DOING BUSINESS? DON'T YOU LIKE GOODS THAT DO MOST OF THEIR OWN PUSHING?

BLACK BROS. & CO., LIMITED

HALIFAX and LaHAVE, N.S.

Agencies:

A. H. BRITTAIN & CO.,
Board of Trade Building, MONTREAL.

REGINALD LAWSON,
Winnipeg, Man.

CHAS. MILNE,
Vancouver, B.C.

Fresh and Cured Fish

Depletion of Georgian Bay Fisheries.

ACCORDING to Capt. King, of French River, one of the best informed fishery experts in Canada, the depletion of the finest fishing field on the American continent—the Georgian Bay—is due to the fact that the fishermen are fishing exclusively for trout and whitefish and not for the enemies of these two classes of fish—the herring, perch, pickerel, German carp, suckers and mullets which live on the spawn of the larger fish. In Georgian Bay in the last twenty years, the supply of white fish and trout has fallen off eighty per cent., until last year there were only two million pounds caught. Less than three hundred thousand pounds of rough fish, as the other classes are termed, were reported in the Government returns. All the latter class of fish are habitues of the inshore, and the reason that not more are caught is that they are not fished for. In Lake Erie where one ton of white fish are caught, thirty of the rough kind are taken, and it is a remarkable fact that in the past twenty years the quantity of white fish caught in Lake Erie has only depreciated 20 per cent. In the past few years the price of rough fish has increased from one to four and five cents a pound in the Eastern States markets, and Capt. King says that there is a big field of industry in catching these classes that is untouched, besides the advantage that the billions of eggs of the trout and white fish which are devoured annually would have a better chance to develop into fish.

Will Low Water Interfere With Salmon Run.

FROM present indications there will not be as much water in the Fraser River this year as in former years, owing to the lack of snow on the mountains, and fishermen are now wondering what effect this will have on the run of sockeye salmon.

"Whether or not the low water in the river will have any effect in lessening the run of fish this season, it is impossible to say," said Mr. Sword, fisheries inspector. "Some of the fishermen think that it will, but there seems to be no good reason why it should. The fishing may not be so good as in seasons when the river was fuller, owing to the fact that the water will be clearer on account of the lack of sediment, and this will enable the fish to see the nets, and avoid them.

"The low water in the river itself will have no effect on the gathering of spawn for the hatcheries, as the ova are procured in the small streams running into the Fraser, and not in the river itself, and these streams are fed from springs, and not from snow water. Last year there was some difficulty in getting the full number of eggs, owing to the drought, which had the effect of drying up the small streams, but this had no connection with lack of snow, and whether the same thing will happen this year or not it is impossible to say."

Everything is going on satisfactorily at the hatcheries. Work is progressing on the new one at Pemberton, and the Harrison Lake hatchery is now completely finished and ready for the rush of next season. This hatchery, it is estimated, will hold as many as 15,000,000 eggs.

Two hundred licenses have already been sold this year, but the majority of these are for the Spring fishing, and the big rush will come in July, when the time comes for the big run of sockeyes.

To Arrange Close Season.

Following the failure of the combined movement on the part of the Canadian and United States Governments to enforce a prolonged close season for sockeye salmon on the Fraser River, Juan de Fuca Strait and the Gulf of Georgia during 1906 and 1908, the canners have been trying to come to some arrangement among themselves by means of which the preservation of the salmon industry will be guaranteed. It is understood that they are in favor of closing down voluntarily for the period named. The outcome will be awaited with interest by the trade.

Price of Herring Advances.

The action of the Newfoundland Government in refusing to allow United States fishing vessels to buy bait in Newfoundland waters is having its effect upon the Gloucester fleet. During the past few days thirty sail of American vessels have arrived at Canso from the fishing grounds seeking bait. Fortunately a good supply of bait awaited them, herring in unusual quantities being taken in nets. The shore fishermen have benefited by the unusual demand. Competition among buyers has advanced the price paid to netters, and herring that usually sell at a dollar a barrel have been bringing as high as five dollars. These American vessels are paying from $200 to $400 each for their baitings, which is a bonanza for the net fishermen.

BOOKS FOR BUSINESS MEN . . . . . .

Manufacturing Cost

This book is a new departure in the way of a book on "cost accounting." In it you find treated the principles of the science instead of a description of what some one else has done. Other people's systems do not interest you unless you can apply them to your own uses, hence only those which can be applied to your own needs are touched upon.

Pamphlet about it sent on request.

Handsomely Bound in Cloth
$3.00, CARRIAGE PREPAID

Thorne's Twentieth Century Book-Keeping and Business Practice

A new and model work on Book-Keeping. Not a re-written work, but an absolutely new book from cover to cover. Not an old or out-of-date method or illustration in it.

If you are a book-keeper you cannot do without it.

If you are a business man it will be worth money to you.

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350 pages, Bound in Half Leather
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Business Short Cuts

The largest, the best, the most practical book of experts' short cuts ever published. Some of these systems, methods and schemes get $50.00 a day for their originators.

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160 pages, fully Illustrated, Bound in Art Boards with Title Label in Two Colors
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Successful Advertising—How to Accomplish it.

By J. Angus MacDonald

A book that is a veritable mine of suggestions to merchants—not a book of theory, but a book of practical value. While it is a text book on advertising, its chief value lies in the help it gives to the merchant who wants ideas—ideas that will make his business brighter, that will stimulate sales.

Easily worth its price

400 pages, Cloth
$2.00 POSTPAID

TECHNICAL BOOK DEPARTMENT

The MacLean Publishing Co. Limited

10 Front St. E., TORONTO

This is likely to continue throughout the season, as this fleet will be obliged to depend upon the Nova Scotia bait supply now that they are shut out of Newfoundland.

A number of Lunenburg vessels also arrived from the fishing grounds and returned with a supply of bait. They report fish scarce and dogfish plentiful.

Spring Salmon Plentiful.

Latest reports from the coast state that this year's run of Spring salmon is the biggest in fifteen years. As a consequence there are more fishermen out than there have been at this time of the year for many seasons past. The phenomenally large run of Spring salmon has had the effect of lowering the price of fish on the eastern markets, which are tending to become overstocked under the continuous stream of fish from British Columbia. The consequence is that the cannerymen have been forced to lower their prices per pound, to the fishermen. Cape Flattery halibut are already beginning to come in in large quantities.

To Limit Bait Supplies.

The Newfoundland Government has issued regulations under which Newfoundland and Canadian vessels will hereafter be allowed to procure bait in colonial waters, but restricting the quantity permitted them and imposing severe penalties for any violations of the rules. This action by the Government is designed to prevent native fishermen from obtaining excess stocks of bait from which they might supply United States fishing vessels, excluded from these waters under the new Bond Bait Act. The regulations are very comprehensive. They include the treaty coast and Labrador, and show that the Government is determined to enforce the anti-United States law.

To Bar Canadian Fish.

A bill has been introduced in the New York State Senate prohibiting transportation companies from bringing into the state fish caught in that portion of Lake Champlain known as Missisquoi Bay, Que.

Opposed to U.S. Fish Combine.

An effort is being made to induce the Ontario Government to curtail the privileges enjoyed in Ontario by the Booth Fish Co., of the United States, one of the largest concerns of its kind in the United States. The Board of Trade of the Town of Sault Ste. Marie are among those who are moving in this direction and petitions have already been sent to the Commissioner of Public Works.

Those who object to the operations of the Booth Fish Company and similar concerns, do so on the grounds that they are depleting Canadian waters by using nets, and the Government are asked to prevent this.

ARE YOU ON THE LIST?

of the grocers whom we have helped to a successful solution of their

—COFFEE TRADE—

We can to-day count by the hundreds the merchants who have discarded **all** other package Coffees and are handling **exclusively** our famous

WHOLE OR GROUND

1 and 2 lb. SEALED TINS



RETURNED 4 190 JUST THE LINE FOR SUMMER TRADE

The exhibit that had the largest number of interested spectators at the recent PURE FOOD SHOW was our demonstration of

"GOLD MEDAL" COFFEE

THE REASON—An absolutely pure coffee of the highest quality obtainable.

TRY A CASE WITH YOUR NEXT ORDER AND BE CONVINCED.

THE EBY, BLAIN CO., LIMITED

Strictly Wholesale - TORONTO

LOWER GRAIN RATES.

The Board of Railway Commissioners have given an important decision in the matter of the complaint of the Farmers' Association of Canada against the Grand Trunk, Canadian Pacific and other railway companies in Ontario and Quebec. The farmers alleged that discrimination exists between the rates charged for the transportation of grain and of grain products, in that higher rates are charged on grain than on flour, oatmeal, etc., both of which were formerly carried on the same basis of rate.

Counsel was heard both for the farmers and railway companies, and upon the report and recommendation of the chief traffic officer of the board the railway companies have been ordered to reduce the rates now charged on grain to the same basis as charged on the milled products.

BY ROYAL APPOINTMENT

CEREBOS TABLE SALT

Used like Common Salt but contains the Vital Phosphates of Whole Wheat.

USED IN ALL THE ROYAL HOUSEHOLDS AND ALL THE BEST HOTELS AND FAMILIES IN EUROPE.

Sold wholesale by the following firms:

Quebec: Whitehead & Turner. **Montreal:** D. H. Rennoldson. **Ottawa:** H. M. Bate & Sons, Ltd. **Kingston:** Geo. Robertson & Son. **Toronto:** W. G. Patrick & Co. **Hamilton:** James Turner & Co. **Winnipeg.** The Kenneth Mackenzie Co. **Victoria:** R. P. Rithet & Co., Ltd. **Vancouver:** Kelly, Douglas & Co.

SALT SALT

VERRET, STEWART & CO.

MONTREAL

Prices, Attention, Expedition, Quality,

NO BETTER OBTAINABLE

SALT SALT

SOCKEYE **SALMON**







"Sovereign" and "Lynx"

Brands

ARE THE OHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

STOCK UP WITH THE OLD RELIABLE



"Horse Shoe" SALMON

DEMAND WILL SOON BE ON.

In Cheaper Grades

***SPRINGS*—*"Columbia"* Brand.**
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J. H. Todd & Sons

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Whose name is guarantee of quality.



"PRINCE OF WALES"
Mocha and Java Coffee

"PRINCE OF WALES" is gaining ground every day—People know when they get the COFFEE they like—really delicious Coffee—It helps the Merchant, too—If you are not handling "PRINCE OF WALES" drop us a line and let us explain our method of "Helping the Dealer"—advertises you and helps introduce the Coffee. No premiums; Actual Merit does it. A post card brings the information Write it now.

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"Boston Luxury Coffee"

We have every reason to believe that we have reached perfection in our "BOSTON LUXURY" Blend. We are forced to this conclusion, as it were, by the favorable comments of all customers who have handled it.

JOHN SLOAN & CO.,

TORONTO BELLEVILLE

HAMS

Easter marks the opening of trade for meats, and of all meats there is none to compare with the Ham. Ham is King, and the "Star Brand" is King of Hams. Cured in the same old reliable way for the past fifty years at the same place,

HAMILTON, ONT.

Write us for prices.

F. W. FEARMAN COMPANY,
Limited.

WE ARE DAILY BUYERS OF

EGGS AND BUTTER

Correspondence solicited.

WRITE, TELEGRAPH OR TELEPHONE US WHEN YOU HAVE ANY TO OFFER.

THE PARK, BLACKWELL CO.
LIMITED

TORONTO

TELEPHONE M 3960

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

The Bacon Situation.

OWING to the scarcity of domestic hogs the Canadian packers in their anxiety to keep their establishments running have been obliged to import from the United States on a liberal scale during the past week. At the close of the market the price of hogs in Chicago is $5.50; add to this $1.50 per cwt., which is the duty on pork coming into Canada, and you have $7.00 per cwt., which represents the price Canadian packers have had to pay for their experiment. The price ruling locally is from $6.75 to $7. When this is compared with the price at which American products can be brought into this country it represents a condition in the Canadian provision trade which has not occurred for upwards of twelve years. The outcome of what now can only be considered an experiment will be awaited by the Canadian trade with interest.

Domestic trade is reported good, and a firm market prevails in the old country, the price of Canadian bacon this week being quoted at from 52 to 56s. Receipts in Denmark have inclined to the light side, which has contributed to additional firmness in the British market.

Danish versus Canadian Butter.

THE most casual study of British trade returns, according to P. B. Ball, of Birmingham, Eng., in his latest report to the Department of Trade and Commerce, shows a steady increase in Great Britain's importations of butter. Denmark contributes to the British market an amount far in excess of all competitors. In the last four years Australia and New Zealand have shown the most noticeable advances. This is attributable to the great attention these countries have devoted to all matters of packing and regularity of quality and quantity. For 1904, Canada shows a considerable increase over 1903, but a decrease compared with 1902.

CANADA'S CARELESS SHIPPING.

Reference has been made before this to the carelessness on the part of certain exporters in shipping butter from Canada. One can hardly understand dealers of Great Britain, who purchase such enormous quantities, paying so much attention to minor matters; but it is the small things that count in Great Britain. All countries except the United States and Canada pay special attention to the minutest details connected with shipping.

UNIFORMITY OF QUALITY.

It is not with the quality of Canada's well-packed and well-made butter that fault is found, but with the lack of uniformity in quality. A dealer will get one shipment under a certain brand, and it is particularly good; he gets the price and is thoroughly satisfied with it, and opens up a regular trade; the next shipment comes, marked with the same brand, but a comparison with the former shipment is quite impossible. There would be a difference in the salting, color, and other points, and it can be readily understood how detrimental to trade such a procedure is.

The British importer, or dealer, naturally wishes to conduct his business with as little trouble as possible, and this want of uniformity in quality is a hindrance to him. He must deal with shippers on whom he can rely for regularity, and this is one of the things which prevents Canada from more largely developing her butter exports to Great Britain.

ALL YEAR ROUND SHIPMENTS.

Another thing which makes against Canada, is that she does not ship all the year round. Ireland and Denmark ship all the year round, and their monthly product is about equal. Canadians are not able to do that, and the Summer shipments have to contend with the heat. Of course, in Canada there are good cold storage facilities. Every Canadian retailer has his refrigerator, although such an article in Great Britain is scarce owing to the drawback of variations in temperature.

DUMPING BUTTER IN OVER-HEATED DOCKS.

Coming out of cold storage from the ocean ships, unless by special arrangement otherwise, the butter is dumped down in docks very much over-heated, and necessarily this does not very much improve its quality. However, all export countries, with the exception of Ireland and Denmark, have this to contend with.

PREFER BUTTER IN CASKS.

British buyers prefer the butter in casks. The Irish send them in ½-cwt. (56 lbs.) or 1-cwt. (112 lbs.), but the Danish people send 1-cwt. casks. The brand of the dairy is always placed on the side, so that it cannot be removed. Each dairy has a trade mark, and that is almost half the selling.

GOVERNMENT SUPERVISION OF DAIRIES.

Government supervision of all the butter factories in Denmark tends to produce regularity, and the Danish buttermakers take particular pride in the prize that is given every year by the Government for perfection in the factories.

Mexican Egg Test.

It is a common sight in the plaza in a Mexican town to behold a stall-woman who is selling two reals worth of eggs pick them up one by one, put one end and then the other to her lips and hand them over to the customer, who repeats the same operation. To the inexperienced onlooker it seems as if they were tasting the extremities of the eggs. As a matter of fact, they never touch the eggs with the tongue.

The idea of the performance is that when an egg is fresh one end is distinctly colder than the other. The end which has the air chamber is the warmer of the two. The human lips are exceedingly sensitive to heat and cold, and even the novice at this form of egg-testing promptly becomes a capable judge. If both ends of the egg reveal the same temperature, that egg may be counted as bad, as it is a fairly good sign that the air chamber is broken, and the contents spread equally within the shell.

Cheese Market Cornered.

The report is current that the cheese market in Great Britain has been practically cornered by two or three large English firms, and that persistent reports of heavy shortage are being circulated in order to unduly inflate prices and put money into the pockets of the combine at the expense of small dealers.

P. Burns & Co. will build a $150,000 abattoir in Vancouver, modelled after their Calgary plant.



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AN EASY ONE.

Added to our splendid assortment of
GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St. Louis, Mo., 1904.** Proven the **purest** and **best.** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

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We highly value our reputation for straightforward dealing.

It is a guarantee to our customers.

TODHUNTER, MITCHELL & Co., TORONTO

Importers and Manufacturers of
High Grade Coffees, Spices, Cocoas, Chocolates, Etc.

USE ONLY THE BEST

GILLETT'S PERFUMED LYE

is the STANDARD article

READY FOR USE
IN ANY QUANTITY.

For making soap softening water, removing old paint, disinfecting sinks, closets, drains and for many other purposes. A can equals 20 pounds SAL SODA.

SOLD EVERYWHERE.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904

YES

Eggs AND Butter

THAT'S WHAT WE WANT

IN ANY QUANTITY
and at ALL TIMES

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—Very firm prices and a good healthy demand are reported in provisions this week. The scarcity and high price of hogs has induced importations from the United States, something that has not happened in years. Quotations this week range about $7, although even higher prices have been paid in some instances. Very little change is noted in last week's quotations on cured meats, and only a slightly wider range of prices in some varieties of beef. We quote the following:

Long clear bacon, per lb	$0 09½	$0 10
Smoked breakfast bacon, per lb	0 13	0 13½
Roll bacon, per lb	....	0 10
Small hams per lb	0 13	0 13½
Medium hams, per lb	...	0 13
Large hams per lb	0 11½	0 12
Shoulder hams, per lb	0 09	0 09½
Backs, per lb	0 15	0 15½
Heavy mess pork, per bbl	16 00	16 50
Short cut, per bbl	19 50	20 00
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb	....	0 09½
" tubs "	0 09½	0 10
" pails "	0 10	0 10½
" compounds, per lb	0 07½	0 07½
Plate beef, per 200-lb. bbl	11 00	11 50
Beef, hind quarters	9 00	10 25
" front quarters	5 50	7 25
" choice carcases	7 25	9 00
" medium	....	7 00
" common	6 00	7 00
Mutton	....	0 10
Lamb, spring, cold storage	....	0 11½
Lamb, yearling	....	0 14
Veal	0 07	0 09½
Hogs, light	....	....
" " street lots	....	8 75

Butter—Supplies of dairy butter have been literally pouring in during the last few days. This, together with freer arrivals of creamery, has brought about a considerable reduction in prices all round. Most of the creameries are now under way, and butter is rapidly getting down to a normal basis of value. It is interesting to note that the price of creamery last year at this time was approximately only 17c. So it can be readily believed that prices will go still lower. We quote as follows:

	Per lb.	
Creamery prints	0 21	0 22
" solids, fresh	0 20	0 21
Dairy prints	....	0 19
" large rolls	....	0 18

Cheese—New fodder cheese is being quoted this week at 10 3-4 to 11c. Twins are scarce and large cheese firm at 11 1-2c. Old cheese is getting into small compass, and a firm market with fair to active demand is noted. The export trade shows signs of easing off. Our quotations are as follows:

	Per lb.
Cheese, large	0 11½
" twins	0 12

Montreal.

Provisions—An easier feeling prevails in the market. The demand for live hogs is not very brisk. Selected lots sell at $7.40 to $7.50, and mixed lots $7.00 to $7.25. The tone of the dressed hog market is steady. Abattoir fresh-killed sold at $9.75 to $10.00. Demand for cured limited with values well maintained. Lard advanced slightly.

Canadian short cut mess pork	$18 00	$19 00
American short cut clear	18 50	19 50
American fat back	18 50	19 50
Bacon, per lb	0 07½	0 13
Hams	0 11½	0 13
Extra plate beef, per bbl	11 50	12 00
Lard, Boar's Head brand, tierces, per lb	....	0 06¾
" " ½-tierces, per lb	....	0 07
" " 50-lb. fancy tubs	....	0 07
Cases, 20 3-lb. tins, per lb	....	0 07¾
" 12 5-lb. tins "	....	0 07⅞
" 6 10-lb. tins "	....	0 07¾
20-lb. wood pails, each	....	1 45
20-lb. tin pails, each	....	1 35

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	1 57	1 70
" tubs	0 07½	0 08½
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08½	0 09½
" cases (24 3-lb. tins)	0 08½	0 09½

Butter—Prices are steady, and though more is offering competition is keen, and a slight enhancement was noted in the township creameries. The market is, however, tending towards a steadier feeling and firmer prices. Choice new-make creamery sold 17 1-2 to 18c., and with the opening of the export trade it is not likely that these figures will be shaded materially. Receipts are plentiful.

Finest creamery	0 18	0 18½
Fine	0 17½	0 18
Medium	0 16½	0 17½
Fresh rolls	0 15	0 16
Fresh dairy tubs	0 15	0 17

Cheese—The market has eased off considerably during the week, and 10 1-4 to 10 1-2c. appear to be about the ruling figures. Towards end of last week 10 1-8c. was paid at country points, and the tendency is towards a still further drop. Liverpool, as compared with same period last year, has about 37,000 boxes on hand. The make is increasing weekly, and it is safe to say that no advance is in sight in the near future.

Eggs—Local market is steady considering the large receipts arriving daily, averaging from 1,000 to 1,500 cases daily. The decline looked for by the dealers has not as yet materialized, and though country buyers have been trying to bring prices down the demand generally is too good to effect this. It is generally felt by commission houses that the price is about down to buying level. Strictly fresh are obtainable freely at 13 1-2 to 14 1-2c., some No. 2 going at 13c.

Winnipeg.

Creamery Butter—There is still a decided scarcity of good creamery butter, and prices are maintained at a high level. We quote:

Finest fresh creamery, in 56-lb. boxes	0 29
" " in 1-lb. bricks	0 30

Dairy Butter—Also scarce. Quality of butter offered is not all that might be desired, and jobbers are paying the following prices at country points:

Dairy, assorted pkgs., selected	0 17
" round lots	0 15

Cheese—Prices are firm at the recent advances. We quote:

Finest Manitoba, large	0 12½
" Ontario, "	0 13
" " twins	0 13½
Square cheese	0 12½

Lard—Steady at the sharp advance noted last week. We quote:

Lard, 50-lb. pails, per pail	5 60
" 20-lb. " "	2 2·
" 3-lb. tins, per case 60 lbs.	7 00
" 5-lb. " " "	6 90
" 10-lb. " " "	6 75
Pure lard in bbls, per lb	0 10½

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
Wholesale Produce Merchants.
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REFRIGERATORS Useful to every one. 40 different styles. Silver medal, Quebec, 1901. Diplomas: Toronto, Ottawa, Montreal.
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Write for Illustrated Catalogue.

REFRIGERATORS
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Butter Tubs
BEST WHITE SPRUCE
50—30—20 lb.
ORDER NOW
WALTER WOODS & CO.
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EGGS

We will buy your eggs F.O.B. all year.

CORRESPONDENCE SOLICITED.

The WM. RYAN CO., Limited

70 and 72 Front St. E., Toronto,

You see it takes time, and love and knowledge to make a bird seed equal to Brock's.

So many won't put in the time and love and knowledge, and the result is bad for the bird—and for the grocer.

NICHOLSON & BROCK,
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1 Pair of Scales (capacity 2,000 lbs.)

Apply Box 238

CANADIAN GROCER

10 FRONT STREET E., TORONTO.

Cured Meats—Prices are:

SMOKED MEATS.

Hams, selected stock, special mild cure	0 15
Bacon, " " "	0 18
Backs, " " "	0 11½
Picnic, " " "	0 09
Hams, sugar cured, assorted sizes	0 13
" heavy, 20 to 30	0 12½
Picnic, " assorted sizes	0 08½
Shoulders, "	0 08½
Bacon, " breakfast bellies,	0 13
" " breakfast backs	0 11
" " Wiltshire sides	0 15½
" " spiced rolls, long	0 10
Manitoba butts	0 09½
" " skinned	0 10
" " boneless and rolled	0 11
" rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 09
" " " smoked	0 09½
" " " boneless backs,	0 10
Shoulders " "	0 08

BARREL PORK.

Heavy mess pork, houeless, per bbl	18 00
" " per ½ bbl	10 50
Standard mess pork, per bbl	16 00
" " " per ½ bbl	9 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00
Sweet pickled spare ribs, not cooked, per lb				0 04
" hocks, " "				0 04

Halifax.

Provisions—The provision market is well stocked at present with nearly every commodity. Meats are plentiful, though there has been a considerably greater demand since the close of Lent. With our present railway facilities there need never be any shortage in this market, as western beef is always available. Prices in meats rule slightly higher than normal for this season.

* * *

Butter and Eggs—Though there is still a shortage in creamery butter for every-day table use, the market is otherwise well stocked. In fact on Friday last the largest butter firm in the city, and one which never advertises this article, inserted in the daily papers an announcement headed "Butter has dropped," which clearly indicates the state of the market. Eggs are very plentiful, and the price has dropped to a normal level. Fresh eggs, which sold retail at 35 cents a month ago, can now be procured at 16 to 18 cents. P.E.I. stock at 15 cents.

Watering Canadian Butter.

A SENSATION has been caused in Canadian dairy produce circles lately by the announcement that colonial butter is being regularly sent across from London and Liverpool to Holland where water is added by the Dutch manufacturers and the whole shipped back to England to be re-sold at a profit, but at a less price than that at which it was originally produced.

The general impression seems to be that if the English consumer likes to pay for the addition of water to his butter, he may as well have his wish without the intervention of the Dutch. There is no objection to Canadian producers adding to the percentage of moisture in butter, since under recent legislation in England it is permissible to sell butter containing moisture up to 16 per cent.. At present Canadian butter averages about 12 per cent. of water and an additional three or four per cent. would represent a good substantial sum in the aggregate of the year's shipment.

E. Beattie & Co., Stratford, have sold their confectionery and bakery business to the Nasmith Co., of Toronto. A. Beattie & Co. will devote their entire energies to their grocery business.

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

JOHN LETHEM & SONS,
LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

JAMES MARSHALL,
ABERDEEN, - SCOTLAND.
Cables, Halcyon. Codes, A. B. C., 5th ed., Scattergood. Consignee for all kinds of Canadian produce. Personal attention and prompt returns guaranteed.

I want to secure **Sole Agency** for **Britain** for Canadian manufacturers of **Wooden Ware** or similar lines. References **A 1.** Splendid connections.

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9-10 St. Mary-at-Hill, LONDON, E. C

DAVID SCOTT & CO.,
Est. 1873. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of
CANNED GOODS.
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Brokers, invite consignments of general produce, especially BUTTER, CHEESE, AND ALL FOOD PRODUCTS. Correspondence invited. References given. WRITE US.
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GENERAL MERCHANTS,
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SPECIALTIES,
FRESH, DRIED and CANNED FRUITS.
T.A.. Emulate.
Codes, A.B.C. and Lieber's.

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We sell cost, freight and insurance. Western Union Code.
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Marshall, James, Aberdeen, Scotland.
Meeker, George R., & Co., London, W.C.
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Major, S. J., Limited, Ottawa.
Sloan, John, & Co., Toronto.
Turner, James, & Co. Hamilton.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa.

Hides.
Page, C. S., Hyde Park, Vt.

House Insect Destroyer.
Common Sense Mfg. Co., Toronto.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fixtures, Trucks, Scoops, Scales, Etc
Walker Pivoted Bin and Store Fixture Co., Toronto.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Imperial Extract Co., Toronto.
Smith, E. D., Winona, Ont.
Sutcliffe & Bingham, Montreal.
Upton, Thos., & Co., Hamilton.

Manufacturers' Agents, Brokers and Commission Merchants.
Adamson, J. T., Montreal.
Balogna Lime Works Co., Barbadoes, B.W.I.
Carman, Joseph, Winnipeg, Man.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Hughes, A. J., Montreal.
Kyle, C. E., Toronto.
Lambe, W. G. A., & Co., Toronto.
Lawson, Reginald, Winnipeg.
Leake, J. W., Scarborough, Eng.
McPhie, Norman D., Hamilton, Ont.
Millman, W. H., & Sons, Toronto.
Moir, John A., Mootreal.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Patrick, W. G., & Co., Toronto.
Radiger & Janion, Victoria and Vancouver, B.C.
Rattray, D., & Sons, Montreal.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Tippet, A. P. & Co., Montreal.
Watson, Stuart, Winnipeg, Man.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Mince Meat.
Bates Mfg. Co., Toronto.
Wetbey J. H., St. Catharines.

Mops.
Tarbox Bros., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Medicines.
Mathieu, J. L., Co., Sherbrooke, Que,

Pickles, Sauces, Relishes, Etc.
Belleville Canning Co., Belleville, Ont.
Capstan Mfg. Co., Toronto.
Colson, C. E., & Son, Montreal.
Cross, J. H., Montreal.
Flett's—Rose & Laflamme, Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Gorman, Eckert & Co., London, Ont.
Greig, Robert, Co., Toronto.
Heinz, H. J., Pittsburg, Pa.
Holbrook & Co., London, Eng.
Lucas, Steele & Bristol, Hamiltoo, Ont.
Lytle, T. A., Co., Toronto.
Merchants Mfg. Co., Toronto.
Paterson's— Rose & Laflamme, Montreal.
Rowat's Olives—Snowdon, Forbes & Co., Montreal.
Sutton, G. F., Sons & Co., London, Eng.

Polishes—Metal.
Anglo-Canadian Supply Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Oakey, John, & Sons, London, Eng

Polishes—Stove.
Kinnear, Thos., & Co., Toronto and Peterboro'.
Morse Bros., Canton, Mass.
Nickel Plate Stove Polish Co., Chicago.

Refined Cider.
Wilson, W. H., Co., Tillsonburg, Ont.

Refrigerators.
Eureka Refrigerator Co., Toronto.
Fabien, C. P., Montreal.

Salt.
Dominion Salt Agency, London, Ont.
Cerebos Salt.
Toronto Salt Works, Toronto.
Verret, Stewart, & Co. Montreal.

Soap.
Duncan Company, Montreal.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
Maiden, J. H., Mootreal.

Sugars, Syrups and Molasses.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Grimm Mfg. Co., Montreal.
Imperial Maple Syrup—Rose & Laflamme Montreal.
Kinnear, T., & Co., Toronto.
Montreal Maple Co., Montreal.
Ontario Sugar Co., Berlin, Ont.
Rattray, D., & Sons, Montreal.
"Sugars" Limited, Montreal.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Braid, Wm., & Co., Vancouver, B.C.
Chase & Sanborn, Montreal.
Ceylon Tea Traders' Ass'n.
Eby, Blain Co., Toronto.
Estabrooks, T. H., St. John, N.B.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Japan Tea Traders' Ass'n.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Major, S. J., Limited, Ottawa.
Piper, A. M., & Co., Toronto.
Salada Tea Co., Montreal and Toronto.
Sloan, John & Co., Toronto.
Todhunter, Mitchell & Co., Toronto.
Turner, James, & Co., Hamilton.
Wood, Thos., & Co., Montreal.

Vinegars.
Major, S. J., Limited, Ottawa.
Wilson, W. H., Co., Tillsonburg.

Wall Paper.
Stauntons Limited, Toronto.

Washing Compound.
Keen's—Frank Magor & Co., Montreal.
Winn & Holland, Montreal.

Wines and Liquors.
Bates Mfg. Co., Toronto.
Sleeman, Geo., Guelph, Ont.

Woodenware.
Bennett Mfg., Co., Pickering, Ont.
Woods, Walter, & Co., Hamilton.

Wrapping Paper, Paper Bags, Etc.
Canada Paper Co., Toronto.

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Your Store is Judged

by the quality of the goods you sell. Low prices are a temporary help, but high quality builds up permanent trade. Remember what a famous philosopher once said, "You can fool some of the people all of the time and all of the people some of the time, ***but you can't fool all of the people all of the time.***"

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NEW ADVERTISEMENTS.

Moir, John A., Montreal.
Major, S. J., Ottawa.
Cross, J. H., Montreal.
"Tanglefoot" Fly Paper.

WESTERN ASSOCIATION MATTERS.

IN another column will be found an account of the meeting in Winnipeg last week of the executive of the Retail Merchants' Association of Western Canada. The appointment af a permanent secretary-organizer to devote his whole time to the work of promoting the organization among the merchants of Western Canada was a necessary step and there is reason to believe that in W. A. Coulson the executive have secured a competent man. He enters upon his duties immediately, and will commence an active canvas of the western retail trade.

The aims of the association entitle it to the enthusiastic support of the retail trade. At the same time it is not antagonistic to the interests of the wholesalers, many of whom have shown their active sympathy with it. It is in the interests of the wholesaler just as much as of the retailer that destructive cutthroat competition be done away with. It is reasonable to suppose that the wholesaler is surer of his money from a store that is making a profit than from a store where business is often conducted at a loss. The association stands for sane, sensible business methods, and its influence is for the protection of all branches of the trade. It is a mistake to suppose that it represents any antagonism of the retailer towards the jobber.

A circular letter will be sent out shortly by the secretary-organizer to the entire western retail trade, and it will be followed by a personal visit as soon as possible. But the organizer has an immense territory to cover as the association includes the whole of Canada west of the Lakes. It is evident that his canvass of the trade will occupy some time and no merchant should imaginc himself slighted or overlooked if the secretary does not visit him immediately.

EXTEND YOUR BUSINESS.

NO business man can afford to rest content with the business he already has. The law of nature, that progress is necessary to prevent decay, is also true of commercial life. The most promising field for an extension of business, in the case of the average storekeeper, is among the farmers. There are particular reasons which make the trade of the farmers valuable. Chief among these is the fact that it is practically a cash business. A farmer comes into the market and exchanges or sells his produce and exchanges the money for the necessaries of his own home. There is no question of delayed payments or bad debts. Again, this class, as a rule, does not demand the great variety of goods which must be shown to a town customer before making a sale. Neither is there the same fluctuation among the residents as there is likely to be in a town. In the latter case a considerable number of customers are merely transient. The farmer, on the contrary, seldom moves, unless to come into the town when he retires.

For these and other reasons the trade of the farmers should be cultivated. This can be done by special appeals to them on market days, by advertising in the papers, for the farmer reads his paper from cover to cover, and by displaying goods which are likely to catch their fancy. The merchants of a town in Western Ontario made a combined effort to induce the farmers to come into town to the market two days a week. Special bargains and sales were offered on Wednesday and the idea met with considerable success. The advantage of this business should be recognized by all merchants.

THE LATE MR. GOODERHAM.

THE Canadian business world has sustained a distinct loss in the death of Mr. George Gooderham, of Toronto, which occurred on Monday of this week. Not that it will occasion any financial disturbance on the "street," for the simple reason that he was a thorough business man who kept his affairs thoroughly in hand and depended upon no false props.

At the same time, Mr. Gooderham's interests were so great and so varied that there is scarcely a branch of finance or commerce with which he was not in touch. Manufacture, real estate, banking, insurance, mining,—in all of these he was a colossal figure. He was pre-eminently the prompt, reliable, active, business man who found his chief enjoyment in the round of commerce and finance.

It is difficult to estimate the influence of such a personality in directing the course of national trade and commerce, especially when it is remembered that there have been few commercial undertakings of any magnitude in Canada within the last fifty years that have not had associated with them the name of the late George Gooderham.

INTERDEPENDENCY OF INDUSTRIES.

THE claim made by the Victoria Colonist of April 13, that "the British Columbia manufacturer and wholesaler enjoy few, if any, of the advantages of reciprocity with the rest of Canada," seems to be contradicted by

the following extract taken from a recent article in the Colonist on the subject of "The Interdependency of Industries." When it is seeking for excuses for the new tax on commercial travelers the Colonist has a different story to tell than when it is discussing the development of industrial activity in British Columbia:

"In the contemplation of industrial activity one is prone to be circumscribed. The ordinary observer sees no advantage in business development unless its local application is paramount. The proposition that the Pacific coast is materially interested in the upbuilding of industry in the Atlantic provinces would not be hastily assented to. Yet during a conversation with Mr. N. Curry, of Amherst, Nova Scotia, it was brought home to a Colonist representative that the peculiar interdependence of industrial activity in all parts of our broad Dominion is apt to be overlooked. Mr. Curry is president of the firm of Rhodes, Curry & Co., of Amherst, one of the largest manufacturing establishments in the Maritime Provinces, whose business last year represented some $2,300,000, and which paid $367,000 in wages during that period. The manufacture of all sorts of railway conveyances is an important branch of the Rhodes-Curry works. Their receipts from the sale of cars alone in 1904 amounted to $1,400,000, and the establishment has at the present time about $1,000,000 worth of orders for cars on hand. During the past three years they sold about $2,000,000 worth of cars to the Canadian Pacific Railway alone. They also manufacture largely for the Intercolonial and other Canadian roads.

" 'Do you use British Columbia timber at all in car construction?'

" 'Oh, yes. Nearly all our roofing and siding comes from the Pacific coast. We also use a great deal of your clear fir and cedar for general work—that is, in connection with our planing mill, where we turn out all sorts of building materials, bank office furnishings, etc. We use about 3,000,000 feet of British Columbia timber annually, and we have been dealing with one of your coast mills for about eighteen years.'

"To a reporter's interrogation, Mr. Curry admitted that it did seem a long way to haul timber. 'But then,' he remarked, 'it is splendid material.'

" 'Do you use any other British Columbia product in your manufactures?'

" 'The most of our copper comes from your province and we require large quantities of it. It is used for axle bearings and car trimmings. Considerable quantities of tin and lead are also used.'

"Mr. Curry remarked upon the settlement of the Northwest and the enormous markets which would be there developed for British Columbia timber. He also observed that timber was not the only commodity that would be wanted. Every new town or settlement would develop its concomitant industries. Electric enterprises and other schemes of civilization would follow the people, and with these, great markets would open for copper and lead, and the mines of the province would benefit accordingly. Thus the development of Central and even of Eastern Canada means a reflex stimulus to the insustries of this great province."

HOW TO FIGHT THE PRICE-CUTTERS.

A PROGRESSIVE Montreal jobber, in conversation with The Grocer recently, laid stress upon the modern tendency of retailing which in his mind approached the "bargain mecca," notwithstanding the steady trend of demand for the better and higher class of merchandise. Instances of the methods pursued in large city stores were touched upon, and the cases of small towns, where illegitimate and undue price cutting was resorted to, were explained.

Undoubtedly this method of merchandising tends to educate people to a point where they will buy only when goods are offered at a special sale. Discount sales, bargain sales, and every conceivable form of price cutting deafen people to the value of a real bargain. In towns and cities where the number of grocery and general stores is excessive, reckless price competition is usually found the natural outcome. This tends to eliminate the weaker merchants, but does not necessarily mean the survival of the fittest. No merchant can continually buy to better advantage and undersell his competitors.

Wise merchants avoid this price-cutting competition as far as possible. In modern merchandising there is a good deal more than price to be considered. It is by no means urged that a reputation be obtained for only high-priced merchandise, for staples must be sold as low as competitors. It is upon novelties that the profit must be made. There are innumerable ways of attracting trade without undue price competition. For the right merchandise a good round price can be obtained. Nowadays the merchandise comes into scrutiny, as much as the price. Convince the public that what you offer is right in quality and relatively high prices will not deter people from buying.

When the need of a special sale is felt, work it up in a thorough and progressive manner. Take time and get the people talking, and when the time comes to spring the sale you will get the people into the store and they will be satisfied and stay satisfied.

QUIETNESS OF TRADE.

A SUBJECT for general comment throughout the Canadian grocery and general mercantile trade, particularly of Ontario, during the past ten days, has been the quietness of Spring trade.

The reason is not easy to discover, even after allowance has been made for the quiet season following the break-up of the country roads, and preceding the opening up of Summer business.

Conditions throughout the country are such as ought to be productive of increased activity in trade. Practically all industries are in a flourishing condition. Immigration both from Europe and the United States is exceeding the records of any previous year. The transportation companies are increasing their facilities for handling freight and passenger traffic. Additional steamers are being put on to ply between Canada and England, and negotiations continue in the matter of developing our trade with the West Indies and Mexico. All these activities denote an optimism which is as widespread as it is well-founded. The population is increasing, new fields for agriculture are being opened up, and we have a large and growing industrial class earning good wages. Farmers, moreover, are getting a high price for all kinds of produce. In fact there is every reason why trade should be brisk. Such is not the case, and even the optimists can only sigh and hope that the beginning of Summer weather may effect the desired change.

FRENCH IMPORTS.

AT a meeting of the Winnipeg Board of Trade, held last week, Kenneth McKenzie brought to the attention of the board an injustice which is being done to Canadian trade by the provisions of the existing trade

treaty between Great Britain and France. Under the present wording of this treaty, which is applicable to Canada, goods of French origin are permitted to enter Canada from other foreign countries where they are broken in bulk, mixed with other products, and entered at Canadian ports on the mere declaration of the shipper that they are of French origin. This practice obtains mostly in the United States, and works to the disadvantage of Canadian trade. Moreover, the treaty provides expressly that goods sent from Canada to France must go direct to France in order to enjoy the advantages of the treaty.

Mr. McKenzie submitted the following resolution, which was carried unanimously :

"That under the present wording of the French treaty, goods of French origin are permitted to enter Canada from foreign countries, and are allowed by the customs of Canada the full benefits of the preferential clauses of said treaty to the detriment of the direct importing trade of Canada; therefore be it resolved that this board recommend to the Dominion Government that article 'one' of the French treaty be amended by the addition of the words 'when imported direct from France, or on a through bill of lading, via another port, without breaking bulk and accompanied by a certificate of origin.'

"Also be it resolved, that the conditions of trade having changed from what they were in 1895, the French treaty as it stands does not now meet the requirements of present day trade, that the benefits of the treaty should be extended to a number of other and new articles."

The wholesale grocery trade of Ontario, Quebec, and the Maritime Provinces have also experienced the injustice of a treaty that allows American importers to unload French goods on the Canadian market whenever market conditions warrant, and a movement was initiated some time ago in the east to secure the necessary amendment to the French-Canadian trade regulations.

BACK FROM THE WEST.

MR. J. F. EBY, of the Eby, Blain Co., Toronto, returned on Friday, April 28, from a trip to the Pacific coast. In the course of an interview with The Grocer, Mr. Eby expressed himself as enthusiastic over the trade possibilities of Western Canada. The time was not far distant when the population would outnumber that of Eastern Canada. The tendency of immigration, moreover, was distinctly favorable as far as the class of new comers was concerned.

The C.P.R. were making great strides in developing the mining of anthracite coal in British Columbia. Industrial conditions seemed to be in a healthy state throughout Alberta and the Territories. The only danger was in "overdoing" things in a country pushing ahead with such rapidity as the West. There was, however, no suggestion of this so far.

The ranching districts were anticipating a profitable season. The cattle had wintered in excellent shape, the prairie grass showing up well, and ranchers were of the opinion that this year's outturn would mean considerably more to them than that of 1904.

DEATH OF MR. W. A. RITCHIE.

THE late Mr. Wm. A. Ritchie, whose death occurred in Montreal last week, was for many years, and until two years ago, in charge of the Montreal markets of The Grocer and Hardware and Metal.

Mr. Richie was born in St. Romuald, Que., forty-one years ago. After the completion of his academic training he joined the staff of the Montreal Herald as a reporter. After seven years' service he went to Boston where he remained three years, returning to Montreal as city editor of the Herald. In 1889 he joined the staff of the Gazette, Montreal, as commercial editor, which position he held until his death last Friday, April 28. As an authority on dairy produce, particularly cheese, Mr. Ritchie was almost without a peer in Canadian trade circles. He had made it a practice for years to visit the various cheese-making centres throughout the country every year in order to become thoroughly conversant with ruling conditions.

The funeral was held from his residence, 587 St. Denis street, on Monday to Bonaventure Station, thence to St. Romuald, Que., and was largely attended by his fellow workers and members of the press.

ORGANIZER APPOINTED.

A MEETING of the executive of the Retail Merchants' Association of Western Canada was held in the Leland Hotel, Winnipeg, on the evening of April 27. President Lawlor, of Killarney, presided.

The most important subject which came up for consideration was the selection of a secretary-organizer for the association. Previous to the meeting, applications had been called for through the advertising columns of the daily papers, and some twenty odd applicants sent in letters or appeared in person. The choice of the executive is W. A. Coulson, a bright young newspaperman formerly connected with the Ottawa Free Press. He will enter upon his duties almost immediately, and will visit the entire western trade. Mr. Coulson is advocating a good cause and should meet with a good reception from western merchants. His address is 384 Kennedy street, Winnipeg, and any communications addressed to him will receive attention.

At the meeting in February a number of names were placed upon the executive roll of merchants who were not present. Two of these have found it impossible to act, although they are in hearty sympathy with the movement. Accordingly, Messrs. Brown and Galloway have been replaced by Messrs. Hill, of Griswold, and Brown, of Neepawa.

Secretary A. T. Embree, of Boissevain, retires, his duties being taken over by the newly-appointed organizer. Mr. Embree also acted as treasurer, and Robert Rollins, of Killarney, was appointed at the executive meeting to have charge of the association's funds. The president and treasurer belong to the same town and should be able to work together conveniently.

It was decided to call another general meeting in Winnipeg during Exhibition week. The exact date will be announced later.

SHIPMENTS OF INDIAN TEA.

In last week's issue of The Grocer was published a statistical table, submitted by McMeekin & Co., London, Eng., giving shipments of Indian tea from Calcutta and Chittagong to Canada for nine months ending Jan. 31, 1905, as 10,914,850 lbs. Of the total Toronto was credited with 264,752 lbs.; Montreal with 353,698 lbs., and St. John with 8,713,634 lbs. A correspondent points out that these figures represent direct shipments only, and a good share of the comparatively large quantity of tea shipped to St. John is again transhipped to Ontario and Quebec firms which in reality makes shipments to western centres much larger than would at first appear.

GLEANED FROM THE TRAVELERS.

MR. G. PRICE, of H. P. Eckardt & Co., reports a satisfactory week's business in Berlin and territory east.

Mr. J. H. Lennon, Lindsay, has sold out.

Mr. Goff has opened a grocery store at Niagara-on-the-lake.

Walter Bros., Listowel, have established a branch store at Atwood. Mr. W. Walter is in charge.

Mr. W. E. Hall, Sunderland, has moved into fine new premises.

Mr. J. A. McCargar, Bracebridge, is moving into larger premises on Main street. It is his intention to further extend his grocery business.

Mr. G. L. McCabe, general merchant and mill owner, Lotus, was married last week to Miss McRae, of Cartwright.

Parr Bros., Blackstock, are making extensive improvements in their large store. They have the largest departmental store in Eastern Ontario.

Mr. F. H. Brown, Port Hope, is rebuilding his residence. Mr. Brown has the reputation of being one of the most up-to-date grocers in Ontario.

Mr. W. D. Stephens, Port Hope, reports business booming.

Mr. J. F. Honor, Port Hope, the north ward grocer, says trade has never been so satisfactory as this Spring. Mr. Honor is a representative on the Port Hope High School Board, which is famous all over the country.

THE HIGHEST AWARD AND

GOLD MEDAL AT THE WORLD'S FAIR, ST. LOUIS,'04

Can any better proof be given of its superb quality—



Sealed Packets Only

"SALADA"

Black Mixed Green

The only Tea that has stood every test—that is not experimental, and the main factor upon which the success of your Tea sales must depend.

You need this kind—and this alone.

We supply it—write us,—"SALADA," Toronto & Montreal

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest



No. 65.

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills For Prices, Terms and Discounts, address

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Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:

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CELLULOID STARCH?

People enjoy being the judges of what is best for them and it is wise policy to give them what they want.

The extra profit made from trial sales of unknown brands is very insignificant compared with the continuous profit from repeated sales, sure to be the lot of any meritorious article aggressively advertised to the consumer.

Celluloid Starch does what is claimed for it, and the present heavy demand is the result.

Its success is a "continuous performance."

BRANTFORD STARCH WORKS
Limited
BRANTFORD, CANADA

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Groceries.

Toronto. May 4, 1905.

THE Ontario grocery trade tends to quietness this week, and, with the exception of sorting-up orders, there is little of special interest. A representative of The Grocer interviewed a number of commercial men this week and learned that business throughout the country is extraordinarily quiet for the season of the year. It may be that this is because the farmers have been busy with their seeding. It might, however, be expected, in view of the unprecedented industrial activity throughout the province, and the abnormally high prices which farmers are getting for their produce, that this would have induced more liberal buying of the necessities of life by the consuming public, which is not the case. Money is slow in nearly every section of the country. The trade are of the opinion that once navigation is thoroughly open and regular trade with the north country thoroughly established for the season, trade conditions will improve.

An event of interest this week was a decline of 10c. all round in the price of Canadian refined sugar. Since then, however, the price of raw cane has advanced 1-16c. in New York, and the beet market also records an advance. In canned goods there is a report of weakness in corn. Fruit is moving well, and [illegible] are being taken for future haddie and lobsters. From present indications haddie will be considerably higher in price this year. An advance of 50 points is reported during the week in Rio and Santos coffee. The Japan tea market opened on May 1, five days later than last year, when a few parcels were bought at prices ranging from 50 to 60 yen, as against 45 to 50 yen last year. The market in white pepper is reported firm and rapidly advancing.

There has been a sharp advance in Valencia raisins in England of 2s. per cwt., which has induced a similar advance in local market quotations. Currants also show additional firmness. Prunes are high and reports from California indicate very short crop for the season of 1905. A decline of 1-4c. is noted in higher grades of peanuts during the week.

In general grocery staples an especially good demand is noted in pickles. Maple sugar, 1905 stock, is arriving on the market this week and selling to the retail trade at 10c.

CANNED GOODS.

An interesting feature of the canned goods market this week is a reported weakening in canned corn. Supplies are in a few hands, and on account of the slight falling off in the demand it is said that these interests are disposed to offer canned corn at a slight reduction. The tomato situation continues strong and unchanged from last week.

Fruits are beginning to move into general consumption, and orders are being taken for future salmon subject to later confirmation. Some orders are also being taken for future lobsters and haddie for June delivery. At the opening of the market a month hence last year's selling price will be no more than equivalent to this year's cost price. Some members of the trade are of the opinion that sardines are going to be higher in price owing to the fact that the sardine season moves in cycles, and as this is the third or last year, next year is expected to be a poor season.

Salmon packers on the Columbia River have announced American opening prices on the 1905 pack of chinooks and steelheads. Prices on the former are the same as last year, namely, $1.45 for talls, $1.55 for flats, and 90c. on half-pounds. Prices made on steelheads are $1.30 for flats, $1.20 for talls, and 85c. for half-pounds. On chinook salmon in oval tins a price of $2.20 has been named. It is worth noting that the salmon season on the Columbia is considerably later than on the Fraser River, and that the selling regulations there are entirely different from ours. Our quotations are as follows :

Tomatoes, 3's	1 25	1 30
Corn, 2's	1 10	1 20
Peas, 2's	0 82½	1 30
Sliced beets, 2's	....	0 85
" " 3's	....	0 95
" " whole	....	0 95
Pumpkin, 3's	....	0 75
" gal	....	2 50
Squash	....	1 00
Asparagus tips, 2's	....	2 75
Golden waxed beans, 2's	....	0 80
Refugee or Valentine beans, 2's	....	0 85
Crystal waxed beans, 2's	....	0 92½
Spinach, 2's	....	1 40
" 3's	....	1 80
Baked beans, plain, 1's	....	0 45
" " 2's	....	0 72
" " 3's	....	0 90
Tomato sauce, 1's	....	0 50
" " 2's	....	0 78
" " 3's	....	1 00
Chili sauce same ss tomato sauce.		
Catsups, tins, 2's	....	0 90
" " gal	....	4 50
" jugs	....	7 70
Apples, standard, 3's	85	90
" preserved, 3's	....	1 47½
" standard, gal	1 70	2 00
Pears, Flemish Beauty, 2's	....	1 52½
" " " 3's	....	2 00
" Bartlett, 2's	....	1 87½
" " 3's	....	2 82½
" whites, 2's	....	1 72½
" " 3's	....	2 67½
Peaches, pie, 3's	....	1 25
Cherries, red, pitted, 2's	....	2 20
" " not pitted, 2's	....	1 75
" English black, pitted, 2's	....	2 20
" " not pitted, 2's	....	1 75
" white wax, pitted, 2's	....	2 42
" " not pitted, 2's	....	2 00
Lawtonberries, heavy syrup, 2's	....	1 57½
" preserved, 2's	....	1 75
" standard gal	....	4 97½
Plums, Damson, light syrup, 2's	....	1 00
" " heavy syrup, 2's	....	1 30
" " 3's	....	1 85
" Lombards, light syrup, 2's	....	1 05
" " heavy syrup, 2's	....	1 35
" " 3's	....	1 90
" green gage, light syrup, 2's	....	1 15
" " heavy syrup, 2's	....	1 47½
" " 3's	....	2 00
" egg, heavy syrup, 2's	....	1 52½
" " 3's	....	2 10
Pineapple, sliced, standard, 2's	....	2 35
" extra " 2's	....	2 47½
" grated, " 2's	....	2 62½
Raspberries, red, heavy syrup, 2's	....	1 40
" " preserved, 2's	....	1 60
" black, heavy syrup, 2's	....	1 35
" " preserved, 2's	....	1 50
Rhubarb, preserved, 2's	....	1 15
" " 3's	....	1 90
" " gal	....	2 62½
Strawberries heavy, syrup, 2s	....	1 60
" preserved, 2's	....	1 75
Lobster, talls	....	3 50
" 1-lb. flats	....	3 75
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, Fraser River, "Horseshoe" and "Maple Leaf."		
1-lb. talls, 5 cases and over	....	1 77½
1-lb. talls, less than 5 cases	....	1 80
1-lb. flats, 5 cases and over	....	1 90
1-lb. flats, less than 5 cases	....	1 92
½-lb. flats, 5 cases and over	....	1 17
½-lb. flats, less than 5 cases	....	1 20
Salmon, "Clover Leaf."		
1-lb. talls, 1 to 4 cases	....	1 80
1-lb. flats, 1 to 4 cases	....	1 87½
1-lb. talls, 5 to 9 cases and over	....	1 77½
Chums	0 95	1 00½
Sardines, Sportsman ¼'s	....	0 14
" ½'s	....	0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04½
" " ½'s	0 09	0 11½
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies, per doz	....	1 10
Haddies, per case	....	4 25
Kippered herrings, domestic	....	1 10
" " imported	1 40	1 45
Herrings in tomato sauce, domestic	....	1 00
" " " imported	1 40	1 45
California ripe olives, tins, per doz	....	4 75
Corned beef, 1s, per doz	....	1 50
" 2s, "	....	2 70
" 6s, "	8 00	10 00
" 14s, "	....	18 00
Lunch tongues, per doz	....	3 00
Potted meats, ½s, "	....	0 50
" ½s, "	....	1 00

SUGAR.

Just after publication last week the long anticipated occurred, namely, a decline of 10c. per 100 lbs. in Canadian refined sugar. While it was held by some that this would give confidence to buyers, having removed to a certain degree the element of uncertainty which has prevailed for some months, the effect as yet has not been all that might be desired. This is largely to be attributed to the fact that there is practically only a minimun consumptive demand from the country, and buyers have rather lost faith in the article. It is pointed out, however, that actual conditions are as steady to-day as at any time during the current campaign. No adverse change has occurred in the statistical position since November, when sugar made several rapid advances; on the contrary (with the exception of an increase of over 40,000 lbs. in the estimate in the Sandwich Islands growing crop) other statistical changes have been more favorable to holders of sugar than otherwise.

True there has been an apparent falling of of 150,000 lbs. in European consumption for the six months of the campaign ending February. 1905 but there is some degree of doubt as to the reliability of these figures, which are believed to be due to reductions of stocks carried by the trade in a declining market. There has also been an apparent decrease of about 60,000 tons in the United States consumption, but it is believed that a reaction from the recent depression, which is now due, is all that is required both there and in Europe to stimulate inquiry, which for the foregoing reason should be unusually heavy.

There has been considerable liquidation of May beet contracts in Europe, sending quotations for 88 per cent. down to 12s. 6¾d., basis f.o.b. Hamburg. This

liquidation seems to have exhausted itself, and since a new set of buyers have come in prices have taken an upward turn, f.o.b. quotations having gone to the 13s. 0¾d. for May, and 13s. 1½d. for June shipment, with August quoted at 13s. 3d. May quotations are equivalent to parity of 1.78c. duty paid, New York, for 96 test centrifugals.

The improvement in Europe has been felt on this side even, as the markets were sympathetically affected by the decline there. Within the past week Cuban sugars reached the low level of 3 3-16c. c. and f. New York, or 4 9-16c. duty paid, on which hasis 150,000 hags were sold for late May shipment, and though it was expected that the market might decline a further 1-16, the reverse has taken place, and on Monday, May 1, the Arhuckle refinery re-entered the market, taking 60,000 bags Cuban centrifugals afloat at 3¾c. c. and f., or 4⅝c. duty paid, for 96 test. Since then there have heen further sales of nearhy sugar effected on the same terms, thus establishing a recovery and a much hetter feeling in the market.

It is believed that U. S. refiners would now probably pay a further 1-16 for May shipment, hut holders are inclined to stand aloof. Receipts at Cuhan shipping ports continue to fall off, and for the week there has been a decline of stocks on the island of 10,500 tons, with 117 centrals grinding, or 25 less than the previous week.

U. S. statistics for the week ending April 25, show a shrinkage in meltings of 11,000 tons, owing to the refineries heing closed during the Easter holidays; during the week stocks increased 20,000 tons. U. S. and Cuban stocks combined for the week ending April 25 were 633,-830 tons, against 429,110 tons last year, an increase of 204,720 tons. Combined stocks of Europe and America at latest uneven dates showed a decrease for the week of 500,280 tons, as eompared with last year.

The New York refined market shows a decidedly hetter tone, and while the apparent margin between raws and refined is large, it is believed that it is much less owing to the average cost of sugar in refiners' hands heing at least ¼c. per lh. above to-day's import cost. There is no reason to look for a reduction in refined across the line. Similar conditions prevail in Canada, and with the near approach of Summer a much better demand is expected. Our quotations are as follows :

Paris lumps, in 50-lb. boxes	6 23
" in 100-lb. "	6 18
St. Lawrence granulated	5 63
Redpath's granulated	5 66
Acadia granulated	5 73
Berlin granulated	5 58
Phoenix	5 48
Bright coffee	5 48
Bright yellow	5 38
No. 3 yellow	5 38
No. 2 "	5 23
No. 1 "	5 13

Granulated and yellow, 100-lb. bags, 5c. less than hhls.

SYRUPS AND MOLASSES.

The good demand for maple products continues, although New Orleans and West India molasses exhibit a quiet tendency. Prices continue unchanged from last week. We quote as follows :

Syrups—		
Dark		
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb.		0 02½
" ½-bbls "		0 02¾
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. " "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 27	0 30
" " ½ bbls	0 29	0 32
" open kettle	0 45	0 50
Barbadoes, extra fancy	0 45	0 50
Porto Rico	0 42	0 48
West Indian	0 32	0 35
Maple syrup—		
Imperial qts		0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00
In bbl., per lb.		0 06

COFFEES.

Since last week there has been an advance of fifty points in Rio and Santos coffees, which amounts to 1c. all round. Maraeaibo coffees are also recorded stronger.

At the close of the market the speculative price of Rio shows a slight decline. Cable advices from European coffee markets showed unexpected weakness. News from Brazil, however, continues of a character favorable, and both Rio and Santos are recorded as holding firm. Private advices received from Santos say that the weather has been unfavorable for harvesting, and the harvest will be considerably later than usual. We quote the following prices :

	Per lb.	
Green Rios, No. 7	0 10	0 10½
" " No. 6		0 11
" " No. 5		0 11½
" " No. 4		0 12
" " No. 3		0 12½
" Mocha	0 21	0 23
" Java	0 22	0 35
" Santos	0 11	0 13
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
Green, Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracaibo	0 16	0 23

TEAS.

A fair to brisk trade is reported for the week, some grades of tea being particularly scarce on spot, viz., low-priced Indian and Ceylon teas with good samples. According to latest cahle advices the Japan tea market opened on May 1, five days later than last year. The quality of the tea received is reported good. A few parcels were bought at from 50 to 60 yen as against 45 to 50 yen last year.

The immediate effect of the 2d reduction in the duty on tea entering Great Britain has been to bring about a better tone which should develop as July approaches. Deliveries till that date will, no doubt, be at a minimum and the stock in hond on June 30 will probably represent the actual supply in the United Kingdom. With the prospect of heavy clearances during July, the normal ratio hetwcen stocks and deliveries should, before long, he reached, thus paving the way for the opening of the busy season under more favorable auspices than the last.

With imports for the past three months showing an excess of 5 millions over last year and deliveries a decrease of 5 millions, the stock, as indicated hy the board of trade returns, is naturally very heavy. Ceylon's position is less unsatisfactory than that of other growths, duty payments heing 1½ millions ahead of 1904. The unsettled state of affairs in Russia has had the effect of reducing shipments to that country hy 1¼ million lhs. since Jan. 1. We quote the following prices:

Congou—half-chests, Kaisow, Moning,	0 12	0 60
caddies, Pakling	0 19	0 40
Indian—Darjeelings, Pekoe souchongs	0 20	0 22
" Pekoes	0 25	0 30
" Orange Pekoes	0 35	0 45
Indian—Assam, Orange Pekoes	0 25	0 40?
" Pekoes	0 18	0 20
" Pekoe Souohongs	0 16	0 18
Ceylon—Broken Orange Pekoes	0 23	0 40
Orange Pekoes	0 22	0 29
Pekoes	0 18	0 24
Pekoe Souchong	0 14	0 16
China Greens—Gunpowder, cases, extra first	0 35	0 42½
" half-cheste, ordinary firsts	0 22	0 28½
Young Hyson, cases, sifted, extra firsts	0 37½	0 47
" cases, small leaf, firsts	0 30	0 37
" half-chests, ordinary firsts	0 22½	0 32½
" " seconds	0 22	0 24½
" " thirds	0 15	0 17
" " common		0 14
Pingsueys—Young Hyson, ½-chests, firsts	0 25	0 30
" " seconds	0 16	0 18
" half-boxes, firsts	0 25	0 30
Japan—½ chests, finests May pickings	0 34	0 38
Choice	0 31	0 36
Finest	0 27	0 29
Fine	0 24	0 27
Good medium	0 19	0 21
Medium	0 17	0 19
Good common	0 18	0 19
Common	0 13	0 14
Dust	0 06	0 08

SPICES.

Cables received during the week report a firm and rapidly-advancing market in pepper, particularly white pepper. Locally all spices are in fair demand. We quote as follows:

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 25	0 35
" white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 14	0 17
Cassia	0 21	0 25	Mace	0 80	0 90
Nutmeg	0 45	0 75			

RICE AND TAPIOCA.

Seasonable demand at unchanged prices continues to be the story in the rice and tapioca market. Advices received from the Southern States report firm market, light offerings, and the rice market getting cleaned up. We quote as follows:

	Per lb.			Per lb.	
Rice, stand. B	0 03½	0 03¾	Tapioca, staple	0 03¼	0 03½
Rangoon	0 03¾	0 03¾			
Patna	0 05	0 05½	" double goat		0
Japan	0 06	0 07	Carolina rice	0 08	0 08½
Sago	0 03½	0 04	Louisiana rice	0 05	0 07

Foreign Dried Fruits.

During the week there has been a sharp advance in Valencia raisins in England of 2 shillings per cwt., which means that goods on the way are quoted at from ¼ to ⅜c. higher than two weeks ago when the market reached the lowest point of the season. As stocks of raisins are used up in Denia this will probably mean a permanent advancc. The currant market in Greece has shown much more activity during the last two or three weeks than during the first months of the present year, and prices show an advance of 1s. 6d from the lowest price.

Reports on the 1905 California prune crop are being further discounted and instead of this year's output being estimated at half an average crop, it is now thought that it will hardly average more than one-third and possibly not more than a quarter of the ordinary yield. Quotations on prunes have been withdrawn at the coast for the coming season's crop. Locally prunes are beginning to move more freely, although the trade are of the opinion that the consumption of prunes this year is not up to the standard of former years. A brisk demand is noted for Tapnet figs, and some dealers report that stocks on spot are short and in many cases difficult to ohtain. We quote the following prices:

PRUNES.

	Per lb.			Per lb.	
100-110s		0 04	60-70s	0 06	0 06½
90-100s		0 04½	50-60s	0 06½	0 06¾
80-90s	0 04¾	0 05	40-50s		0 08
70-80s	0 05½	0 05¾	30-40s	0 00	0 09½

CANDIED PEELS.

	Per lb.			Per lb.	
Lemon	0 09	0 10	Citron	0 15	0 17
Orange	0 10	0 11			

RETURNED
MAY 4 1905
To Montreal
Cut Book 34
Page 42

Bon Ami

The Finest Cleaner Made

cleans and polishes by *dissolving* the dirt or tarnish and not by "scouring off" and "wearing out" the object cleaned.

A Scouring Soap
A Metal Polish
A Glass Cleaner

UNIQUE IN ITS CLASS

SALES INCREASING IN GIANT STRIDES.

To be had from nearly every Wholesaler in the Drug, Hardware and Grocery Trades of Canada, from Halifax to Vancouver.

CASES OF 3 DOZEN.

$1 19 per dozen or $14.28 per gross

F.O B Wholesalers' Shipping Points.

Lots of 5 gross - - - - - $13 40 per gross

Delivered to any Railway Station from Halifax to Vancouver.

TERMS—NET 30 DAYS, OR 1 % 10 DAYS.

HUDON, HEBERT & CIE.

Montreal

SOLE AGENTS IN CANADA.

THE MOST LIBERALLY MANAGED FIRM IN THE DOMINION.

FIGS

	Per lb.		Per lb.
Tapnets	0 03½ 0 04	Elemes	0 08 0 13
Naturals	0 06½ 0 07½		

APRICOTS.

	Per lb.
Californian evaporated	0 14½ 0 16

PEACHES

	Per lb.
Californian evaporated	0 14 0 15

PEARS.

California evaporated, per lb	0 15

CURRANTS.

	Per lb.		Per lb.
Fine Filiatras	0 04½ up	Vostizzas	0 07 0 07½
Patras	0 06 0 06½		

RAISINS.

	Per lb.
New selects	0 04½ 0 05
Fine off stalk	0 05 0 05½
Sultana	0 05½ 0 10
Californian seeded, 12-oz. Muscatals	0 06¾ 0 07
" " 1-lb. boxes "	0 07 0 08½
" unseeded, 2-crown. "	0 07½
" " 3-crown "	0 05½ 0 07
" " 4-crown "	0 07 0 08

DATES.

	Per lb.		Per lb.
Hallowees	0 04½ 0 04¾	Fards new choicest	0 09 0 10½
Sairs	0 03¾ 0 04	" new choice	0 09½

FOREIGN NUTS.

The feature of the foreign nut market this week is an advance in finer grades of peanuts on Monday, May 1, of ¼c. During the past two weeks an advance of fully ½c. is recorded. Our quotations are as follows:

(The following quotations on peanuts are for sack lots, green.)

Selected Spanish	0 08½
A 1's, banners and suns	0 08¾
Japanese Jumbo's	0 08½
Virginia "	0 10

For sack lots roasted add 1c. to above quotations. For small, 2c

Almonds, Tarragona, per lb	0 12 0 12½
Walnuts, Grenoble, "	0 12½
" Bordeaux, "	0 09 0 10
Filberts, per lb	0 10
Pecans, per lb	0 13 0 15
New Brazils, per lb	0 13 0 14
Cocoanuts, Jamaica, per sack	4 50
Italian Chestnuts, per lb	0 08

EVAPORATED APPLES.

The evaporated apple market is quiet and prices are unchanged from last week, viz., 6½ to 7c.

BIRD SEED.

The trade continues quiet and quotations on bird seed remain practically as last advised. Canary seed, which costs 5¾c. in New York, is retailing anywhere between 6½ to 7c. We quote the following prices:

Canary seed, per lb	0 06 0 07
Hemp "	0 04½
Cottam's	0 08
Brock's	0 07½

DRIED AND CURED FISH.

The dried and cured fish trade is experiencing considerable lull after the Easter business. Lake herring is out of the market and supplies of salmon trout remaining on the market are quoted to the trade this week at $1.50. We quote the following prices:

Boneless fish, per lb	0 04½
Cod fish, 1-lb. bricks	0 06½
Boneless cod, per lb	0 08 0 10
Quail-on-toast, per lb	0 06
Flitched cod fish, in cases of 100 lbs., per lb	0 06
Labrador herring, per bbl	6 00 6 60½
" " per ½ bbl	2 85
Scaled herring	0 12½ 0 14
Salmon trout per keg	1 50

Country Produce.

EGGS.

Supplies of fresh eggs are now coming freely and prices are down to 13½c. this week. Pickling is general, dealers not being content to wait until the market drops. It is unlikely that lower quotations will be given in the city markets, although dairy produce men are expecting slightly lower prices in the country within the next few weeks. We quote the following:

New laid eggs, per doz	0 13½ 0 14

Ontario Cheese Board Reports.

New cheese has been offering for the past week or ten days. The following sales are reported for the week ending May 3:

Board	Boxes	Price
Winchester	336	.10 1-4
Cornwall	374	.10 1-8
Tweed	150	.10 3-16
Belleville	1205	.10 1-4
Campbellford	250	.10 1-8
Campbellford	300	.10

BEANS.

The bean market is quiet this week and prices continue unchanged with no particular indications. Our quotations are as follows:

Beans, handpicked, per bush	1 85 1 90
" prime, No. 1	1 70 1 75
" prime, No. 2	1 55 1 60
" Lima, per lb	0 07 0 07½

HONEY.

The honey season is practically over and on this account the market is quiet and without interesting features. Our quotations are as follows:

Honey, extracted clover, per lb	0 07½ 0 08
" sections, No 1, per doz	1 90 2 00
" " No. 2, "	1 65
" Buckwheat, per lb	0 05 0 06
" " sections per doz	0 75 1 00

MAPLE PRODUCTS.

The demand for maple syrup continues good although it is beginning to show signs of easing off. Supplies of pure maple syrup are difficult to obtain. Maple sugar, 1905 make, is now arriving on the market. Our quotations are as follows:

Maple sugar, 1 lb cakes, per lb	0 09 0 10
" large cakes in tubs, per lb	0 08
Maple syrup, per imperial gal	0 90
" " wine gal	0 65
" " imperial quarts	0 25
New maple syrup, per imperial gal	1 50
" " per wine gal	0 85

Fish.

The demand for fresh fish continues to improve, regular shipments of fresh-caught fish having begun about a week ago. The oyster season closed on April 30, and oyster quotations accordingly have been withdrawn from the market. Fresh-caught white fish are quoted for the first time this season at 9c. B.C. salmon is up to 20c. and the price of lobsters has declined 5c. We quote the following prices:

Fresh halibut, per lb	0 13
" haddock "	0 06
" trout "	0 09
" cod steak, per lb	0 07½
" lobsters, boiled, each	0 15
" B.C. salmon, per lb	0 20
Shrimps, per gal	1 15 1 25
Ciscoes, per basket	1 25
White fish, per lb	0 09

SEEDS.

Seeding is practically completed in Ontario; the season this year having been fully ten days earlier than a year ago. An active demand for corn is reported at current quotations. We quote as follows:

Alsike clover, per bush	5 00 9 00
Red clover	8 00 10 00
Mammoth clover, per bush	7 00 11 00
Timothy	1 50 2 50
Hungarian, per 100 lbs	2 60 2 70
Millet "	2 50
Orchard grass	14 00
Seed corn, Dent varieties, per bush	0 70 1 00
" Flint " "	1 25 1 30

Grain, Flour and Breakfast Foods.

GRAIN.

A further decline in the price of Manitoba and Ontario wheat is reported for the week. Manitoba Northern No. 1 has declined 3¼c.; No. 2, 3½c.; and No. 3, 4½c. Ontario red and white wheat have each dropped 1c. Business is quiet and the market is without particular indications for the future. According to Mr. Goldie, of the Goldie Milling Co., the condition of the growing wheat crops in Western Ontario is a mixture of good and bad. In some districts the grain has wintered well. In others it is showing spotted and on the whole the top is very small. We quote the following prices.

All on track Toronto.

Manitoba wheat, Northern No. 1	0 99½
" " " No. 2	0 95½
" " " No. 3	0 90½
Red, per bushel, new	1 02
White " "	1 02
Barley " "	0 48 0 50
Oats " "	0 43½ 0 44
Peas "	0 74 0 75
Buckwheat " nominal	0 63 0 64
Rye, per bushel, " "	0 71 0 73

FLOUR.

The local milling business is quiet and as yet millers have not reduced prices, following the sensational drop in wheat last week. A considerable amount of export business is recorded on account of U. S. houses to go to Cuba and the West Indies; Manitoba flour is also being exported to South Africa. Our quotations are as follows:

Manitoba wheat patents, per bbl. in bags	5 30 5 60
Strong bakers " "	5 10 5 30
Ontario wheat patents " "	4 90 5 00
Stralght roller " "	4 85 4 90

BREAKFAST FOODS.

An improved demand for breakfast foods generally is noted this week. The decline in the price of wheat was not sufficient, however, to warrant a drop in flour prices. Quotations remain as last advised:

Oatmeal, standard and granulated, carlots, on track, per bbl	4 90
Rolled wheat in boxes, 100 lbs	2 90
" " 50 lbs	1 50
Rolled oats, standard, carlots, per bbl., in bags	4 35
" " " " " in wood	4 60
" " " " for broken lots	4 60
Rolled wheat, per 100-lb. bbl	3 00
Cornmeal	3 35
Split peas	5 00
Pot barley, in bags	4 00
" in wood	4 25

Hides, Tallow, Skins and Wool.

Hides are firmer in Chicago this week and a slightly more active inquiry in Toronto is noted as a result. Wool is coming more freely, although the market cannot be said to have opened as yet. Trade generally continues quiet and prices are as last advised. We quote the following prices:

Hides, No. 1 green steers, per lb	0 09
" " 2 "	0 08
" No. 1 green, per lb	0 08½
" " 2 "	0 07½
Country hides, flats, per lb	0 07 0 07½
Calf skins, No. 1, selected	0 11
" " No. 2	0 09
Deacons (dairies), each	0 80
Sheep skins	1 25
Rendered tallow, per lb	0 04 0 04½
Unwashed wool, new clip, per lb	0 13 0 12
Pulled wools, super, per lb	0 21 0 23
" " extra "	0 22 0 24

QUEBEC MARKETS.

Groceries.

Montreal, May 4, 1905

JOBBERS report trade considerably improved in the past week; the stimulus given to same is the fine weather and the opening of navigation.

Country orders are arriving more freely. Shipments of butter and eggs are arriving in good lots and this has a tendency to improve return trade. The sugar market continues steady; a drop of 10c. per hundred was made last Friday after The Grocer had gone to press. New York is reported firmer and beets also are improved. Tea trade during the week has been dull; no heavy orders for any lines have changed hands. No definite advices have been received as to the opening of the Japan market, except that owing to unfavorable weather conditions same has been retarded about ten days. Barbadoes molasses has been reduced 2c. per gal., and puncheons are now quoted at 38c. Advices from the Island report the market practically closed. The general opinion is that owing to the shortage, about 15,000 puncheons this year, that prices will be fairly well maintained. In canned goods the trade is reported as normal. Orders are being booked by some of the canners at open prices, for future delivery. There is little to report in the foreign dried fruit market, with the exception that currants have shown considerable strength and sales have recently been made at 1s. to 1s. 6d higher than last month's sales. A reduction of 10c. per hundred lbs. is noted in rice. Fish is showing up better. Prices are in buyers' favor. The season for dore will open on the 15th inst. Flour and feed and rolled oats are dull with no changes to note. The provision market is easier, with a light demand for live hogs. Butter prices are steady, but tending upward slightly. Eggs are coming in very freely and strictly fresh are obtainable at 13½c. to 14½c.

SUGAR.

A drop of 10c. per 100 lbs. was made by refiners last Friday after The Grocer had gone to press. The general tone of the market early in the week was easier, although no further decline is looked for this week. On the contrary, New York is stronger and a firmer feeling obtains. Local buying is still light and there are no indications that jobbers are stocking up for their future requirements.

Granulated, obls.	$5 55
" ½-bbls	5 70
" bags	5 50
Paris lump, boxes and bbls	6 05
" " ½-boxes and ½-bbls	6 15
Extra ground, bbls	5 90
" " 50-lb. boxes	6 10
" " 25-lb. boxes	6 20
Powdered, bbls	5 70
" 50-lb. boxes	5 90
Phoenix	5 50
Bright coffee	5 40
" yellow	5 35
No. 3 yellow	5 20
No. 2 "	5 15
No. 1 " bbls	5 05
No. 1 " bags	5 00
Raw Trinidad	4 50 4 50
Trinidad crystals	4 85 4 90

SYRUPS AND MOLASSES.

The price of Barbadoes molasses was reduced 2c. per gallon end of last week. Latest cable advices from the Island give market as practically closed. As compared with last year's crop, there is a shortage of about 15,000 puncheons. This position should tend to hold up the price and, though in some quarters it is the opinion that the present high prices will not hold, statistically no reduction amounting to anything should take place. Last year at this time, also, the trade both in Quebec and Montreal carried considerable stock over, while this year the local markets have been practically bare. Still in the face of all these conditions the jobbing trade has not bought as heavily as in previous years. Corn syrups maintain their steady sale, and if anything are growing in popularity. It will only require continued high prices in molasses to make these corn syrups still more sought after.

Barbadoes, in puncheons	0 38
" in barrels	0 40½
" in half-barrels	0 41½
New Orleans	0 22 0 35
Antigua	0 33
Porto Rico	0 45
Corn syrups, bbls	0 02½
" ½-bbls	0 02¾
" ¼-bbls	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

TEA.

Local tea conditions are on the quiet side. While there is more or less inquiry for all kinds, no large lots are changing hands. Japans are dull and no heavy buying noted. Reports from Japan advise that the opening market for this season's teas has been retarded some 10 days owing to unfavorable weather. What effect this will have on the prices is not certain, but if anything it will have a tendency to raise opening figures. In Ceylon greens a fair demand obtains. Blacks are also inquired for. Market for both is still in buyers' favor. Gunpowders, high grades, asked after, but few obtainable.

Japans—Fine	0 26	0 28
Medium	0 20	0 24
Good common		0 18
Common	0 12½	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders	0 12	0 12
Congous—Kaisows		0 12
Pakling boxes	0 12	0 14

COFFEE.

Demand for coffee is only fair as unsettled weather checks sales. Mild coffees are always scarce and demand for them is firm. Very little new stock is coming in. Prices remain firm and unchanged. We quote:

Good Cocutas	0 10	0 10½
Choice "	0 11½	0 12½
Jamaica coffee	0 10½	0 11
Java	0 18	0 22
Mocha	0 17	0 20
Rio	0 09½	0 11

SPICES.

Demand for spices is fairly good at prices quoted. Peppers, however, are expected to go very high at a short notice. The stocks of white and black are practically exhausted in New York and in London they show up by about 400 tons against 6,000 same time six years ago. Cloves are firmer and meet with fair demand. Nevertheless prices remain unchanged.

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger	0 12	0 20
Cloves, whole	0 17	0 30
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 25	0 50

CANNED GOODS

Situation is unchanged and business only fair in all lines. Some shipments of fancy French tomatoes, peeled and whole, have lately made their appearance on the market and another large shipment is due this week. These goods are of excellent quality and packed in different style from Canadian and United States tomatoes. The price is higher than domestic pack, but, owing to style and general appearance, they are being readily bought by dealers of fancy and high-class groceries. It is reported that orders are being booked by the combine at open prices this week. Salmon continues in fair demand at steady prices. Futures are also being booked by representatives of the B. C. canneries.

Salmon, pink	0 90	1 00
" spring		1 55
" Rivers Inlet red sockeye		1 65
" Fraser River red sockeye	1 50	1 75
Lobsters, talls		3 45
" 1-lb. flats	3 50	4 00
" ½-lb. flats		2 25
Canadian Sardines, ¼s	3 65	4 00
California asparagus	4 50	5 00
Asparagus tips	3 50	3 75

VEGETABLES.	Per doz.
Corn, 2-lb. tins	$1 20
" 2-lb. sucotasb	1 25
Gallon corn	5 00
Tomatoes, 3-lb. tins	1 30
Gallon tins	3 60
Sugar beets	$0 85 0 95
2's Asparagus Tips	2 50
2's Beans, Golden Wax	0 80
2's " Refugee or Valentine	0 82½
2's " Crystal Wax	0 92½
2's Peas, No. 4 "Standards"	0 82½
2's " No. 3 "Early Junes"	0 85
2's " No. 2 "Sweet Wrinkled"	0 95
2's " No. 1 "Extra Fine Sifted"	1 30
2's Table Spinacb	1 40

FRUITS.

Pears—Flemisb Beauty Bartletts and pie in 2, 2½ and 3's	$1 15	$2 20
Peaches—Wbite yellow and pie, 1½'s, 2's, 2½'s		
3's	1 25	2 82½
Gallon pears	3 15	3 67½
" peaches	3 55	4 50
Pumpkins, 3-lb. tins		0 72½
" Gal		2 50
3-lb. squasb		1 00
2's Cberries, red, pitted		2 20
2's " not pitted		1 75
2's " black, pitted		2 20
2's " black, not pitted		1 75
2's " wbite, pitted		2 40
2's " wbite, not pitted		2 00
2's Currants, red, beavy syrup		1 57½
2's " red, preserved		1 77½
Gals. " red, standard		4 75
Gals. " red, solid pack		7 00
2's " black, heavy syrup		1 75
2's " black, preserved		2 05
Gals. " black, standard		5 00
Gals. " black, solid pack		8 00
2's Gooseberries, beavy syrup		1 62½
2's " preserved		1 85
Gals. " standard		7 25
2's Lawtonberries, beavy syrup		1 57½
2's " preserved		1 85
Gals. standard		4 97½
2's Pineapple, sliced		2 25
2's " grated		2 35
3's " wbole		2 50
2's Plums, Damson, ligbt syrup		1 00
2's " " beavy syrup		1 30
2½'s " " " "		1 57½
3's " " " "		1 85
Gals. " " standard		2 95
2's " Lombard, ligbt syrup		1 05
2's " " beavy syrup		1 35
2½'s " " " "		1 62½
3's " " " "		1 90
Gals. " " standard		3 15
2's " Green Gage, light syrup		1 15
2's " " beavy syrup		1 47½
2½'s " " " "		1 72½
3's " " " "		2 00
Gals. " " standard		3 45
2's " Egg, beavy syrup		1 52½
2½'s " " "		1 80
3's " " "		2 10
2's Raspberries, red, heavy syrup		1 40
2's " " preserved		1 60
Gals. " " standard		5 00
Gals. " " solid pack		8 00
2's " black, beavy syrup		1 35
2's " " preserved		1 50
Gals. " " standard		4 75
2's Rhubarb, preserved		1 15
3's " "		1 90
Gals. " standard		2 62½
2's Strawberries, beavy syrup, 1903 pack		1 47½
2's " " " 1904 pack		1 60
2's " preserved		1 75
Gals. " standard		5 50
Gals. " solid pack		8 50

RICE.

A reduction of 10c. per 100 lbs. has been made by the mills. Business, however, is still quiet with no indications of any change. Jobbers report trade as usual, always a little doing.

B rice, in 10 bag lots	2 95
B rice, less than 10 bags	3 05
C rice, in 10 bag lots	2 85
C rice, in less than 10 bag lots	2 95

Fish.

Business has been quiet during the past week, but dealers now look for an increasing demand as prices are low and stock is arriving more freely. Season for dore will open on the 15th of May. There have been arrivals of fresh halibut

from Nova Scotia and stock is of the finest quality. We quote:

Fresh salmon	0 18
Standard bulk oysters, per gal	1 40
Selects	1 60
Haddies	0 07½ 0 08
Bloaters in boxes, 100 fish	1 00
Yarmouth bloaters, 60 fish per box	1 10
Smoked herring, per box, new	0 11
Fresh haddock, per lb	0 04½ 0 05
Fresh pike	0 07
Fresh halibut	0 10
Frozen "	0 09
Fresh steak cod	0 06
Frozen dore or pickerel	0 07 0 07½
No. 1 Labrador herring in 20-lb pails	0 80
" " half bbl	3 00
No. 1 Holland herring, per half bbl	6 50
No. 1 Scotch herring, " "	6 50
" " per keg	1 00
Holland herring, per keg	0 65 0 75
No. 1 Salt mackerel, pail of 20 lbs	2 00
Boneless cod, 1 and 2-lb. blocks, per lb	0 06½
" fish, " " "	0 06
" " loose, in 25 lb. boxes	0 05½
Labrador Salmon, half bbl	9 00
" (200 lbs.) bbls	16 00
" Large (300 lbs.)	24 00
B.C. salt salmon, bbl	14 00
" ½ bbl	7 50
Lake trout, salt, 100 lbs	4 50
Sea Trout in bbls. 200 lbs	9 50
" half bbls	5 50
Marshall's kippered herring, per doz	140
Canadian kippered, per doz	1 00
Canadian ¼ sardines, per 100	3 75 4 00
Canned cove oysters, No. 1 size, per doz	1 30
Canned cove oysters, No. 2 size, per doz	2 25

Foreign Dried Fruits.

In foreign dried fruits there is little to report. Sultanas remain stationary with small demand. Shelled almonds and Tarragonas are slightly easier mainly owing to Summer freight rates having come into force. In shelled walnuts large sales have been recently made at gradually hardening prices, and cable from Bordeaux this week advises that there are no sellers on the moment. Currant market has shown considerable strength and rates have recently been made at 1s. to 1s. 6d higher than last month's sales. Malaga raisins, fine quality, are completely exhausted, nothing being left in Malaga except Connoisseur grades.

VALENCIA RAISINS.

Fine off-stalk, per lb	0 05 0 06
Selected, per lb	0 06½
Layers "	0 07 0 07½

DATES.

Dates, Hallowees, per lb	0 04 0 04½

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per b	0 13½
Peaches "	0 10¼
Pears "	0 13

MALAGA RAISINS.

London Layers	2 00
"Connoisseur Clusters"	2 50
" " Quarter boxes	0 80
"Royal Buckingham Clusters," ½-boxes	1 10
" " Boxes	3 50
Excelsior Windsor Clusters	4 50
" " ⅛s	1 35

CALIFORNIAN RAISINS.

Loose muscatels, per lb	0 07½ 0 08
" " seeded, in 1-lb. packages	0 08 0 09
" " 2 crown	0 06
" " 3 "	0 06½
" " 4 "	0 08

PRUNES.

	Per lb.	Per lb.
30-40s		0 08½
40-50s		0 08
50-60s		0 07
60-70s		0 06
70-80s		0 06
80-90s		0 05
90-100s		0 05
Oregon Prunes (Italian style) 40-50s		0 08
" " 50-60s		0 07
Oregon prunes (French style), 60-70s		0 06
" " 90-100s		0 04
" " 100-120s		0 04

CURRANTS.

Filiatras, uncleaned	0 04½
Fine Filiatras, per lb. in cases	0 04½ 0 05
" " cleaned	0 04½ 0 05½
" " in 1-lb. cartons	00 5½ 0 06
Finest Vostizzas "	0 06½ 0 07½
Amalias "	0 06

SULTANA RAISINS.

Sultana raisins, per lb	0 06½ 0 08
" " 1-lb. carton	0 09

ELEME TABLE FIGS.

Six crown, extra fancy, 40-lb. boxes	0 13
Five crown, faucy, 10-lb. boxes	
Four crown, fancy, 10-lb. boxes	0 09
Three crown	0 07 0 07½
Glove boxes, fine quality, per box	0 11
Fancy washed figs, in baskets, per basket	0 20
" pulled figs, in boxes, per box	0 22
" stuffed figs, " "	0 28
12-oz. boxes	0 06½ 0 07

Country Produce.

MAPLE PRODUCTS.

Trade is decreasing, but demand is still fair. Stocks are plentiful and dealers report a satisfactory business has been done this year. We note a falling off in prices.

There is still some new stock coming in, but it is inferior quality and likely to meet with little demand. We quote:

Maple syrup, in wood, per lb	0 06 0 06½
Maple syrup, in large tins	0 07½ 0 07½
Pure new sugar, per lb	0 10
Pure Beauce County, per lb	0 06 0 07

HONEY.

Little business is being done in honey. Demand is not increasing and stocks are small. Prices, however, remain firm.

White clover, extracted, tins	0 07 0 07½
" " kegs	0 07½ 0 07½
" " comb	0 13 0 13½
Buckwheat	0 06 0 06½

BEANS.

A quiet market prevails. Some jobbers report having had offers of under $1.60 for choice prime, though that price to $1.70 appears to be generally quoted by dealers.

Choice prime	1 60 1 70
Lower grades	1 40 1 50

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, May 4, 12.30 p.m.

BUTTER—Market firmer, though definite quotations uncertain. Good to fine creamery 17¾ to 18¼c.; choice, 18¼c.

EGGS—Steady and firm market. Prices to day 14 to 14½c.; No. 2, 13c.

CHEESE—No change. Easy market; 10¼ to 10'c ruling to-day. Dealers look for lower prices.

PROVISIONS—Steady market. Trading fairly good. Live hogs 7⅞ to 7⅞c. Dressed hogs, abattoir, 9 to 9⅛.

HOPS.

Slow demand and prices unchanged.

Choice Canadian	0 27 0 29
Fair to good	0 24 0 26

EVAPORATED APPLES.

Market quiet. Business dull and not much inquiry. Some difficulty is being experienced in getting western shippers to make prompt deliveries. Quotations, 6 to 6½c.; dried apples, dull, at 3 to 3½c.

Flour, Feed and Meal.

FLOUR.

Flour trade is quiet and not increasing as rapidly as first expected. Better hopes are entertained for the near future. Although wheat prices have gone up in Manitoba, dealers claim it has not affected the local trade in any way nor increased the demand. No change in prices to note.

Manitoba spring wheat patents	5 50 5 60
" strong bakers	5 20 5 30
Winter wheat patents	5 50 5 75
Straight rollers	5 20 5 35
Extra	4 55 4 60
Straight rollers, bags, 90 per cent	2 50 2 60

FEED.

There is little of note to report on the trade, but that demand for millfeed is small but firm. Dealers look for a little improvement in a short while. No change in prices.

Manitoba bran, in bags, per ton	15 00 19 00
" shorts	20 00 21 00
Ontario bran, in bulk	17 00 18 00
" shorts	19 50 20 50
Mouillie	25 00 28 00

ROLLED OATS.

Trade is dull and demand for rolled oats has dropped. Local business is slow, but prices remain unchanged. Nothing of note to report.

Fine oatmeal, bags	2 60
Standard oatmeal, bags	2 60
Granulated " "	2 50
Rolled oats, "	2 40 2 50
" bbls	5 10 5 25

HAY.

No change in market. Some reports of a cut of 50c. were mentioned but it does not appear to be general. Indications are that new crop has had a good start and fair average crop is looked for.

No. 1 timothy	9 00 9 50
" 2 " choice	8 00 8 50
" 2 " ordinary	7 00 7 25
Clover	6 50 7 00
Clover mixed	7 00 7 25

NOVA SCOTIA MARKETS.

Halifax, May 1st, 1905.

THE wholesale and jobbing grocery trade continues good, and there is found to be quite an increase since the country roads have become fairly passable and the outport harbors are all open for traffic. Travelers are sending in good orders, and they report business brisk in nearly all sections of the country, and the monetary situation greatly improved, although it is not expected that money will be very plentiful until this season's crops are ready to go on the market. The prosperity of the country depends very much on the weather of the next few months. Retail trade is good in the city, and it is reported remarkably good in the mining and manufacturing centres.

Molasses.

A large quantity of molasses has arrived at this port during the last two weeks, principally Porto Rico, some of which went forward by rail to the Upper Provinces. The Newfoundland demand for Barbados having been about supplied—that colony consumes twelve to fifteen thousand puncheons—the price has eased off somewhat in the primary market, and planters finding themselves with considerable stocks on hand are not so firm in their ideas. The price there started at 18 cents, increased to 24 cents, and in a few cases higher, but has now dropped back to 22 cents, and it is expected that the original price may prevail towards the end of the season. This will not affect the price here, as considerable has been purchased at the higher price, but may result later in the year in cutting on the part of late buyers.

Sugar.

The sugar market has been rather unsatisfactory for some time, and buyers have not been stocking heavily with the expectation that changes in price would come at any time. Some time ago the New York market declined ten cents, but was not regarded here as

CUP TEAS

Estabrooks' Indo-Ceylon teas usually sell to the exclusion of all others with merchants who take hold of them. These teas are ***not made to look at,*** but to drink.

The leaf is often rough and somewhat broken; but when tea is ***in the pot you don't look at it, you drink it.*** Just put Estabrooks' teas in the pot and compare with other teas at the same price.

I think you will then make up your mind that your customers would like to drink that kind of tea. ***Might help you sell more tea.*** You don't get teas like these from firms who buy tea the same way they buy Sugar, Beans, etc.

Don't you think it is well to place your tea business with some firm who have a reputation of knowing what tea is, and make that one article their exclusive business?

Think About It

Do you know anything about ***Red Rose Tea in packets?*** ***It is worth knowing***—your customers will say so.

T. H. ESTABROOKS

TEA IMPORTER AND BLENDER

BRANCHES:
TORONTO, WINNIPEG. **ST. JOHN, N.B.**

local refineries from which the principal stocks were purchased still held to the old price. Last week, however, the Acadia suger refinery announced a similar decline, and the local markct will adopt it.

It is considered, however, that the decline in sugar in Europe was rather the influence of speculation than otherwise, and that no great decline from present prices may be expected. Advices here state that the conditions in Cuba are not favorable. Rainy weather has prevailed, and it is predicted that the crop will not be larger, if so large, as last year.

Fish.

Fresh fish is in good supply in the local market, and the lobster fishermen are reported as doing well. Considerable quantities of live lobsters are going forward from Halifax and Yarmouth to Boston and New York, and already some cases of canned have also been shipped from Halifax. Trout are now plentiful in the local market.

The fishing on the Banks has been good. A large number of the Lunenburg fleet have returned from their first trip with good fares. The American fishermen are not doing so well, as they find it difficult to procure bait. Some of them lately procured supplies of herring bait at Canso, which cost them up to $5 a barrel. the usual price being around $1. This is quite a tax when a vessel requires 50 to 60 barrels. The fishermen of Canso are rejoicing that the Newfoundland Bait Act has brought them such good luck.

LARD STATISTICS.

The following statistical table of stocks of lard held in Europe and afloat on May 1, 1905, has been received from the N. K. Fairbank Co.

	1905. May 1.	1905. Apr. 1.	1904. May 1.	1903. May 1.	1902. May 1.	1901. May 1.
Liverpool and Manchester	26,000	25,500	21,500	12,000	14,700	9,500
Other British ports	16,000	15,000	6,000	4,500	3,000	5,500
Hamburg	19,000	9,000	10,000	15,000	13,000	7,000
Bremen	1,500	1,500	1,000	1,500	1,500	1,000
Berlin	1,000	1,000	2,000	2,500	2,500	1,500
Baltic ports	16,000	17,500	13,500	14,500	9,500	6,500
Amsterdam, Rotterdam, Mannheim	1,500	1,000	4,000	1,200	2,500	1,500
Antwerp	6,000	6,000	4,000	6,000	1,500	2,500
French ports	1,100	1,200	2,500	1,000	2,200	4,000
Italian and Spanish ports	750	750	500	500	1,000	1,000
Total in Europe	88,850	78,450	65,000	58,700	51,400	40,000
Afloat for Europe	70,000	90,000	55,000	40,000	50,000	48,000
Total in Europe and afloat	158,850	168,450	120,000	98,700	101,400	83,000

OPENED A BRANCH IN WINNIPEG.

THE GORMAN, ECKERT & CO. wholesale spice and grocery house, of London, Ontario, have not confined their efforts entirely to the Ontario field, but for a number of years have been developing a tidy business in Manitoba and the west.

During the past two years business from this territory has grown so rapidly that they recently concluded, if the interests of their western customers were to be properly looked after, it would be necessary to open a mill and warehouse in Winnipeg. Such a branch has been accordingly located at 3 Princess street. It will be not merely a sample room, but will carry a large stock of their entire line of coffees, spices, extracts, olives, ammonia, catsup, etc., and will be in charge of Mason & Hickey, who are well known to the trade and considered to be among the best posted and most competent men in their lines. Mason & Hickey will cover the territory from Port Arthur to Calgary, making regular trips; and the intention is to put another traveler on at an early date. The Canadian Grocer has no doubt that Western Canada will soon be as familiar with, and appreciate the high standard of, the Gorman, Eckert & Co. lines as the Ontario trade do at the present time.

The Gorman, Eckert & Co. business was established in a very small way in London, Ontario, just twenty years ago. At that time the staff consisted of the firm and an office boy, while the warehouse was of the most modest pretensions, consisting of one eighteen by twenty foot room. In the short space of twenty years their business has developed so rapidly that it now takes the entire time of ten of the most expert traveling salesmen in the business, and a large warehouse and office staff, to look after their interests in Ontario alone, while their factory is a large five-storey building, all of which is fully occupied.

PERSONAL MENTION.

Major Zeph. Hebert , of Hudon, Hebert & Co., Montreal, accompanied by Mrs. Herbert, spent an enjoyable ten days' Easter vacation in New York.

Mr. Alexander O. Hastings, agent for the Lake of the Woods Milling Co. in the Maritime Provinces, dicd suddenly in St. John, N.B., last week. The funeral was held in Montreal on Monday, April 31. Mr. G. V. Hastings, general manager of the Lake of the Woods Milling Co. at Winnipeg is a brother of the deceased.

Mr. N. N. Munro, of the Hamilton Coffee & Spice Co., Hamilton, Ontario, is at present calling upon the Montreal retail trade. He reports business good and growing.

Mr. H. D. Hoffmann, well known to the grocery and provision trade of Montreal as agent for Wight & Co., pork packers, Toronto, has lately added Quebec City to his territory. His first call upon the trade in the ancient capital was productive of such good business that he is again exploiting the merits of "Sweet Briar" brand of bacon and hams.

Mr. D. Hamilton, one of the oldest residents of Galt, is dead. Mr. Hamilton was formerly in the grocery business in Hamilton.

Mr. J. H. Harris, traveling representative for J. H. Harris & Co., Moncton, who has been seriously ill since the beginning of January, is recovering rapidly and expects to be about in a few days.

Mr. C. S. Blackwell. of the Park, Blackwell Co., Toronto. has gone to England for a two months' trip.

Mr. Philip Templeman, a prominent and wealthy merchant, of Bonavista, Newfoundland, recently spent a week in Toronto and was accompanied by Mrs. Templeman. They were entertained by Mr. Dobie, general manager of E. W. Gillett Co., and made several trips in his automobile, and in this way saw the city thoroughly. Mr. Templeman is a stockholder in the company named. He and his wife left with the best impressions of Toronto and hope to return for another visit next year.

HINTS TO BUYERS.

John A. Moir, 6 St. Sacrament street, Montreal, is offering the "Unity" brand of kippered herrings, and kippered in tomato sauce, at attractive prices. As indications point to scarcity of these goods buyers should avail themselves of above present offerings.

White & Co., Toronto, are receiving North Carolina strawberries daily, having had four cars during the past few days.

McWilliam & Everist, Toronto, report the arrival of 6 cars bananas, 4 cars oranges, 2 cars cabbage, and 2 cars pineapples.

The Eby, Blain Co., Toronto, have just passed into stock another carload of Williams Bros.' famous pickles. This comprises some new lines. They are giving away some handsome display jars.

The Canada Brokerage Co., Toronto, report the arrival of a shipment of "Apitezo," which is meeting with ready sale.

The Dawson Commission Co.. Toronto, have received during the week a car each of new and old onions, a straight car navel oranges, and a mixed car navels and Mediterranean sweets.

"Old Oaken Bucket" prepared mustard —the best 10c retailer on the market— is a seller with the Eby, Blain Co., Toronto. Order at once.

White & Co., Toronto, received a car Florida tomatoes this week, the first full car direct to reach Toronto this season.

H. P. Eckardt & Co. are offering some exceptionally fine Barbadoes grocery sugars.

Buyers of Japan tea siftings should communicate with H. P. Eckardt & Co.

John Sloan & Co., Toronto, report satisfactory returns from their new branch in Belleville.

Among the Boards of Trade

THE new rooms of the Halifax Board of Trade at the corner of Hollis and Sackville streets, Halifax, were formally opened on Tuesday, May 2.

* * *

At the regular meeting of the Waterloo Board of Trade on Tuesday, April 25, the principal order of business was a discussion of the proposed improvements in the town hall and market rooms. Among those present were. George Moore, president; E. P. Flintoft, secretary; W. Wells, W. H. Riddell, Ford Kumpf, A. E. Devitt, A. Weidenhammer, Cleason Shantz, W. G. Weichel, S. B. Bricker, J. Knauff, J. B. Hughes, Levi Stauffer, J. H. Roos, W. Dawson, L. Shuh, C. Kreutziger, L. Graybill, C. Boehm, C. Huehnergard and J. Ritzer.

* * *

The annual election of officers of the Levis, Que., Board of Trade was held on April 26, 1905. Mr. Etienne Dessault was unanimously re-elected president as well as the rest of last year's officers.

* * *

The usual program of the annual meeting of the Amherst, N.S., Board of Trade held this year on April 25, was pleasantly varied by an At Home tendered the officers and members of the board by the retiring president, J. McKeen. Last year's officers were unanimously re-elected as follows: President, J. McKeen; vice-president, C. A. Lusby; secretary-treasurer, A. D. Ross. The financial statement of the treasurer showed the finances of the board to be in a healthy condition.

* * *

At a meeting of the council of the Montreal Board of Trade, on April 26, boards of examiners were appointed for the year as follows:

For the office of port warden—Robert J. Dale, Charles P. Hebert, H. O. Metcalfe, George Sumner and James Thom. For the office of weigher, measurer and gauger—Charles Chaput, Thos. J. Drummond, Albert Hebert, A. J. Hodgson and R. Paton McLea.

A letter was presented which the president had received from the American Society of Municipal Improvements, advising him that the society will hold its annual convention in Montreal in September, with an exhibition of municipal supplies aad appliances in the Crystal Rink. The courtesy of the Exchange Hall will be extended to the visitors.

The council appointed its representatives on the committee of the Montreal Business Men's League as follows:

Executive Committee—J. C. Holden and Alex. McFee. Advisory Committee—Hon. Louis Beaubien, William Birks, H. A. Ekers, W. D. Lighthall, D. Masson, Robert Munro, C. S. J. Phillips and Hon. J. D. Rolland.

A letter was received from Hon. Sydney Fisher, Minister of Agriculture, embodying the substance of his remarks in the conference between himself and the council on April 14, with regard to the rules for the weighing of butter and cheese. The communication was referred to the board of examiners for their report, as the act provides that amendments to these rules must be made by that board.

CROSSE & BLACKWELL'S NEW LINES.

C. E. Colson & Son, Montreal, Canadian agents for Crosse & Blackwell, are introducing to the trade several new lines of high-class table delicacies, and the attractive manner in which these goods are packed, combined with the well-known reputation of their principals, should bring good orders to Colson & Son. Among the lines shown to The Grocer representative by Mr. Colson were gelatine of chicken and tongue, prawns in aspic, chicken breasts, Oxford brawn, etc.

ANOTHER BARGAIN

50 Only Small Cheese ROQUEFORT "Fruh, Maurice Brand"

Per pound, 20c. (They must go.) Net F.O.B. Montreal.

Don't forget to include with your next order 1 case **Saint-Louis Vichy Water**

"Red Clover Brand"

The clearest, the finest and best water from **Vichy, France**

L. CHAPUT, FILS & CIE.

WHOLESALE GROCERS,

Importers of Teas, Coffees, Wines and Liquors - **MONTREAL**

SOLE AGENTS

BEAUCE MAPLE SUGAR

FINEST PRODUCED

D. RATTRAY & SONS

Import and Export Agents

QUEBEC Montreal OTTAWA

A National Cash Register saves time, labor and money, because it furnishes an accurate and automatic system for the handling of all the transactions in your store and enforces carefulness and accuracy. Your sales are guarded, the small leaks in your business are stopped. Mistakes are prevented and you have more satisfied customers. All this means greater efficiency and increased profits.

Let one of our representatives call and explain our system to you.



Cut off here and mail to us today

NATIONAL CASH REGISTER CO., DAYTON, OHIO

I own a _____ store. Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy.

_____ *Name*

_____ *Address*

_____ *No. Clerks*

TRADE CONDITIONS IN BRITISH COLUMBIA.

Vancouver, B.C., April 27, 1905.

THE possibility of providing rail facilities for sending fresh fruits and vegetables from the ranches of British Columbia to the consumers in the Northwest and Manitoba is seriously discussed by Mr. F. W. Peters, general freight manager for the western division of the C.P.R. Mr. Peters has been spending some time in this province recently looking into freight matters generally, as they affect his department, and he has seen enough to become surprised at the expansion of the production in all lines of farm produce, especially in fruits and vegetables.

He says the C.P.R. will at once improve the transportation facilities so that there shall be the least possible delay in getting the fresh and perishable fruits to market. If necessary, Mr. Peters says, special trains will be run, handling fruits and fresh vegetables, similar to the trains which carry garden produce and fruits from California to the Eastern States. Incidentally Mr. Peters observed that there was quite as much activity in selling off farm lands in B. C. as in the Northwest.

* * *

The city council of Vancouver again struggles with the question of a market for farm produce, such as commonly exists in eastern cities and towns. Progress is slow. A water-front site is necessary as so many people will have to send by boat to the market, if it is established. But a central location with water-front is hard to find, even on False Creek, the secondary harbor of the city.

* * *

The Provincial Government means business in the matter of collecting the tax on commercial travelers. Mr. W. L. Fagan, provincial tax collector, has received all necessary instructions, and is prepared to issue licenses to all who apply at his office in the court house, Vancouver. If they do not apply, the unfortunate commercial men may meet with summary punishment, if caught selling goods without the license.

* * *

Movement of real estate in the business portion of Vancouver is more active this year than ever. In a very desirable location in the centre of the city, with frontage of 52 feet on Hastings street, and railway siding privilege, a small triangular portion of the holdings of Wm. Braid, wholesale tea and coffee merchant, was sold this week to P. Burns & Co., the wholesale butchers. The price is reported to be in the neighborhood of $15,000. The frontage, 52 feet, is the widest part, as the lot slopes to a point at the rear, being alongside the C.P.R. city transfer track. Other business men this week mentioned as purchasers are E. J. McFeely, who bought for $27,000 three lots opposite the Hotel Vancouver; and G. I. Wilson, formerly manager of the B. C. Packers' Association, who, in association with W. J. Bowser, M.P.P., has bought the Van Horne Block on Granville street, the consideration being some $40,000.

* * *

The prominence given in railway building rumors to the rich Similkameen district has been attracting notice to real estate in that section. A recent meeting of the owners of the Hedley

Clark's Sliced Smoked Beef

First in Quality
Because of the Packer's Experience
First in Sales
Because of the Buyer's Experience

GROCERS, PLEASE TAKE NOTICE:—



WE HAVE THE BEST
COCOANUT
IN CANADA

We have most up-to-date machinery, and are turning out the finest cocoanut on sale. "White Dove" brand is what you should ask for and insist upon getting. Send a trial order—Convince yourself.

W. P. DOWNEY, 26 St. Peter St., MONTREAL

EPPS'S
GRATEFUL
COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS COCOA

"QUEEN BRAND"

Our stock is rapidly disappearing, and we intend clearing out the balance this month. Before placing your order, write us for prices on Peas, Gallon Apples, Catsup and Raspberry Pulp in gallon tins.

IT IS WORTH YOUR WHILE TO DROP US A POSTAL.

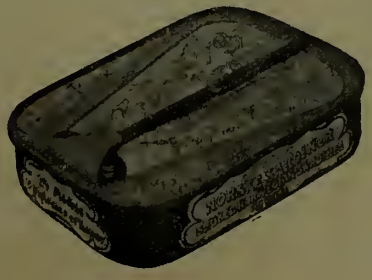
BELLEVILLE CANNING COMPANY, - - - BELLEVILLE, ONT.

TRADE MARK
This design a guarantee of quality

Manilla Paper | Fibre Paper
SMOOTH, TOUGH, BRIGHT, CLEAN ALL SIZES AND WEIGHTS
THE TOUGHEST OF THE TOUGH ALMOST WATERPROOF

SAMPLES AND PRICES GLADLY SENT.

CANADA PAPER CO.
TORONTO LIMITED MONTREAL



All Grocers Should Stock
THE STAVANGER PRESERVING CO'Y'S
Crossed Fish Brand
Norwegian
Smoked Sardines
Selected Fish—Pure Olive Oil—Patent Decorated Tins

AGENTS FOR CANADA
W. G. Patrick & Co., - 29 Melinda Street, Toronto
British Manfrs. Agency Co., - - Vancouver. B.C

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words	each insertion,	1 year	$30 00
"	"	6 months	17 00
"	"	3 months	10 00
50	"	1 year	17 00
"	"	6 months	10 00
25	"	1 year	10 00

AGENCY WANTED.

WANTED—Manufacturers' agent in Montreal having good connection with wholesale and retail trade wants agency for canning factory not in the combine, desiring to place their goods on this market. Address Box M, CANADIAN GROCER, Montreal. (18)

SITUATION WANTED.

TEA—Englishman (30) having had 15 years' wide experience in wholesale tea trade is desirous of treating with really first-class h use in Canada (Winnipeg or Toronto preferred), for position of buyer and blender. Highest credentials. Replies treated strictly confidential. Address "Blender," Canadian Grocer Office, Montreal. (18)

BUSINESS CHANCES.

GROCERY business for sale—good Winnipeg business; monthly turnover twelve hundred; twelve hundred cash; stock at invoice; a grand opening. Apply Locators, 62 and 63 Merchants' Bank Building, Winnipeg, Man.

GROCERY business, Winnipeg; stock and fixtures eleven hundred turnover eight hundred per month; splendid location; eleven hundred cash. Apply Locators, 62 and 63 Merchants' Bank Building, Winnipeg, Man.

FOR grocery businesses, general stores, etc., apply to The Locators, 62 and 63 Merchants' Bank Building, Winnipeg, Man.



Any quantity of fish shipped. ADDRESS—Mail P. O. Box 791, WINNIPEG, Man.

townsite, one of the best locations in the district, reveals the fact that a dividend of $30 per share was earned in the past year. The secretary is L. W. Shatford, M.P.P., who with his brother is handling the big Penticton property of Thos. Ellis at the foot of Okanagan Lake. Hedley City is at the site of the Nickel Plate mines, owned by the Daly Copper Syndicate, which has expended large sums in developing the property. The Great Northern Railway is now building an extension which reaches Hedley this Summer.

* * *

The Easter market at New Westminster was marked by a large attendance of ranchers and also of buyers, supplies in many lines being large. Befitting the time, the supply of eggs was large, and sold to the trade at 25c. But a large part of the offerings were picked up early in the day by wholesale produce men in large lots as they could get. Butter, mostly dairy, and, of course, strictly fresh, was largely represented, but the demand was good, 35c. retail being secured for most of it, and buyers taking it freely at that price. Fresh vegetables were confined to bunch stocks of radishes, onions and lettuce, with a few "greens." The potato market remains firm at $25 per ton.

* * *

About the first consignment of cattle for Dawson to go this Spring was taken out by the steamer Dolphin on Saturday last. She had 60 to 70 head consigned direct. They will have to be held for the opening of the river, and may be fed at White Horse for some days.

* * *

One of the oddities in business experience in the West is to be noted at Fernie, the coal town on the Crow's Nest Pass Railway, where two of the city council introduced a by-law enabling all stores and shops to be kept open on Sundays. As the majority of the council thought the proposed legislation was a backward movement it was voted down on the first reading. One alderman remarked that it was backed more by cigar stores than anything else.

* * *

Since the arrival of the last Australian steamer, bringing large consignments of grapes, some apples, pears, and even peaches, nothing new has been on the market. California oranges still come in plentifully, and prices enhance slowly. New California potatoes in small lots offer at 5c. per lb. wholesale; selling slowly.

MANITOBA MARKETS.

Special Report from the Winnipeg Office of THE CANADIAN GROCER.

(Market quotations corrected by telegraph up till 12 a.m., Thursday, May 4th 1905.)

SUGAR is again the centre of attention in the western market. Within a few hours after The Grocer went to press last week considerable activity developed in the sugar market, and the net result has been a drop of 20 cents in Winnipeg. The details of the different changes will be found below. Reports to hand from California indicate the probable course of the market in foreign dried fruits. Apricots are expected to be a normal crop, but the output of peaches, pears and prunes will be below the average. Prices may be expected to reflect the opinion as to the

"TANGLEFOOT" Sticky Fly Paper



Is really the only device known that will catch and hold both the fly and the germ and coat them over with a varnish from which they cannot escape, preventing their reaching your person or food.

"Tanglefoot" is Sanitary

Ask for "Tanglefoot"

Profit? Over 120 per cent. to you.



Stock the kind the housekeepers ask for. Avoid poor imitations.

COMMON SENSE

KILLS {Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.

TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

SALT SALT

TABLE, DAIRY AND CHEESE SALTS

FINE AND COARSE SALTS IN SACKS AND BARRELS

LAND SALT

C. R. COOPER

Toronto Salt Works

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

Blue Ribbon Ceylon Tea

Quality counts—that's what has made **Blue Ribbon** the **standard to-day.** This is why you should **sell Blue Ribbon,** being **most satisfactory** to the **customers** and **yourselves.**

ONLY ONE BEST. BLUE RIBBON'S IT.

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons

Hamilton Pottery HAMILTON, ONT.

We have removed

B. H. M.

TO THE

"CORISTINE BUILDING"

St. Nicholas and St. Paul Streets

WHERE WE SHALL BE PLEASED TO RECEIVE A VISIT FROM OUR FRIENDS.

We have a big stock of new assortments at special prices.

BARNARD & HOLLAND CO.

CROCKERY

MONTREAL

crop. Prices for July and August delivery of apricots are quoted below. Cornmeal is advancing and is now quoted at $1.65 in sacks and $1.70 in half sacks.

General business is active and the outlook is considered good.

Sugar.

As noted above, several changes occurred in the sugar market shortly after The Grocer went to press last week. The first change gave little indication of what was to come, as it was an advance of 10 cents for small lots supplied from Brandon to points on the main line of the C.P.R. west of, but not including, Broadview. This change was only of local significance, and it was followed in a few hours by a decline of 10 cents, which applied only as far west as Portage la Prairie. The following day saw another decline of 10 cents, which applies as far west as the British Columbia boundary. At time of writing, there has been a net reduction of 20 cents in the Winnipeg market, and, subject to further possible corrections in our "Last Minute Manitoba Markets," we quote as follows:

Montreal granulated, in bbls	6 20
" " in sacks	6 15
" yellow, in bbls	5 70
" " in sacks	5 65
Wallaceburg, in bbls	6 10
" in sacks	6 05
Icing sugar in bbls	6 80
" " in boxes	7 00
" " in small quantities	7 40
Powdered sugar, in bbls	6 60
" " in boxes	6 80
" " in small quantities	7 05
Lump, hard, in bbls	6 90
" " in ½-bbls	7 00
" " in 100-lb cases	6 90

Canned Goods.

There are no new features in the canned goods market. There is an active demand and prices are steady. We quote:

Apples, 3's, 2 doz. cases, per case	2 15	2 20
Cherries, red pitted, 2's, 2 doz		4 40
Currants, red, 2 doz. cases, per case		3 35
" black, " "		3 75
Gooseberries, " "		3 50
Lawtonberries, 2's, " "		3 35
Pears (Bartletts), " "		3 50
Peaches, 2's, " "		3 75
" 3's, " "		3 75
Raspberries, red, " "		2 90
" black, " "		3 00
Strawberries, " "		3 50
Plums, Lombard, 2 doz. per case		2 35
" green gages, 2 doz. case, per case		2 50
Tomatoes, 3's, per 2 doz. cases	2 85	3 00
Corn, 2's " "		2 50
Peas, 2's " "		1 90
Beans, 2's " "	1 90	1 95
Salmon, finest sockeye, per case		7 00
" humpback, "		3 75
" cohoes, "		5 25
Boneless chicken, 1lb. tins, per doz		3 5
" turkey " "		3 25
" ducks " "		3 25

Spices.

The spice market continues firm and fairly active. Advances in pepper, cassia and ginger, noted in last issue, are well maintained. We quote:

Pepper, black, per lb	0 20
" white, "	0 28
Cayenne, "	0 21
Cloves, ground "	0 25
Cassia, "	0 18
Allspice, "	0 14
Ginger, "	0 18
Cloves, whole	0 25

Rice, Tapioca, Etc.

No change in price. We quote:

Rangoon rice, per lb	0 03¾	0 03¾
Patna "		0 04½
Tapioca, per lb		0 03½
Sago, "		0 03½

Pot and Pearl Barley.

Prices continue as follows:

Pot barley, per sack	2 45
Pearl barley, per half sack (49 lbs)	1 70
" " sack	3 40

Syrups and Molasses.

The most important feature of the market is the continued strength of Barbadoes molasses. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 40
" " 5-lb tins, per 1 "	2 70
" " 10-lb tins, per ½ "	2 50
" " 20-lb tins, per ¼ "	2 40
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Barbadoes molasses in ½-bbls, per lb	0 04
New Orleans molasses in ½-bbls, per lb	0 02½
" " " in barrels	0 02½
Porto Rico molasses in ½-bbls., per bbl	0 04½

Coffee.

There is still an easy tendency in the coffee market. We quote again last week's reduced prices:

Green Rio, per lb	0 10½	0 10½
Roasted, per lb		0 13

Cocoa and Chocolate.

The price of Baker's chocolate in ½-lb. packages is now 37c., and ¼ and ½-lb. packages of cocoa are sold at 42c. per lb.

Jam.

Upton's jam is quoted at 50c. per pail in Winnipeg. The Brandon price is 52c., the price in Calgary and Lethbridge, 57c., and the Edmonton price, 60c.

Tobacco.

We quote again the new prices on Tuckett's tobaccos. They represent an advance of about 1c. per lb. Prices are:

T. and B. plugs, 3's, 4's and 9's, per lb	0 77
"Lily" plugs, per lb	0 69
"Crescent," per lb	0 66
Cut tobaccos, in 1-12 lb. package, per lb	0 89
" " in 1-5 lb. pouches, "	0 91
" " in ½ lb. tins	0 90
" " in 1 lb. tins	0 86

Nuts.

Still quoted as follows:

Almonds, per lb	0 12½
" (shelled), per lb	0 28
Filberts	0 11
Peanuts,	0 11½
Jumbos	0 14
Walnut, per lb	0 12
" (shelled) "	0 25
Pecans, per lb	0 15 0 16
Brazils, per lb	0 16

Foreign Dried Fruits.

Reports from California indicate something of the extent of the new season's crop of different fruits, but as all danger from frost is scarcely yet past the predictions made now are liable to be upset. Apricots are expected to be a normal crop. The result is seen here in the opening prices for July and August delivery. Winnipeg houses are offering standards for July delivery at 10 to 10¼c. per lb. and choice at 10½ to 11c. per lb.

Peaches are expected to be a 75 per cent. yield, while the pear crop will be very light, perhaps only half the normal crop. Indications also point to a light yield of prunes, and in view of the unfavorable crop reports an advance in the local market is expected very soon. It is too early yet for any reliable prediction as to the crop of muscatel raisins. We quote:

Valencia raisins, Trenor's, per case f.o.s	2 00
" selects	2 20
" layers	2 25
California raisins, muscatels, 3 crown, per lb	0 06½
" " 4 "	0 07½
" " choice seeded in ¾-lb. packages per package	0 06¾
" " choice seeded in 1-lb packages per package 0 08	0 08½
" " fancy seeded, 1-lb. packages, per package	0 09½
Prunes, 90-100 per lb	0 04½
" 80-90 "	0 04½
" 70-80 "	0 05½
" 60-70 "	0 05½
" 50-60 "	0 06½
" 40-50 "	0 07½
" silver "	0 08½
Currants, uncleaned, loose pack, per lb	0 05½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 06½
" Vostizzas, uncleaned	0 06½
Dates, new per lb	0 05
Figs, cooking in bags, per lb	0 03¾ 0 04
Apricots, choice (present delivery), in 25-lb. boxes, per lb	0 13½
Apricots, standard (present delivery), in 25-lb. boxes, per lb	0 12½
Apricots, choice (July delivery), in 25-lb. boxes, per lb	0 10¾ 0 11
Apricots, standard (July delivery), in 25-lb. boxes, per lb	0 10 0 10½
Peaches, choice, " "	0 12½
" standard " "	0 12
Pears, (choice halves) " "	0 12½
Neotarines, choice " "	0 11
Plums, choice (dark pitted) per lb	0 10½
Candied Peel—Lemon peel, per lb	0 09
Orange "	0 09½
Citron "	0 14

Evaporated Apples.

With the opening of navigation new supplies from the east will soon be available. Prices are firm. We quote:

Evaporated apples (new), 50-lb. cases	0 07½
" " 25-lb. cases	0 08

Beans.

Hand-picked beans are quoted at $2.10 to $2.15 per bushel and the ordinary grade at $2.

Fish and Oysters.

Since the close of Lent, the fish trade has been rather slack. We quote prices as before:

Lake Winnipeg whitefish per lb		0 06
Slave Lake whitefish "	0 07	0 07½
Yellow pike (pickerel) "		0 05
Lake Superior trout "		0 08½
Lake Superior loose frozen herring "	0 03	0 03½
Tubbees "		0 04
Gold eyes "		0 03
Blue fish "		0 18
Mackerel "		0 15
Red snapper "		0 15
B.C. salmon (case lots 9c.) "		0 09½
Halibut "		0 08½
Jack fish "		0 03½
Tomicods "		0 05
Hake "		0 07
Perch "		0 04½
Eels "		0 08
Cod, steak size "		0 08
Cod, market size "		0 07
Flounders "		0 05
Haddock "		0 08
Atlantic smelts, extra, 20-lb. boxes "		0 12
" " No. 1, " " "		0 08½
" " No. 2, " " "		0 07½
"Halifax" brand salt cod, fish cakes 24-1's "		0 11
"Acadia" " " " 20-1's "		0 09
"Bluenose" " " " 20-1's "		0 07
"Acadia" " " 2-lb. boxes "		0 09
" " " 4-lb. "		0 09
" " shredded, 24 cartons, per bx.		2 00
" " " bulk, in 15-lb. boxs.		0 08
Large Labrador and Nfld. salt herrings per 100 lb.		5 00
" " " per 20-lb. pail.		1 20
Salt mackerel, in 20 or 30-lb. pails		0 12½
Finnanhaddie, in 15 or 30-lb. boxes		0 08
Smoked halibut strips		0 11
Kippered gold eyes, per doz		0 50
Yarmouth bloaters, 60 in box, per box		1 75
Lobsters, fresh boiled, per lb		0 25
Shrimps, large size, per quart		0 60
Caviar, extra, small jars, per jar		0 40
Frog legs, 6 doz. in box, per doz		0 40
Oysters, standard, per gallon		2 00
" select, "	2 15	2 25

Buckwheat Flour.

Quoted at $1.70 per half sack.

Breakfast Cereals.

Oatmeal is firm at present low prices. Cornmeal has advanced. We quote:

Rolled Oats, 80-lb. sacks, per cwt	1 95
40-lb. " "	2 00
20-lb. " "	2 05
8-lb. " "	2 40
Cornmeal, in sacks, per cwt	1 65
" in ½ sacks, "	1 70

Maple Products.

New maple syrup from the Eastern Townships in Quebec Province is selling at $5 for 5-gal. tins. Sugar in quarter and half-pound cakes is selling at $3 per 25-lb. box.

Honey.

Prices are as quoted last week:

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, 8 in case, per tin	1 00
" " 60-lb tins, per lb	0 07
Fancy comb honey, 2 doz. to the case, per doz	2 50

Eggs.

Jobbers are paying 11½ to 12c. for fresh eggs at country points.



Satisfaction assured in handling

SHIRRIFF'S

MARMALADES

Quality and Prices Right

Imperial Extract Co.
TORONTO



CAPSTAN BRAND

HIGH-GRADE TOMATO CATSUP

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see our travellers' samples.

The Capstan Mfg. Company
TORONTO, ONT., CAN.

Of Interest to Dealers in Fine Groceries

I carry in stock the **FINEST** and **BEST ASSORTED** lines of

French Table Delicacies

OLIVE OILS, TRUFFLES, PATE DES FOIS GRAS, VEGETABLES, PRESERVES, Etc.

I am the only Canadian importer of ***French Tomatoes,*** whole or sliced. These are the finest goods ever on this market. I have another shipment of nearly ***1,000*** Cases arriving per S.S. Montreal. Write me for particulars.

If you are looking for something fine and special in ***Sardines*** write me. I have values that will surprise you.

MY FIRMS ARE THE BEST IN FRANCE

J. H. CROSS
Direct Importer,
112 St. James St., : MONTREAL.

Olives! Olives!

The olive trade is growing fast and is becoming one of their most profitable lines with some dealers.

It would pay you to figure out just what increase has been made in your olive sales during the last year.

It should be much greater in proportion than the increase in your other lines.

And, if it is not, there is a reason which would be well worth locating and rectifying—perhaps we could help you to explain the trouble; we shall be glad to try.

Write and explain to us the condition of your olive trade.

GORMAN, ECKERT & CO.
LIMITED
LONDON, CANADA
Makers of **Grocers' High-Class Specialties**

Early Southern Produce

Arriving daily. Your order filled with selected stock and protected as to prices.

Have two cars **Fancy Washington Navel Oranges,** also two cars **Mediterranean Sweets.** Stock is extra fine. Prices right.

McWILLIAM Mc. AND E. EVERIST

TORONTO, - - ONTARIO

ONIONS

Yellow Danver, in bushel boxes, ***$1.50*** per box.

Egyptian, in sacks of 110 lbs., ***Special Price.***

Pineapples

18, 24, 30 and 36 to the case.

$3.50 to $4.00 per Case

RECEIVED DAILY

Tomatoes	Cabbages
Strawberries	Radishes
Lettuce	Rhubarb

The Distributors' Company,
LIMITED
Head Office: 82 Colborne St., TORONTO
Distributing Points:
WINONA, GRIMSBY, BEAMSVILLE, ST. CATHARINES, CLARKSON, WINNIPEG.

GREEN FRUITS AND VEGETABLES

W. B. Stringer & Co., Toronto, have engaged T. Smith, formerly of McWilliam & Everist, as manager of their retail department.

* * *

The Essex Canning Co. are busy fitting up their factory at Essex and expect when it is finished to have one of the best appointed canning factories in Canada.

* * *

Communications received from the fruit and vegetable producing sections of the Southern States indicate that, with the possible exception of Northern Georgia and Delaware, the recent reports of damage to growing crops from frost have been grossly exaggerated.

* * *

The Atlantic Fruit Co. and the Cuneo Trading Co., the leading independent banana concerns located in New York, have merged their interests under the name of the former firm.

* * *

Work will be commenced at once on the new canning factory to be erected at Napanee. The machinery is all arranged for and the factory will be in operation for corn and tomatoes about the middle of August.

Canning Factory Damaged.

The plant of the Oshawa Canning Co., at Oshawa, was damaged by fire on April 27 to the extent of $20,000 to $25,000, the process room being entirely destroyed. The main building, offices and store-rooms, escaped uninjured,. together with what remained of last season's pack, amounting to several thousand cases.

Ontario Markets.

GREEN FRUITS.

Toronto, May 4, 1905.

THE last day or two of cold weather has had a depressing effect on the green fruit trade which otherwise continues very satisfactory. Bananas have been in rather over supply on this market during the past week, New York interests being evidently favorable to unloading on this side of the line. Prices have dropped from $1.50 to $2 to from $1.40 to $1.60 on large bunches, and to from 80c. to $1 on 8's. Red bananas are noted on the market for the first time this week, and are selling at from $2 to $2.25. Prices are quoted on loose lots of bananas ex car, which are favorable to buyers. The first direct fruit steamer from the Mediterrancan which was reported at Cape Breton last week is now forcing its way up the St. Lawrence and will be in port by the time this week's Grocer reaches its readers. Havana pines are 50c. cheaper than a week ago. North Carolina strawberries arc coming in car lots daily, and prices are down 5c. We quote the following:

Bahama grape fruit	....	5 00
Havana pines per case	3 50	4 00
California navel oranges, per box	3 50	4 50
Oranges, Mediterranean sweets, per box	3 50	4 00
New messina lemons, 300's, per box	2 25	2 75
" " 360's, per box	2 25	2 50
Bananas, large bunches, crated	1 40	1 60
Bananas, 8's, per bunch, crated	0 80	1 00
Bananas, 7-hand bunches, off track	0 65	0 75
Red bananas, per bunch	2 00	2 25
Apples, Winter varieties	1 25	3 50
Sweet potatoes, bush. crates	....	3 00
Cranberries, Jerseys	6 50	7 00
" per case	....	2 50
North Carolina strawberries, per quart	0 15	0 16

VEGETABLES.

The attention of the trade seems to be slowly veering around to imported green vegetables. All other varieties are quiet and prices practically unchanged from last week. Tomatoes are coming more freely and the market is reported considerably easier than last week. Prices per case are from $1 to $1.50 lower. The last car of celery for the season arrived on the market on Wednesday and will be sold at $4 per case. Other southern vegetables are arriving freely, Charleston cabbage having taken the place of New Orleans stock; cabbage is quoted 75c. cheaper than last week. New Baltimore radishes are being quoted at $1.25 to $1.50 per hamper. Bermuda onions are down 50c. and Egyptians from 75c. to $1. Asparagus is 25c. cheaper than last week. We quote the following prices.

Greenhouse lettuce, per dozen bunches	....	0 25
Greenhouse radishes, per doz. bunches	0 40	0 50
New Baltimore radishes, per hamper	1 25	1 50
Dry Mint, per doz bunches	....	0 20
Parsley, " "	....	0 20
Sage, per doz.	....	0 20
Savoury, per doz	....	0 15
Carrots, per bag	....	0 60
Beets, per bu	....	0 60
Beets, per bag	....	0 75
Dry onions, per bag	2 26	2 50
Dry onions, per basket	....	0 60
Onions, Yellow Danvers, per bush. crate	....	1 50
Bermuda ouions, per crate	1 75	1 90
Egyptian onions, per crate	3 00	3 25
Green house water cress, per doz.	....	0 25
Potatoes, carlots on track Toronto, per bag	0 60	0 75
Potatoes, per bag	....	0 75
" car lots, Eastern	0 65	0 70
Parsnips, per bag	....	0 75
Cabbage, per doz	0 45	0 75
Turnips, per bag	0 30	0 35
Florida celery, per case	....	4 00
Hothouse cucumbers, per doz	....	1 75
Oyster plant, per bush	....	1 25
Oyster plant, per doz. bunches	....	0 50
Greenhouse rhubarb, per doz	0 75	1 00
" onions, large bunches	....	0 50
" " per doz	....	0 15
Southern rhubarb, per bush box	....	1 25
Florida tomatoes, per case	4 00	4 50
New beets, per doz. bunches	....	1 00
Spinach, per bush. hamper	0 80	0 90
Asparagus, per doz. bunches	....	1 50
Mushrooms, Illinois, per lb	0 80	0 90
Bermuda potatoes, per bush	....	2 50
New carrots, per doz. bunches	....	1 00
Waxed beans, per bush. box	....	3 50
Charlestown cabbage, per bbl. crate	....	2 50
Egg plants, per bush. crate	4 00	5 00
Kale, per bbl	1 75	2 00
New radishes, per doz. bunches	....	0 40

Quebec Markets.

GREEN FRUITS.

Trade is fair and gradually gaining in activity. There is a good demand for fruits generally, and dealers expect an increase within a few days. One car of

California navel oranges was sold here from $3 to $3.85. Two cars of strawberries also found buyers at prices between 13 and 17c. Bananas are selling well with a good demand, prices ranging from $1.15 to $1.50. A few steamers with cargoes of fruits are on the way to Montreal and are expected here soon. We note a few changes in prices:

Bananas	1 50	2 00
Cocoanuts, per bag of 100		3 50
Pineapples, 24 to case		4 25
" 30 to case		3 75
Cranberries, finest dark		11 00
" dark		9 50
Jamaica grape fruit, per box		4 00
Florida grape fruit, per box		5 00
California navel oranges, per box	3 50	4 00
New Messina lemons 300's	1 75	2 50
" " " 360's		2 00
Apples Winter varieties	2 50	5 00
Sweet potatoes, per bbl.		6 00
Almeria grapes, per bbl	8 00	9 00
Tomatoes, Floridas, crate	5 00	5 0
Lettuce, Boston		1 20
Strawberries		0 25
Florida celery		4 75

VEGETABLES.

Trade is fair and vegetables meet with an increasing demand at prices quoted. Although little new goods are coming in, lines held in stock are plentiful for requirements. Florida vegetables are arriving in very light quantities owing to high prices, but it is expected that inside of a week their cost will weaken and stocks will come in more freely. Dealers also hope much from the arrival of vessels in this port to increase the trade and reduce prices.

Florida tomatoes, crate	5 00	5 50
" celery "		5 00
" cucumbers, basket		5 00
Hot-house " per doz		1 50
Bermuda onions, per box		2 25
New cabbage, per crate		3 00
Green and wax beans		4 50
Asparagus, doz. bunches	6 00	7 50
Potatoes, carlots	0 50	0 55
Less than carlots	0 55	0 65
Bunch lettuce, per doz. bunches		0 75
Radishes, per doz. bunches		0 50
Mushrooms, per lb		0 90
Mint, per doz. bunches		0 20
Parsley, " "	0 35	0 75
Sage, per doz		1 00
Savory, per doz		1 00
Beets, new, per doz		1 00
Egg plant, per dozen		2 00
Green onions, per doz		0 15
Egyptian onions, per bbl		2 50
Red onions, per lb. 3½c., per bbl		5 00
Yellow onions, in 80-lb. bags, per bag		2 50
Green house water cress, per doz		0 50
Green cucumbers, per basket		5 50
Green cabbage, per bbl		1 75
Waxed beans, per bush		1 05
Cauliflowers, home grown, per doz		2 50
Green peppers, per basket		0 75
Spinach, per bbl		2 25
Cucumbers, per doz	1 50	1 75

Manitoba Markets.

GREEN FRUITS

There is an active demand for green fruits. Strawberries are selling freely We quote:

Oranges, fancy Washington navels, 96's and 112's, per case	3 00
Oranges, fancy Washington navels, 126's, per case	3 75
Oranges, fancy Washington navels, 150's to 250's	4 00
Bitter oranges (for marmalade), 200's and 240's.	2 50
Lemons, fancy California, 300's to 360's, per case (10c. off 5 case lots of oranges and lemons).	4 00
Bananas, fancy Limons, per bunch	2 50 3 00
Apples, fancy XXX Spies, per bbl	6 00
" fancy XX Spies. "	4 50
Pineapples, per doz	3 50 4 00
Strawberries, quarts, 2 doz. in case, per case	6 50
" pints 2 " " "	4 00

VEGETABLES.

We quote:

Native onions, per lb	0 04
Carrots, per bush	0 40
Beets, "	0 80
Turnips "	0 40
Potatoes "	0 65
Celery, per doz	1 20
Florida tomatoes, per basket	1 00 1 10
Lettuce (small), per doz	0 40
" (large) "	0 80
Radishes (small) "	0 40
" (large) "	0 80
Parsley "	0 40
Mint "	0 45

STRAWBERRIES

We are receiving direct full cars of Fancy North Carolina Berries (full quarts) almost daily.

TOMATOES AND CABBAGE

Can satisfy the most particular in Tomatoes. Full car Fancy Floridas just received. Cabbage ; barrels, crates ; new ; selling very reasonable now.

FRESH FISH

We are receiving daily by Express, fresh-caught **Trout** and **Whitefish**, and will guarantee regular supplies throughout the season.

WHITE & CO., 64 FRONT ST. E., TORONTO

FRUIT, PRODUCE AND FISH PHONE, MAIN 4106

W. B. STRINGER J. J. McCABE

WE

Make a specialty of **selecting** fruit on this market for Country Retailers. **Personal Selection** in Fruits is the vital point. That's what we give. Send us a trial order to-day.

W. B. STRINGER & CO. Fruit Brokers, 61 Front East, TORONTO.

EXTRA FANCY

Ripe Bananas, cheap.

"Golden Orange" brand Navels

Best Navel Oranges packed.
This brand is packed EXCLUSIVELY FOR US IN CANADA.

Send us your orders and get the BEST.

HUGH WALKER & SON, GUELPH, ONT.

F. T. James Co.
LIMITED
76 Colborne Street, TORONTO

WE SELL FRUIT
in addition to Fish and Oysters

R. W. and W. H. Husband, late of Husband Bros. & Co., are in charge. Our first car of California Mediterranean Sweets has just arrived.

LOTS OF SMALL SIZES STOCK SOUND AND FINE

FRUIT AGENCY WANTED IN BRITAIN
Green and Canned, not Jams

House, with **20 years' connection,** in N.E. of England wants sole selling agency for that district. Unimpeachable business and bank references given. Only first-class firms represented.

J. W. LEAKE, - SCARBOROUGH
30 BARWICK STREET
Tel. Ag. "Leake, Scarborough."

DRIED APPLES
BRIGHT, DRY STOCK WANTED.
O. E. ROBINSON & CO.
INGERSOLL
Established - - 1886

FINKLE & ACKERMAN
BOWMANVILLE, ONT.
MANUFACTURERS
Evaporated Onions
and other Dried Vegetables.

The **DAWSON** Commission Co., Limited
FRUIT, PRODUCE AND COMMISSION MERCHANTS.
Cor. Market and Colborne Streets. TORONTO

DRIED APPLES

We pay highest market prices for bright dry quarters and make prompt remittance.

The W. A. GIBB CO.
Packers and Exporters
5 and 7 Market St., HAMILTON

You See

It is this way: We exhausted months ago our stock of

Extra Standard Granulated Sugar

and so have none to sell. This is why we can't fill orders now.

The Ontario Sugar Co., Limited

BERLIN, ONT.

QUALITY!

is our watchword, and that is why the sales of

San-Toy Starch

are ever on the increase. Order now from your jobber, or direct from

J. H. MAIDEN

MONTREAL

STOCK NOW.



Sutton's Worcestershire Sauce cannot be beaten for quality and price

G. F. Sutton, Sons & Co.

King's Cross

London, Eng.

FRENCH TABLE DELICACIES.

Mr. J. H. Cross, 112 St. James street, Montreal, manufacturers' agent and direct importer of fine French grocers' specialties and table delicacies, has moved into his new offices at above address, where he is now in excellent shape to show his great variety of French goods. Among the numerous firms represented by Mr. Cross, and whose products he has successfully introduced to the Canadian trade during the past number of years, may be mentioned the following: Bayle Fils Freres, Bordeaux, canned goods, preserves, alimentary pastes, the latter from the Marseilles factory; E. Sage, Dansse & Cie, Bordeaux, olive oils, vinegars, etc., recipients of gold medal at St. Louis Exposition: Anasty Freres, Marseilles, castile soap, etc.; R. Cusin-Gogat, Bordeaux, pineapples, pineapple juice, syrup and pulp and preserved fruits.

Among the wine and spirit houses represented by Mr. Cross are the following: John Begg's Royal Lochnagor Distilleries, located on the King's estates at Balmoral; J. O. Briand & Cie, Cognac; R. Chabannes & Cie, Bordeaux, clarets and sauternes; Anton Bourgeois (Beaune), burgundies; J. Laurent & Fils, Bordeaux, liqueurs, vermouths and rums; D. Chavin, Bourgoin (Isere), liqueurs; Hoffmann, Heffter & Co., Leipzig and Dresden, Germany, Rhine wines, moselles, etc.; Desgranges & Co., Reims, champagnes.

Full lines of specialties and liquors are carried in stock by Mr. Cross in bonded warehouses in Montreal, and orders are always promptly filled.

NOTICE OF CHANGE IN AGENCY.

Sutcliffe & Bingham, Manchester, England, manufacturers of "Kkovah" specialties, have issued a circular to the Canadian grocery trade advising that Jas. R. Greig has ceased to represent them in Canada and announcing the appointment of R. L. Millward and George Bradwell as agents with offices at 17 St. John street, Montreal. Stocks of "Kkovah" specialties will be carried at the Montreal branch and orders will be promptly filled.

REMOVED TO NEW PREMISES.

Barnard & Holland, Montreal, dealers in crockery, formerly at 290 St. James street, have removed to 401 Coristine Building, corner of St. Paul and St. Nicholas streets, and most cordially invite their patrons to pay them a visit. Their new quarters are admirably adapted for the display of their large stock of china, glassware, porcelain and fancy pottery.

NEW CROP MAPLE

Every can of Diamond Maple Syrup has a Guarantee of Purity label on it.
The choicest syrup obtainable.
The price is moderate.
All jobbers.

Sugars Ltd., = Montreal



Sixty Years of Popularity

COX'S GELATINE should be used in every Canadian household, because:

(1). It is STRONG.
(2). It is CLEAR.
(3). It is PURE.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH.

2 SPECIALTIES

SYRUP EXTRACT of MALT of MALT

for Coughs and Tissue Building

Admirable lines for the Grocer—Highly profitable—Send for sample.

GEO. SLEEMAN, Guelph, Ont.

To the Wholesale Trade

We are now fully equipped and prepared to give quotations for the Manufacture of any Woodenware Specialties.

Our Shelf Box is selling itself. Write for prices.

The Bennett Mfg. Co.

Pickering, Ont.

A Delicious Cup of Coffee

Our 1-lb. tin **"CLUB"** brand **COFFEE** at **33** cents per lb. is without question the best value on the market. WE know it. YOU can prove it by asking us to send you sample—test it yourself. Supplied either whole roasted, or ground.

Cultivate your coffee trade, it will pay you, by buying the best—**"CLUB" BRAND.**

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.



BREAK AWAY

from the exploded idea that Canadians have to go abroad for the best of everything. Right here in Canada is made the **BEST BLUE on earth**—the only Blue that will **"Never Streak."** Ask your jobber for **"BLUEOL"**; if he doesn't happen to have it, ask him to get it for you,—or write us and we will put you in the way of getting it.

J. M. DOUGLAS & CO., : Montreal

JERSEY CREAM YEAST CAKES
The only yeast with cream in it.

JERSEY CREAM YEAST CAKES
The yeast on the square.

To the Grocery Trade

GENTLEMEN:

Our travellers complain that they are met everywhere in Ontario with the statement, "It is difficult to get **JERSEY CREAM YEAST CAKES**." They say even travellers who represent houses who handle our yeast say they do not keep it. While we very much prefer you to buy **OUR** Yeast Cakes from your regular wholesale grocer, we want you never to be out of it. You all know the difficulties we have had to contend with—a long, expensive law suit, men going around making all kinds of statements against our goods, post cards warning you not to handle our goods, our signs being torn down all over Ontario, etc., etc. With all this contemptible competition the sale of Jersey Cream Yeast Cakes has increased steadily month after month. If you like fair play and cannot get our yeast in regular channels, **WRITE US DIRECT.** Order a few articles to make up freight as there are so many that it makes no difference to you where you buy. Remember there is a certificate in each box that when you get ten you can procure a box of yeast from any wholesale grocer in Canada, free. This is taken from our advertising account. While we want you to buy direct from your wholesale grocer, who is allowed a fair profit, who also receives his full profit on free box, **IF YOU CANNOT GET IT FROM HIM,** order direct. Also bear in mind when you are asked for yeast, it pays best to sell Jersey Cream Yeast Cakes. **DO NOT SELL ANY OLD YEAST.** We will exchange all old yeast or pay you the cash for it.

We are, dear sirs, very truly yours,

Hamilton Yeast Co.

JERSEY CREAM YEAST CAKES
The yeast on the square.

JERSEY CREAM YEAST CAKES
The only yeast with cream in it.

Spring Drink

VAN HOUTEN'S COCOA

Spring Food

The Grocer who recommends Van Houten's Cocoa confers a favor on his customer that the latter will appreciate.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

We could talk here for a month and tell you all about how much better our COFFEES are than anybody else's, but what you want is Coffee that will sell and please your customers, and build up your Coffee Trade. Do you know that there is a lot of money for you in handling ***Piper's Coffees***—you can prove this by letting us know what kind you want. We will satisfy you on every count—quality, price and treatment. Write us.

A. M. PIPER & Co.,

116 Jarvis Street, TORONTO, ONT.

old reputation

Attention!

old reputation

The BEST

of

Swiss Milk Chocolates

KLAUS'S

CHOCOLATES

are now introduced in the Canadian Market.

(Klaus's Chocolates were awarded the **Gold Medal** at the Glasgow Exhibition.)

Wholesale Depot for Canada:

Canadian Swiss Trading Co.

17 ST. JOHN ST.,

MONTREAL.



I APPEAL to the readers of THE CANADIAN GROCER, who I know are the best buyers of High-Grade Goods in the country. I want to say that my Old English Candy,

MACKINTOSH'S TOFFEE

is the most delicious and best Candy made, pure as the crystal springs.

This Old English Candy has made me famous the world over. I am called **THE TOFFEE KING OF ENGLAND** because I am by far the largest manufacturer of Toffee over there. Handle this line and you have a trade winner. Write for prices, etc., at once.

JOHN MACKINTOSH, Ltd., - HALIFAX, ENG.

CANADIAN AGENTS:
Lamont, Corliss & Co, 27 Common St., Montreal.

FRUIT PROSPECTS GOOD.

THE GROCER is in receipt of the following reports from correspondents in the fruit-growing districts of Ontario on the prospects for the 1905 crop. By means of such reports from time to time throughout the season, it is our intention to keep the trade posted on conditions prevailing in the country:

O. W. Schoan, Aldershot.

Strawberries in this section do not promise to be more plentiful than last year; they were hurt some by water standing on them in the Winter, and there is not the acreage under cultivation owing to the fact that a great many one-year-old patches had to be plowed under last year, being so badly hurt in the Winter of 1903-1904. Raspberries promise to be a good crop, also currants, gooseberries, blackberries and other small fruits. Plums, pears, peaches, cherries, apples and all tree fruits, promise a heavy crop, and if we escape a Spring frost, we in this locality will have double the crop of tree fruit we had last year.

W. H. Merriman, St. Catharines.

From present conditions there will be an abundant apple, peach, pear, plum and small fruit crop this present year. Weather conditions, however, will control almost entirely from now until the various crops are harvested. For instance, a cold, heavy rain, when the fruit trees are in blossom, will almost wholly destroy the crop. The trees all wintered well. Strawberries promise to be a heavy crop. Of course rain is needed from time to time to insure good growth.

E. S. Johnson, Grimsby, Ontario.

In this district there is every prospect of a greatly-increased fruit yield over 1904. All trees and bushes came out well, the Winter having had no bad effects. There is a much greater average of strawberries and raspberries than ever before, and, no doubt, there will be an abundant crop. Peaches, plums, pears, etc., are in splendid condition, and the acreage of them has also increased enormously in the last two or three years. This will be the first bearing season for thousands of new trees. It is too early yet to speak of apples, but there is no reason why the crop should not be good, especially as the growers are spraying most extensively.

T. C. Hagaman, Oakville.

The apple, peach and plum crops, and in fact all fruits, have passed through the Winter without any damage. All that is necessary from now on to insure good crops is bright and warm weather through blossom season.

J. J. Fee, St. Catharines.

The peach trees have wintered well, and from appearances at present will have a large crop. It is a little too early to tell how the apple crop will be, but I expect it will be light after the last two heavy crops. Strawberries will be a large and plums a fair crop; trees have wintered well.

Dixon Bros., Hamilton.

It is impossible at the present time to say how the different varieties of fruit will turn out as none of the varieties are even in bloom yet. Growers report everything very promising.

E. J. McIntyre, Niagara.

It is yet quite too early to forecast the fruit crop of 1905. So far, however, nothing has occurred of a general nature to injure the prospects of a good yield. There are reports of Winter-killing here and there of peach trees that bore heavily last year; and some pear orchards have suffered severely from blight. The usual depredations of field mice are also in evidence. But fruit buds generally are healthy looking and plentiful; and if the fruit sets well; if insect pests are

Your Salesman's time is money; the better the Salesman the more valuable his time. It requires no argument to sell Chase & Sanborn's Coffees, therefore you save **his time** and you save **your money.**

CHASE & SANBORN

The Importers, Montreal

We are adding customers from the Grocery trade all the time —and losing none. Such is the satisfaction they and their customers find in

PERFECTION CREAM SODAS

We want *every* Grocer to sell them.

Haven't *You* an order?.

THE **Mooney Biscuit & Candy Company,**
LIMITED.

Stratford, - Canada.

kept under control; if curl-leaf, yellows, rot, spot, mildew do not cause too much injury; if we have seasonable rains; if we have no untimely frosts nor hail nor storms, then we can promise a most excellent crop of fruit.

COMPANIES INCORPORATED.

THE Napanee Canning Co., Napance, have been incorporated with share capital of $100,000, to deal in fruits, vegetables, jams, etc. Provisional directors: W. A. Carson, J. E. Caldwell and J. Carson, all of Belleville, and J. A. Symington and T. Symington, of Napanee.

The Alvinston Canning Co., Alvinston, have been incorporated with a share capital of $40,000, to carry on a general canning business. Provisional directors: D. H. Newcombe, A. E. Ketch and T. A. G. Gordon, all of Alvinston.

The Pineo-Dowson Co., Montreal, have been incorporated with a share capital of $100,000, to carry on a general importing business. Provisional directors: R. P. Pineo, C. K. Dowson, R. G. Sharp, all of Westmount, and G. A. Pattison, W. J. Rafferty, both of Montreal.

The Canadian Scale Co., Montreal, have been incorporated with share capital of $20,000, to carry on the business of manufacturing scales and all kinds of weighing machines. Provisional directors: C. A. Backer and R. Osgood, of Boston, and L. A. Wheeler, G. D. Fyfe, and J. A. Ewing, of Montreal.

Carey & Co., Winnipeg, have been incorporated with share capital of $10,000, to carry on a general mercantile business. Provisional directors: J. E. Dwane, J. P. Taylor, T. G. Wells, H. E. Moles, F. H. Hewitt, all of Montreal.

The North American Merchandise Co., Montreal, have been incorporated with share capital of $20,000, to carry on a general mercantile business. Provisional directors: G. H. Semple, A. C. Calder, W. D. Garland, A. W. G. Macalister, and J. H. Bouvin, all of Montreal.

E D S

Believe Us

We *have* a grade of Jams, Jellies, and Sealed Fruits in glass —the

E. D. S. BRAND

—that *is* better than the ordinary Canadian-made article. We compete with the best British makes — successfully, for our prices are less.

We send you a Price List on request.

E. D. SMITH'S
FRUIT FARMS
WINONA, - - ONT.

COWAN'S COCOA Maple Leaf Label Our Trade Mark

COWAN'S CHOCOLATE, CAKE ICINGS, CREAM BARS, and COWAN'S famous MILK CHOCOLATE

are absolutely pure goods.

THE COWAN CO., LIMITED. TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE JOHN P. MOTT HALIFAX N.S.

MOTT'S: No better Chocolate

DIAMOND EIGHTS

give the biggest profit to the RETAILER

ELITE

gives all the profit a line of its character will stand.

BOTH

give satisfaction to the consumer.

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO. JOS. E. HUXLEY, WINNIPEG.

STEWART'S



CHOCOLATES

A. J. STEWART LIMITED MNFRS. TORONTO.



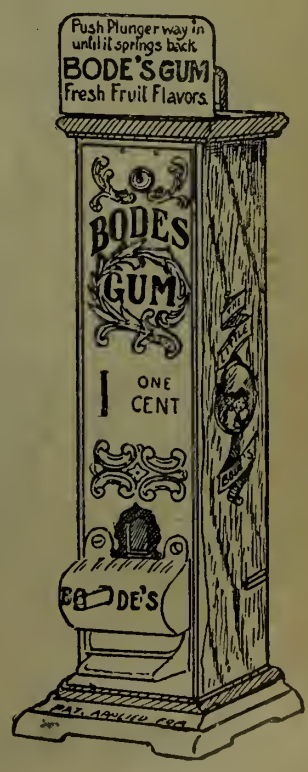
About These Slot Machines

Most of the jobbers are ready to supply you with a **Little Bode's Gum Slot Machine** with 1,000 pieces, or $10.00 worth of gum at retail and this machine all for only $8.00. If you find that your jobber will not or cannot deliver these machines to you, send your order direct to

The Little Bode's Slot Machine Co.

where it will receive prompt attention. **Remember** gum for refilling these machines will **cost 65 cents for 100 pieces.**

Order one at once through your **Jobber, or direct** through



The Little Bode's Slot Machine Co., *28 & 30 St. George St., MONTREAL.*

Always in Season

but never more so than in the Spring when the appetite fails and has to be coaxed with the most tempting viands.

Then a plate of fresh, crisp flaky

Orange Meat

is relished when all else palls.

Easy to sell. Easier to sell again.

Orange Meat stimulates trade as well as appetites.

—

The Frontenac Cereal Co.
Limited.
KINGSTON, Ont.

Flour and Cereal Foods

Grain Crop Report.

ADDITIONAL reports of unfavorable crop conditions have been received from Ontario points during the week, but it is expected that the result of the snow and rain storms a week ago and the subsequent warm weather will soon be apparent, when more cheerful advices are looked for from country correspondents.

Latest C.P.R. reports from Manitoba and the West show that at many points along the main line seeding operations are almost completed. This applies more particularly to the Broadview section, where the majority of the stations report 90 per cent. of the work done. Taking the country as a whole, the average is high; the general feeling is hopeful and with sufficient rain there should be a good crop as the seed is in early enough and the land in good shape. The wheat acreage in Manitoba and the Territories this year will be considerably over 4,000,000 bush.

The recent sharp decline in Manitoba and Ontario wheat has induced export business in Manitoba grain on a more liberal scale and several large shipments are going forward by the first boats sailing from Montreal. The Canadian export trade in flour is limited to some fair-sized consignments to South Africa. This trade bids fair to increase to much larger dimensions as the quality of Canadian flour is well liked there and competes successfully with the United States product.

—

Export Possibilities.

THE Earl of Minto, late Governor-General of Canada, recently delivered a speech in England, in which he referred to the immense area of fertile land available in the Canadian Northwest for the growing of wheat. In Manitoba and three provisional territories there were 171,000,000 acres suitable for cultivation, while in Alaska and Mackenzie there were 155,000,000 and 340,000,000 acres of land respectively, where considerable quantities of wheat had already been grown. Supposing that the 171,000,000 acres were under wheat, the total wheat crop would be 855,000,000 bushels annually, making Canada much the largest wheat-producing country in the world.

This showing, says Bradstreet's, is on much the same lines as that of Mr. George Johnson about a year ago, in answer to some remarks by the London Statist, which apparently did not take a very sanguine view of the possibility of Canada's supplying a good share of the British consumption of wheat. Mr. Johnson showed from diagrams that Canada had enough wheat land to supply all Great Britain's needs and still leave untouched the greater part of its immense area. Coincidently with the publication of Lord Minto's remarks comes the report from Winnipeg that a great combination proposes erecting elevators in the Canadian Northwest to store wheat, the plan being to ship the wheat to England, to be made into flour there.

Assuming that Canada does develop this immense wheat business, there is, of course, to be kept in mind the fact that the Canadian may not be long satisfied to ship his wheat in the form of grain, but may, in fact, do as has been done this season by some Canadian mills; that is, ship the wheat in the form of flour. This will, of course, become increasingly possible as the new country fills up and an outlet for the by-products of flour milling is offered. It would seem, in fact, as if the history of the United States would be repeated in the case of Canada, and the formerly large export of wheat in the form of grain would be diverted to that in the form of flour. This, of course, lies in the future, and it is, perhaps, well to remember that the United States is not yet obsolete as a wheat exporter, as argued by some observers. Despite the fact that the crops for three years have been short, that foreign wheat has been relatively cheap, and our own wheat has sold at almost prohibitive prices, the exports from the United States of domestic wheat and flour were equivalent to 33,659,960 bushels. Given a crop of 748,000,000 bushels, an amount equal to that gathered in 1901, and 200,000,000 bushels larger than that of 1904, it would seem possible that a good share of that country's export trade in wheat and flour would be regained. It seems reasonable, in fact, to expect that with present crop prospects the United States will contribute largely to the world's breadstuffs supply in 1905-06; if not in the form of wheat, then in the form of flour, which allows of the American miller getting a profit from the wheat, which some years ago went abroad largely in the form of grain.

—

E. C. Merkley, North Williamsburg, is about to launch into the flour and feed business.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

Our ad. in last issue has been appreciated by a number of grocers. Orders for

GRIMM'S PURE MAPLE SYRUP

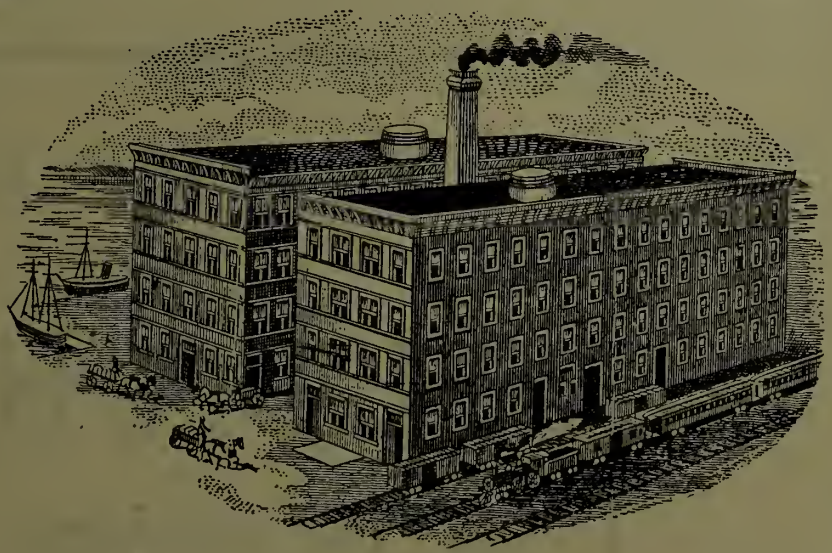
are coming in finely. Every buyer is bound to be satisfied—that is, if he wants only PURE MAPLE SYRUP.

PUT UP IN HALF-GALLON AND ONE-GALLON TINS.
SEND FOR SAMPLE LOT.

THE GRIMM MFG. CO.
Manufacturers of Champion Maple Sugar Evaporator and Maple Sugar Makers' Supplies
MONTREAL

We beg to call the attention of the trade to the fact that we have the most modern machinery for manufacturing the following goods:

Rolled Oats
Gran. Wheat
Gold Dust
Family Oatmeal
Ground Wheat
Sd. and Gr. Oatmeal



Pot and Pearl Barley
Ground Oats
Flaked Wheat
Split Peas
Pea Meal
Ground Corn
All kinds of Feed

Consequently the goods are the best in the market.

PHONE, WIRE OR WRITE US FOR QUOTATIONS. PROMPT DELIVERY IN MIXED CAR LOTS OR OTHERWISE. LETTER ORDERS A SPECIALTY.

WM. McCANN MILLING CO., OFFICE and MILLS FOOT JARVIS STREET Toronto

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Keep the Stock Fresh.

OF first importance to the success of a tobacco department is the proper keeping of the stock. This applies not only to the care of the tobacco, but of the fixtures and accessories to an equal degree. The cigars should be kept in good condition by a proper amount of moisture. This may be supplied by a sponge kept moistened and left in the case. It may be thought that this is an unnecessary piece of advice, and the advisability of such treatment of the tobacco is so patent to every dealer that there should be no need to mention it. The fact remains that many dealers do neglect this very obvious means of keeping their stock in good condition. Many a man has put a sponge into his cigar case only to let it shrivel up with dryness for the lack of a minute's care. Do not let this occur in your tobacco department.

Another point which deserves attention is the care of the fixtures. Let the tobacco case, the woodwork and glass, be kept polished and clean. It adds greatly to a man's desire for cigars or tobacco if the smoking material is put up in an appetising way. Make it as easy and pleasant as possible for a man to make his purchases. The increased revenue from the tobacco sales, which will follow a systematic care of this department, will amply repay any trouble which is taken.

A Sovereign Remedy.

AN exchange recounts an incident, the nature of which gives evidence that there is something recommendable in the habit of smoking for the business man, however much some are wont to condemn the practice. I was calling at the home of an old-time friend a few days ago, and was greatly surprised when I saw the head of the house, who is one of the leading physicians of this city, quietly smoking a finely flavored Havana. In all the years I had known him it was the first time I had seen him smoke, and naturally expressed my surprise. He informed me that it was but a recent habit he had formed, and that his greatest regret was that he did not take it up many months before he did. He stated that owing to the immense practice he has and the irregular hours he has to keep thereby, that he had reached that stage when sleep was a stranger to him, and that he felt himself on the verge of a complete collapse. He spoke to a brother physician about how he felt, who advised him to try smoking, making it a practice not to allow his thoughts to dwell on anything pertaining to his practice, but to turn his mind away from cares, even from the topics in the newspapers during the time he was smoking. He advised that he should smoke his first cigar just a half hour or so before retiring. He ridiculed the advice at first, as he had dropped smoking thirty-five years ago, and pictured the joshing he would receive from his wife and daughter. However, when he returned home he was handed a neatly wrapped package, and upon opening the same discovered a box of extra fine quality cigars. He was greatly amused at his friend's earnestness in having him follow his advice, which, of course, he had to explain to his wife. Contrary to his expectations, she thought it quite sensible, anh that evening immediately after his dinner she insisted on his trying the experiment. Whilst he greatly enjoyed the cigar, of course, still he could hardly say that the first trial was sufficient to prove the value of his friend's suggestion. However, he continued the practice, and in a week's time he noticed the good effect it had worked upon him. He now smokes at an average of four cigars a day. When smoking two of these cigars he endeavors to follow the advice given him of diverting his thoughts as much as possible from their usual train, that is when he smokes after his noonday meal and the other a half hour or so before retiring, and the result has been most satisfactory. He finds that he feels greatly rested in mind after having enjoyed his dinner cigar, and better able to think on the many questions that are brought to his attention. Besides that, he finds that he can sleep quite soundly now when retiring, something that he had been unable to do for many months previous to his following his friend's advice. Let anyone who doubts the veracity of this statement give it a trial, if he does not believe in smoking and suffers from nervousness or similar ailments.

Socialist Agitation.

The tobacco trade in Australia is greatly worked up over the efforts of the Socialists, who seek to turn the tobacco industry into a Government monopoly.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

If You Could Buy Shoes

on the same terms as you could Cigars——that is, our Cigars——you'd think it an easy thing to do business. Think of it! We offer to take back at the end of three months any unsold stock and return your money cheerfully. What shoe dealer would make such an offer? And what other Cigar-maker makes you an offer such as ours? We could'nt make this offer unless our Cigars were ***dead right.***

Now, won't you send us an order for 1000—assorted as you please, express paid—on these terms? Include, we advise, **PEBBLE** for a 5-center and **PHARAOH** for a 10-center.

J. BRUCE PAYNE, LIMITED, Makers, Granby, Que.

Letters to Tom, the Grocer.— No. VII.

HAMILTON, May 5, 1905

Dear Tom:

Stick to your business. Don't be dabbling in outside things. If you prefer another business to dealing in groceries, sell out. Be a ***good,*** whole-hearted grocer, not a half-hearted, impatient one. We heard the other day that you were putting some money in a manufacturing business in your town. Be careful. Your competitors who put their money back in their business may outdistance you before long.

We are glad to learn that the sales of ***T. & B.*** Smoking Tobacco are growing. The 10c. size is certainly a big favorite.

Yours truly,

GEO. E. TUCKETT & SON CO., LIMITED.

Per J.

Almost the entire issue of the last number of the Australian Tobacco Journal is devoted to this question. It points out very clearly the deficiencies of Regie tobacco monopolies.

Contributions of Smokers

Tobacco has a great deal to do with the governmental affairs of the world. The French treasury report of the tobacco monopoly for 1904 shows a clear profit of $71,000,000. The Government receipts from tobacco tax in Great Britain last year were $60,000,000. In the United States the Government collects $45,000,000 from tobacco in internal revenue taxes. In Italy tobacco selling is a Government monopoly, and will yield a net profit this year of $45,000,000, and Austria-Hungary expects to collect about the same amount

The Geo. E. Tuckett & Son Co., Hamilton, are shipping a car load of tobacco to the Yukon.

CLAY PIPES

THE BEST MADE ARE

McDOUGALL'S

Insist upon this make.

D. McDOUGALL & CO., Glasgow, Scotland.

SWEET CAPORAL



CIGARETTES

STANDARD OF THE WORLD

Sold by all Leading Wholesale Houses.

Plain, Profitable Talks—No. 1

Grocers are daily learning the profit possibilities of a cigar department. It is a good thing which must be pushed intelligently. Many things are essential and in this series of talks we will direct attention to many of the requisites.

"ROYAL SPORT" for a 10-center, "HOGEN-MOGEN" for a 5-center, supply the foundation—the right ammunition. Unapproachable in quality and judiciously advertised to consumers.

Our co-operative proposition is yours for the asking.

The Sherbrooke Cigar Co.

Sherbrooke, P.Q.

The race for Wealth

is legitimate. Every ounce of goods you sell bears in it, or should, an element of profit. Given goods of the proper quality, the matter of price is highly important. Work in your own interests rather than for those of any manufacturer. That hits us, but when your interests lie in the direction of our product we are not afraid to say what we have said.

McAlpin's Tobaccos

both Smoking and Chewing should have a large place in the grocer's sales—that is, if he is to be a successful competitor in

The race for Wealth

FREIGHTS AND CHARTERS

SCHEDULE freight rates have changed only slightly. Ocean steamers have been delayed in arrival owing to excessive ice in the gulf, and the old rates established April 15 will hold for the second week in May. The harbors of Canada are all alive now and the upper lakes are dotted with various kinds of craft. The first steamer of the Montreal and Lake Superior line, the Pellatt, is on her way to Lake Superior, and the other boat, the Lake Michigan, is regularly engaged now being these products to the markets of Manitoba and the Territories. If necessary special trains will be run similar to those which carry fruit and vegetable products between California and New England, so that the surplus of British Columbia's orchards and gardens may find a market.

Deliveries of 12 cars a day of 10,000 tons of steel rails have begun to move on the I.C.R. They are being brought to Montreal from the Soo works by the C.P.R. and turned over to the I.C.R.

CHANGED HEADQUARTERS.

C. M. Bernard, agent for Bernard & Co., tea merchants, Yokohama, Japan, has changed his headquarters from Chicago to 58 Congress street, Detroit, on account of the latter city being more convenient for American and Canadian business.

The Japan market may open at any moment although there is no definite news as yet. Shipments of Japan tea to Canada and the United States to

BERTH QUOTATIONS—Montreal.

Description.	Liverpool.	London.	Glasgow.	Bristol.	Belfast.	Leith.	Aberdeen.	Dublin	Manchester.	Antwerp	Havre.
Lard, Beef, Pork, Tallow, Grease and Oleo in tierces, barrels or half-barrels	*13¼c	13/1½	15/9	15/	15/6	17/6	17/6	16/6	10/6	12/6	17/6
Bacon and Hams, Boxed Meats, Cases of Meat, and Lard in boxes and cases	*13¼c	13/1½	15/9	15/	15/6	17/6	17/6	16/6	10/6	15/	17/6
Canned Meats	*13¼c	13/1½	15/9	15/	15/6	17/6	17/6	16/6	10/6	15/	17/6
Canned Goods (gallon apples, fruit, soups, vegetables, etc.)	.....	13/1½	13/1½	†15/	†15/6	15/	15/	†16/6	.....	†12/6	15/
Oil, lubricating and other; also Wax; in barrels	10/6	12/6	15/9	15/	....	.. .	.....	.....	10/6	12/6	.....
Oil-cake, Cottonseed Cake, Flour, Oatmeal, Cornmeal, Split-peas Starch, and Grape Sugar, in bags	6/6	7/	7/	*9c	10/6	10/	11/3	11/	7/6	*9c	11/3
Rolled Oats, Dog Flour, Flour Middlings, in bags	7/9	8/	9/4½	10/	16/6	12/6	14/3	17/6	8/9	10/	.....
Rolled Oats and other Cereals, papered, in cases	.....	10/	10/6	†15/	.....	.....	.....	.....	.....	†15/	.....
Glucose and Syrup, in barrels	8/9	12/6	12/6	10/	20/	.....	.....	22/6	8/9	10/	.....
Cheese, in boxes; also Condensed Milk	20/	25/	26/3	25/	.....	25/	30/	.....	20/	25/	.....
Butter, in cases and kegs; Cheese in crocks, boxed	25/	30/	31/6	30/	.....	30/	35/	.....	25/	30/	.....
Seeds, Timothy and Clover, in bags	12/6	15/	15/	12/6	.....	.....	.....	20/	12/6	12/6	.....
" Beans and Peas, in bags	10/6	10/6	10/6	10/6	20/	.....	.....	17/6	10/6	10/6	12/6
Apples, Flour and Meal, in barrels	2/6	2/6	3/	2/6	.....	.....	.....	.....	2/6	2/6	.....
" and other Green Fruit, in boxes	12/6	15/9	15/9	15/	.....	.....	.....	17/6	12/6	15/	.....
" Evaporated, in barrels or boxes	7/6	10/	10/6	10/	17/6	.....	.....	.....	7/6	10/	.....
" Prunes and other dried fruit, in boxes	15/	20/	21/	20/	.....	.. ..	.....	.....	15/	20/	.....
Eggs, in cases or barrels	12/6	15/9	15/9	15/	.....	.....	.....	.....	12/6	12/6	.....
	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
	.....	.....	.....	.....	.....	.....	.....	.....	.....	....	.....

These rates are for general information only, and are subject to change at any time without notice; it is therefore important that all contracts must be reported by wire and confirmation obtained before closing with shippers, and unless specifically stated to be prompt shipment, or shipped within ten days after date of contract from the west.

The above rates are exchanged on basis of $4.80 to £1 Stg., excepting that when freight is prepaid, the ocean proportion of the through rate must be collected on basis of $4.86 to the pound sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

It is understood that when reporting Sack Flour engagements, a carload is considered 28,000 lbs.

It is also important that shipper's name be given for every engagement made.

* Rates quoted in cents are per 100 lbs. † Per 2240 lbs, No Primage via Montreal.

tween Toronto, Hamilton, and intermediate ports.

The steamer Alexandria is again on duty, and has been covering the St. Lawrence and Bay of Quinte ports during the week.

There has been such a pronounced increase in the fruit and vegetable growing of British Colnmbia during the last two years that the C.P.R. has decided to greatly improve facilities for transport-

Lake and river freights remain stationary and a large quantity of corn has been booked from Chicago to Buffalo at 1¼c. per bush. Rates from Fort William by all water route are quoted at 7c. including insurance. Corn from Chicago to Montreal through is quoted at 4c.

Little has been doing in ocean freights and the card rates hold. The first fruit boat is at hand, and her cargo will be disposed of in Montreal.

March 31 were 41,733,728 lbs., as against 45,128,042 lbs. for the same period a year ago, a decrease of 3,394,314 lbs.

SALE OF BEET SUGAR PLANT.

The Wiarton Beet Sugar Manufacturing Co.'s plant and premises are to be sold by auction on Friday, May 19, at 68 King street east, Toronto.

WALL PAPER

WALL PAPER SALESMANSHIP.

THE correct selling of wall paper requires much skill in the salesman. The customer should not be allowed perfect freedom of choice. It is the part of the salesman to suggest correct patterns. He should select a few designs which would be suitable to the room to be papered, and submit these to the customer. In this way the client is sure of having an artistic room and still has the utmost range of choice consistent with this.

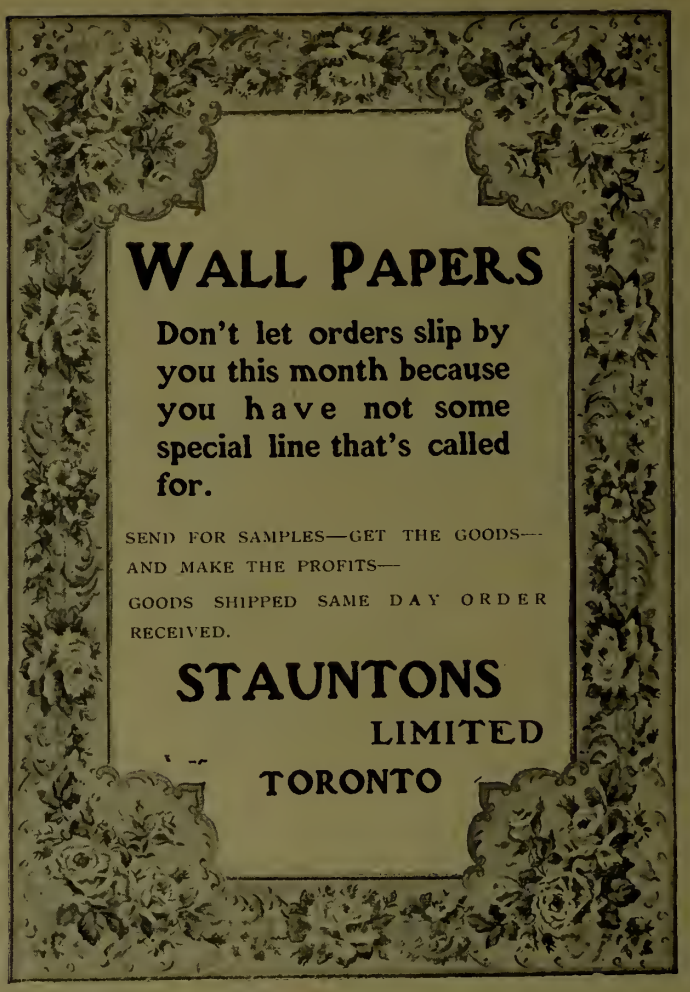
There are one or two points which should be kept in mind in selecting wall paper. It should be constantly remembered that the paper is a part of the whole interior decoration. If this were only considered there would be much less of the inartistic contrasts and ostentation that are seen so frequently. In some rooms each individual piece of furniture and ornamentation seems crying out for recognition. Such a room is badly furnished even though every article in it is a masterpiece of art. The artistic room is the one in which the paper, the carpet, the furniture, all go to make up some ensemble effect. In the latter case, the room will attract attention as being harmonious. The individual articles will then be in best taste when they are satisfied with this subsidiary position and do not lay claim to being all-sufficient in themselves.

In pursuance of this general principle, wall paper should not be too obtrusive. This does not exclude richness of coloring and luxuriance of pattern. It merely means that the paper should be chosen so as to conform to the general idea of the room. For instance, if there are to be pictures in the room, there should be no decided pattern to the paper. Otherwise the background which the pictures need would be lacking. Generally speaking, floral designs should be conventional. This is a characteristic of the present season's patterns, as elaborate foliage and flowers are much in evidence. Moreover, a room with heavy furniture should not have a light, delicate paper.

The shape of the room often regulates the kind of paper which should be used. If the desire is to give the effect of a low ceiling, a wide border or frieze should be used. So a wide or a narrow pattern influences the appearance. These are points which should be carefully watched in choosing a paper. The salesman should have the general points of the room well in hand and make his recommendations accordingly. By doing so he will have no complaints after the room has been decorated, as is almost sure to be the case where the customer is permitted to chose an unsuitable pattern. Good salesmanship consists in more than selling goods. Giving satisfaction to the buyer is a necessary qualification. This will be found in the great majority of cases to follow the sale of the correct thing at all costs.

SPRING SALES.

THE Spring sales in wall paper have been fully up to expectations. In some parts of the country weather conditions were somewhat unpropitious, but on the average the season was fair from this standpoint. The manufacturers report a good activity in repeat orders, and this is a positive sign of the general healthiness of the trade. The manufacturers appear to have gauged the popular fancy with great skill, as the repeat orders have not been confined to one class of paper in particular, but have been distributed over the whole range. This is a good condition to have, both from the manufacturers' standpoint and from that of the retailer. It protects both from having to keep on hand a large and varied stock of undesirable papers, while having to re-order one or two outstanding patterns.



UPHOLSTERY ACCESSORIES.

THERE are many articles that have a place in the stock of the upholstery department that do not have a fair show. Take screens, for instance. They add a touch of elegance to any home and should meet with much more extended use. They are exhibited with more or less prominence, but in very many cases the suggestive touch that brings order is lacking. This the partial furnishing of an apartment or the suggestive price placard should remedy. The point to the customer is, "How would it look in the home, and what does it cost?" Price is a big factor in the trade of people of moderate means, and figures should be liberally quoted. When a timid woman is buying dress goods and timidly skirts the fringe of the upholstery department, she does not stop to make inquiries unless she means to buy. The department should be alive with neat and tasteful signs, which are ornamental rather than otherwise, telling visitors all about things of which they know but little. Buyers know better than anyone else that sales of upholstery goods must be forced in a way, or the results don't come. Every department should become headquarters, through advertising or otherwise, for the house furnishing customer—a bureau of information, in other words, where it is understood that visitors can come and look around at will, find something worth seeing, and get plenty of ideas to make their homes beautiful.—Exchange.

WM. BRAID & COMPANY



TEA AND COFFEE IMPORTERS

The Big Tea and Coffee House of the Great West

We are the largest importers of Teas, Coffees and Spices in the Canadian North-West. We deal in them exclusively, therefore are in a position to take care of your smallest orders or hand e your largest ones—Satisfaction guaranteed.

Write us for samples and quotations.

VANCOUVER, B. C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

May 4, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—	
Bee" brand, 48 5c. pkgs., per case	$1 75
" " 27 10c. pkgs, "	2 00
" " 10 25c. pkgs, "	1 75
Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz	10c.	$0 85
3 doz	6-oz.	1 75
1 doz	12-oz.	3 50
3 doz	12-oz.	3 40
½ doz	2½lb.	10 50
¼ doz	5lb.	19 75

JERSEY CREAM BAKING POWDER.

¼ Size, 5 doz. in case	$0 40
½ " 4 " "	9 75
¾ " 3 " "	1 25
1 " 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$ 45
OceanBaking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

MAGIC BAKING POWDER.



Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

"BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	$3 50
" " 36 10 "	4 00
" " 24 16 "	4 50
"Beaver" brand, 24-16 pkgs	4 80



EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box	$1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.



'AMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

Bee" brand, 5 oz., cases, 60 pkgs	2 25
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 45
" 5-doz. 10c. "	0 90

Boeckh's Brooms.

Bamboo Handles, A, 4 strings	$4 50
" " B, 4 "	4 20
" " C, 4 strings	3 95
" " D, 4 "	3 70
" " F, 4 "	3 40
" " G, 3 "	3 10
" " I, 3 "	2 70

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	0 18½

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 25
Chocolate—	per lb
Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 23

Icings for cake—	Per doz.
Chocolate, pink, lemon color, 1lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, 1lbs	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ½-lb. boxes	1.50



"The best business man is the one who learns wisdom from his own mistakes."

If you have made the mistake of not keeping

Paterson's Camp Coffee Essence

Learn wisdom—and learn it as soon as possible—you may have a call for Paterson's any time, as it is a fast seller, and then it looks so bad to be "just out."

ROSE & LAFLAMME, MONTREAL
AGENTS.

IT'S VERY GOOD

BATGER'S

STRAWBERRY JAM

Is made from the finest **Kent** Strawberries; great care being taken to keep the **Fruit Whole.**

The result is a jam that not only looks well and sells fast, but is really **Delicious.**

Put up in a very attractive new style square jar. 4 dozen to a case. Well packed, no breakage.

Order a case of your Jobber, or

ROSE & LAFLAMME, - Montreal

FRY'S.

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb tins, 4½ doz. to case	per doz.,	$ .90
1 " " 4 " "	"	2.40
½ " " 2 " "	"	4.75
1 " " 1 " "	"	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.



	Per lb.
Mott's Broma	$0 30
Mott's Prepared Cocoa, ½s and ¼-boxes	0 28
Mott's Breakfast Cocoa, ½s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibhs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa— Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins. 40c.
6-lb. boxes, 12 boxes in case, ½-lb, tins..40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins..40c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins..42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins 44

Sweet chocolate powder—
6-lb. boxes, 12 boxes in case, ½-lb. tins..32c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 34c.

Premium chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs..33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..35c.
12-lb. bxs., 6 bxs. in case, ¼-lb. pkgs..35c.

Medallion sweet chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs..44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..44c.

Milk chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs ... 35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..35c.

Vanilla sweet chocolate—
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs..32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..32c.

Tid-Bit chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 30c.
12-lb. bxs., 6 bxs. in case, ¼-lb pkgs. 30c.

Diamond sweet chocolate—
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs. 23c.
12-lb. boxes, 6 boxes in case, ¼-lb. pkgs 23c.

Condensed Milk.

Anchor" brand, cases 4 doz., per case $5 00
" evap. cream, cp. 4d. " 4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20





TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.) $4 65
"Reindeer" brand per case doz) 5.60





Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70
"Beaver" coffee, 24-1 lb. pkgs.	4 80
"Sun" brand, 25 and 50 lb. tins—	
Gem, roasted or ground	0 30
Extra, " "	0 26
Fine " "	0 22
Fancy " "	0 18
"Beaver" (ground only compound)	0 15

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20

High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1?

JAMES TURNER & CO.

	Per lb
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 60

100 lb. delivered in Ontario and Quebec.

Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	12 00
Small size	"	8 00
Roquefort—Large size	"	2 40
Small size	"	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers an num Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

RECKITT'S BLUE and ZEBRA PASTE

Always gives your Customers Satisfaction.

People of Taste are always prepared to try such articles of diet as their grocer recommends. It is this confidence that makes for pleasant business relations.

At this season of the year the consumer is particularly open to suggestions of a change of diet—something that will satisfy and please the palate. Recommend

"Crown" Brand TABLE SYRUP

PUT UP IN TINS—
2-lb. tins—cases 2 doz.
5 " " " 1. "
10 " " " ½ "
20 " " " ¼ "
Also in Brls., ½ Brls. Kegs and Pails.

Freight paid on 5 cases and over to all railway stations East of North Bay.

the purest product of the purest corn — delicious, flavory, clean, nourishing and healthful.

Manufactured and Guaranteed by

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

63 Front St. East, TORONTO, ONT.
Works: CARDINAL, ONT.
164 St. James St., MONTREAL, P.Q.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3	cents each
5 00 books	4	"
10 00 "	5½	"
15 00 "	6½	"
20 00 "	7½	"
25 00 "	8	"
50 00 "	12	"

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
doz. packages (12 to a case)	0 75
doz. packages (12 to a case)	0 95

Cleaner.



		Per doz.
4-oz. cans	$	0.90
6-oz.	"	1.35
10-oz.	"	1.85
Quart	"	3.75
Gallon	"	10.00

Wholesale Agents
The Davidson & Hay, Limited, Toronto

Fly Pads.



Wilson's Fly Pads, in boxes of fifty 10 cent packets, $3 per box, or three boxes for $8.40

Food.

Robinson's patent barley	½-lb. tins	$1	2 5
" " "	1-lb. tins	2	2 5
" " groats	½-lb. tins	1	2 5
" "	1-lb. tins	2	2 5

		Per doz.
" "	5 doz., at	$ 1 40
"	1 doz., at	1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 75
Other jams	1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1
2-lb. tins, 2 doz. in case, per lb.	0
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 06½
7 and 14-lb. wood pails, per lb.	0 06½
30-lb. wood pails, "	0 06½
Pure Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb	0 07
7 and 14-lb. wood pails, 6 pails in crate, per lb.	0 06½
30-lb. wood pails, "	0 06½
Home Made Jams—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate, per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	...

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz	$3 60
3 cases "	3 50
5 cases or more	3 40

Matches.

UNITED FACTORIES, LIMITED. Per case.

Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

	1 case.	5 cases.
Parlor—		
Imperial	$5 75	$5 50
Best	3 75	3 50
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat.

Wethey's condensed, per gross net....$12 00
per case of doz. net ... 3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F.,	½-lb. tins, per doz.	$ 1 40
"	½-lb. tins "	2 50
	1-lb. tins "	5 00
Durham	4-lb. jar, per jar.	0 75
"	1-lb. jar, "	0 25
F. D.,	½-lb. tins, per doz.	0 85
"	½-lb. tins, "	1 45

E. D. MAROEAU, Montreal.

"Condor," 12-lb. boxes—		
	½-lb. tins, per lb.	$ 0 35
	½-lb. tins, "	0 35
	1-lb. tins, "	0 32½
	4-lb. jars, per jar	1 20
	1-lb. jars, "	0 35
Old Crow," 12-lb. boxes—		
	½-lb. tins, per lb.	0 25
	½-lb. tins, "	0 23
	1-lb. tins, "	0 22½
	4-lb. jars, per jar	0 70
	1-lb. jars, "	0 25



Orange Meat.

Cases, 36 15c. packages... $4.50
5 case lots.... 4.40 (Freight paid.)
Cases, 20 25c. packages... 4.10
5 case lots.... 4.10 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Pickles.

STEPHENS'.

A. P. Tippett & Co., Agents.

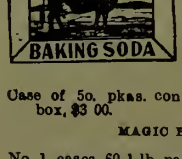
Cement stoppers (pints), per doz.	$ 2 30
Corked " "	

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case) ... $1 45

Soda.

OOW BRAND.



Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5o. pkas. containing 96 pegs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

"BEE" BRAND.

"Bee" brand, 8 oz., cases, 120 pkgs.	Per case
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	$2 75

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10	20
" " black, "	15	30
Oriole soap, "	10	20
Gloriola soap, "	12	00
Straw hat polish, "	16	20

Many Books Sold at $1.00 are worth ten times their price to those using them.

$1.00

"100 Good Ads. for a Grocery Store,"

sold by us at $1.00, is worth easily a dollar in suggestiveness, to say nothing of 100 ready-made ads. for the busy man.
Sent on approval if desired.

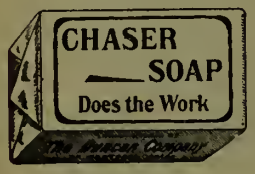
THE CANADIAN GROCER, 10 Front St. E., Toronto

BABBITT'S.



Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes as freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, bxs each doz., $2 per box.

WM. H. DUNN AGENT.



CHASER SOAP.

case $2 40
Special quotations for quantities.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 05½
No. 1 " 3-lb. "	0 05½
Canada laundry	0 04½
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
"Bee" brand starch—	
" laundry, 64-12 oz. pkg. per case	$5 00
" " 32-12 " per ½ "	2 50
" corn starch 40-16 oz. pkg. " "	3 00
"Sun" borated starch, 40-16 oz. pk. per case	3 00
" borated starch, 50 box. 100 lb. keg	0 06½
" laundry " 50 " " " "	0 05½
"Gem" " " 100 & 200 lb. kegs	0 05½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 04½
Acme Gloss Starch— 1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry— 3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 6 in case	0 07½
6-lb. enameled tin canisters, 6 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0
Canadian Electric Starch— Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch— Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn— 1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn— 1-lb. packages, boxes 40 lb.	0 06½
Crystal Maize Corn Starch— 1-lb. packages, boxes 40 lb.	0 06½

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 06½
Durham corn starch, 40 lb.	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 06
" 100-lb. kegs	0 06
Canada Laundry, 40 to 46 lb.	0 04½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 06½



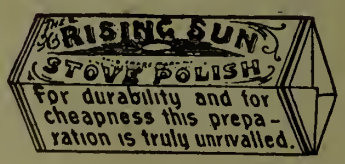
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

SAN TOY STARCH.

10c. pkges, cases 5 doz., per case 4 75

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



W. H. DUNN, AGENT.



Enameline No. 0 38 4, bxs., ea. 3 dz.
Enameline No. 0 65 6, bxs., ea. 3 dz.
Enameline liquid, bxs, ea. 0 80 3 doz.
Blackene, 5-lb. 0 10 cans, per lb..
Enameline stove dressing, per doz. 0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire bandles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70



Teas.

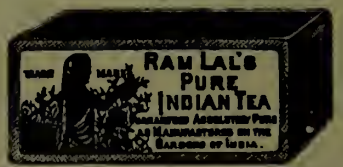
SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s and ¼'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb., " " "	0 20
Blue Label, retail at 30c.	0 22
Green Label. " 40c.	0 28
Red Label, " 50c.	0 36
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. }	0 35
" " 30 1-lb. }	
" " 120 ½-lb.	0 36



LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND

	Wholesale.	Retail.
Red Lacel, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 10	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 40
" III 80-lb. boxes	0 35
EMD AAA Japan, 40 lb " at	0 30
" AA " 40 "	0 27½
Blue Jay, basket fired Japan, 70 lbs.	0 27½
"Condor" IV 80-lb. "	0 30
" V 80-lb. "	0 26½
" XXXX 80-lb. boxes	0 22½
" XXXX 30-lb. "	0 23½
" XXX 80-lb. "	0 20
" XXX 30-lb. "	0 21
" XX 80-lb. "	0 18½
" XX 30-lb. "	0 19
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½
"Condor" Ceylon black tea in lead packets	
Green Label, ½s, ¼s and 1s, 60-lb. cases ..... retail	0 25 at 0 30
Grey Label, ½s, ¼s and 1s, 60-lb. cases ..... retail	0 30 at 0 23
Yellow Label, ½s and 1s, 60-lb. cases ..... retail	0 25 at 0 26
Blue Label, ½s, ¼s and 1s, 50-lb. cases ..... retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases ..... retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases ..... retail	0 at 0 40
Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 ..... per lb.	0 35
No. 2 ..... "	0 30
No. 3 ..... "	0 25
No. 4 ..... "	0 20
No. 5 ..... "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 30
" Amber, 8s. and 3s.	0 60
Chewing—Stag, bars, 10½oz.	0 45
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s.	0 44
" Currency, 12 oz bars, 12s.	0 47
" " 6½s. and 12's	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½os b'rs, sp'c'd 6½	0 41
" Pay Roll, 7s and 6½s.	0 60
" Fair Play, 8s. and 13s.	0 95

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

1 case 50 5c. packages free with 5-case lots
Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz
Washboards, Victor	$1 30
" Crown	1 35
" Improved Globe	1 50
" Standard Globe	1 60
" Original Solid Globe	1 80
" Superior Sld. Bk. Globe	1 95
" Jubilee	1 90
" Pony	2 90
Diamond King (glass)	2 90
Tubs, No. 0	11 25
" " 1	9 00
" " 2	8 00
" " 3	7 00
Pails, No. 1, 2 hoops	1 85
" No. 3, "	2 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz.	1 05
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " 3 doz. 5c.	1 00
" " 3 doz. 10c.	1 80

CANE SUGAR SYRUP

We have a very fine lot of Choice Pure Cane Sugar Syrup, bright, sweet and heavy.

In Barrels, Half-Barrels, 2-lb., 3-lb., 5-lb., 10-lb. Tins.

For prices and samples write to

The Dominion Molasses Co., Limited

HALIFAX - - - - NOVA SCOTIA.

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JOHN W. BICKLE & GREENING,	HAMILTON
GEO. H. GILLESPIE,	LONDON
JOSEPH CARMAN,	WINNIPEG

"GOLDEN RUSSET"

That is the name of our brand and it is synonymous with purity.

"Golden Russet" Vinegar

is a pure apple cider vinegar with no injurious chemicals used to bring it up to strength.

It is Nature's vinegar, and it is the vinegar that once used will be used again.

Write for our prices.

THE W. H. WILSON CO. LIMITED

TILLSONBURG, ONT.

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For Retailing

By JOHN H. BLAKE

PART I.

The Tea Gardens of the World.
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Tea from Leaf to Cup.
The Tea Marts of the Orient.

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Where to Buy Teas.
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How to Establish a Tea Trade.
Tea Blending.

275 pp.; Cloth,
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We make them in all shapes and sizes. We have

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Grain and Root Baskets,
Clothes Baskets,
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In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

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McLAREN'S
COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of keeping it always in Stock.

HAND PAINTED DECORATED OPAL BUREAU SETS



We have made up a small assortment of 6 sets, all different in decoration and of three shapes.

NEW ATTRACTIVE CHEAP

Write for particulars

Gowans, Kent & Co.
Toronto

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To Owner
Cut Book 34
Page 39

RETURNED MAY 4 1905

We sell Good Goods Cheap:



"Perfectly clean from our kitchen to your customers"

Food goodness is a mighty important thing to every housekeeper. Purity, freshness and wholesomeness are the virtues they require in everything that goes on their dining tables. Most housekeepers know that

Wethey's Mince Meat

is pure, clean, wholesome and appetizing. More housekeepers are learning this every day. That means business for you in Wethey's Mince Meat. Are you well stocked ?

J. H. Wethey, Limited
ST. CATHARINES, ONT.

Purveyors by Warrante Royale

Established in ye yeare 1706

Crosse and Blackwell

Ye Olde Sauce & Pickle House.

All Goods stampd with ye Names

Soho Square, London.

C. E. COLSON & SON, MONTREAL, Agents.

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Also in Great Britain, United States, West Indies, South Africa and Australia

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision and Food Stuffs Trades of Canada.

VOL. XIX. MONTREAL AND TORONTO, MAY 12, 1905. NO. 19.

Robinson's Patent Barley

Sales are increasing all over Canada.
New Buyers are cropping up everywhere.
You cannot afford to be without

ROBINSON'S
PATENT BARLEY



Raised on It.

A RUINED TRADE

Is often the result of carrying in stock goods of an inferior quality. Christie's Zephyr Cream Sodas, being the best on the market, always please customers.

Christie, Brown & Co.,
TORONTO and MONTREAL Limited

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 25

HUNGRY PEOPLE

come to you for the necessities of life. Sick people—people with lung and throat troubles—will also come if you have in stock

MATHIEU'S SYRUP

Of Tar and Cod Liver Oil

THE GREAT COUGH CURE

It is the one remedy which everyone knows about—and which everyone uses when necessary.

J. L. MATHIEU CO.,
PROPRIETORS, SHERBROOKE.

Another certain seller which goes with this is

MATHIEU'S NERVINE POWDERS

for all cases of headache, neuralgia and feverishness. Just let people know you stock them.

Retail 18 Powders for 25c.

"MADE IN CANADA"



PEACOCK BRAND CREAM CHEESE

—A relish that is a food
A food that is a relish—

Put up in tin foil or porcelain jars. We guarantee every package. Give it a trial. It involves no risk.

Order from Your Wholesaler Now

PEACOCK BRAND

Hard Boiled Candies are a great line for summer trade. Write for price list of Peacock Brand Goods.

THE BATES MANUFACTURING CO., LIMITED
9-11 Francis St., TORONTO

National Licorice Co.



Y. & S., SCUDDER and M. & R. Brands of **PURE STICK LICORICE,** Acme Licorice Pellets, M.& R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.
Illustrated Catalogue on request



BORDEAUX RELISH

PURE, UNADULTERATED, APPETIZING

Is made from absolutely pure ingredients and therefore has no equal for quality.

ONCE SOLD, SELLS AGAIN

Order a trial case from your jobber or direct.

We also put up

PALM GROVE GOLDEN DATES

In ½ lb. and 1 lb. packages, wrapped in parchment paper and guaranteed to keep any length of time.

Every grocer should have them, to save time and the unpleasantness of handling in bulk, at very little increase in price.

First-class package for summer trade. 4 doz. in case.

Order from your wholesaler, or direct

The Merchants' Mfg. & Supply Co.

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Protect Your Capital!

"A small leak will sink a big ship."—— Look out for the quality of the goods you sell. Protect your invested capital by choosing standard goods. The "just as good" kind are dangerous rocks—obstacles to business success—menaces to your invested capital.

Griffin & Skelley's Dried Fruits

Picked and packed in the largest vineyards on the Pacific Coast—"The pick of the pack," always.

Apricots, Peaches, Pears, Nectarines, Dried Plums, Prunes and Raisins.

Look for the "Griffin" brand and you see the highest grade there is or can be. Buy it and you're absolutely safe.

"Shell" Brand Castile Soap

the leading brand because containing 7 per cent. more pure oil than others. Highest quality at a fair price.

In one pound bars and pressed cakes.

Buy it and your invested money will bring sure returns.

"Protect your Capital."

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We will reship, sell or store for you. Write us.

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Increase your business by appointing us your Western Representatives. If you have anything to sell write us.

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Wholesale Commission, Teas and General Groceries. Established 30 years.

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Represent some of the leading houses in

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INCREASE YOUR TRADE. WRITE US.

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PRATTS ASTRAL LAMP OIL

Sold in all countries and recognized as the highest grade oil manufactured.

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WE IMPORT

Canned Goods, Apples, Grain, Maple Syrup and all Canadian products.

WE EXPORT

English and Continental Groceries, Sweetmeats, Oils, Colours, Chemicals, etc.

Let us hear from you.

T. B. BOWYER & CO.

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We guarantee goods and prices.

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"SALADA" TEA

Provost & Allard
Groceries and Grocers' Sundries
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OTTAWA, Canada

The Pickle that pleases the appetite — meets the most exacting taste.



The Pickle grocers like to sell, because of the satisfaction given customers.

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MANUFACTURERS "STERLING" BRAND PICKLES
124-128 Richmond St. W.
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BY ROYAL APPOINTMENT

CEREBOS TABLE SALT

Used like Common Salt but contains the Vital Phosphates of Whole Wheat.

USED IN ALL THE ROYAL HOUSEHOLDS AND ALL THE BEST HOTELS AND FAMILIES IN EUROPE.

Sold wholesale by the following firms:

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SALT SALT

VERRET, STEWART & CO.
MONTREAL

Prices, Attention, Expedition, Quality,
NO BETTER OBTAINABLE

SALT SALT

One of the considerations

of every grocer desiring to build up his Tea trade should be to supply his customers with teas that are **PURE.** To do this he is always safe when selling them

JAPAN TEAS

These are always **CLEAN,** healthy and invigorating.

Japan Teas have a distinctly original flavor and quality which no other tea-growing can imitate.



Heinz Pure Food Products Stand All Tests

The grocer who puts on his shelves any one of Heinz 57 Varieties may rest perfectly sure that he has something which is pure and which will pass the pure food laws of any state.

Moreover, when the grocer sells Heinz products to his customers he guarantees them to suit the taste of everyone. If any one of Heinz Varieties fails to please we authorize the grocer to return the purchase price. *Ask us about our free Retailers' Advertising Service.*

H. J. HEINZ CO.
PITTSBURGH, - - U.S.A.

Better Trade

calls for better goods. The grocer who gives

Southwell's

Jams and Marmalades

prominence in his stock is making for better trade. Good goods pay best in the long run.

Order Southwell's next time.

Frank Magor & Co.
Canadian Agents
MONTREAL

GREIG'S WHITE SWAN PREPARED COCOANUT

We make the best Cocoanut in Canada—bar none. Cocoanut that is fine in texture, bright in color, good in appearance and pleasing in taste. Cocoanut that will satisfy the most exacting.

Then, too, it does not cost you any more—perhaps not as much—than inferior and poorly made Cocoanut.

Try a lot, and if all we claim for it is not abundantly proved—send it back at our expense.

Our **WHITE SWAN** guarantee is behind every pound.

Inquiries for samples and quotations are cordially invited.

The Robert Greig Co., Limited White Swan Mills **Toronto**

Hot or Cold?

A COLD WATER STARCH

Ivorine Starch

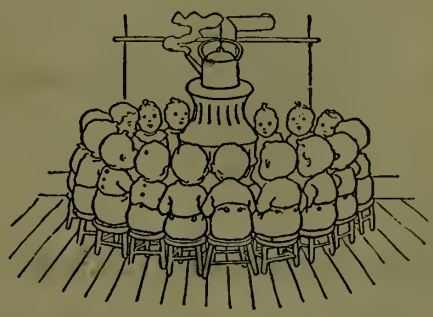
is better far than starch requiring boiling.

IVORINE is peerless among starches. Pays the grocer 60 per cent. Sells fast. Sells again.

$2.50 per case (40 pkgs.)

GIVE AN ORDER FOR ONE CASE

St. Lawrence Starch Co.
LIMITED
PORT CREDIT, ONT.



ALL ALIKE.

Baking Soda is all alike when bought and sold in bulk. It may be cheaper, but the everlasting cry of cheapness isn't the only way to win trade.

This is an age of package goods, and the superior quality of "COW BRAND" Baking Soda makes it well worth your while. You give satisfaction because you get it. Our guarantee goes with every sale.

JOHN DWIGHT & CO., Manufacturers
MONTREAL

Red Feather



Ceylon Tea

BLACK - GREEN - MIXED

No trouble to stock it—just one grade. It's a tea that will encourage a better class of trade, and besides, a tea at forty cents pays you more profit than cheaper grades. The new style of package is quite an attraction.

One grade only. Retails at 40 cents

RED FEATHER TEA CO., TORONTO

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT



½-lb. tins—3 doz. in case.

SOLD BY ALL JOBBERS

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

GROCERS, ATTENTION!



What is your most valuable asset? Is it not your list of customers? What is most necessary to insure the success of your business? Is it not public confidence? By using **THE TOLEDO SCALE** which **INVITES** every **CUSTOMER TO SEE THAT YOU GIVE THEM JUST WHAT THEY ASK FOR**, you gain **PUBLIC CONFIDENCE**, thereby **ADDING TO YOUR MOST VALUABLE ASSET**, your list of Customers, and the great point is that you accomplish this without having to give down or over weight. No springs, no poises to shift, and no weights to lift on and off; the goods weigh themselves, absolutely correct, and do it instantly.

A postal will prove the foregoing. Think and act.

DEAN & McLEOD, Canadian Agents

TOLEDO COMPUTING SCALE CO.,
21 John St. South, Hamilton, Ont.



SAFETY
ACCURACY AND
ECONOMY

ARE COMBINED IN THE

BOWSER
OUT-DOOR
CABINET

FOR

OIL OR GASOLINE

IT IS FITTED WITH OUR LATEST IMPROVED COMPUTING

SELF MEASURING PUMP

BUILT ENTIRELY OF METAL AND MEASURES AN ACCURATE GALLON, HALF GALLON OR QUART AT A STROKE.

GUARANTEED EVAPORATION PROOF

LET US GIVE YOU FULL INFORMATION. IT'S FREE.
WRITE TO-DAY FOR CATALOGUE "B."

OUR
OUT-DOOR CABINET
FOR
OIL OR GASOLINE

Cabinet extends up over tank so as to entirely enclose the pump. It is fitted with metal roof and double swing doors provided with "staple and strap" for padlock.

BOY AND THIEF PROOF

S. F. BOWSER & CO., 530 Front St. W., TORONTO

A SURE SUCCESS

IT COULD NOT BE OTHERWISE.

HOLBROOK'S

GENUINE IMPORTED
WORCESTERSHIRE

SAUCE

PAYS 40% AND

Is the Premier of the

Acknowledged Sauce World



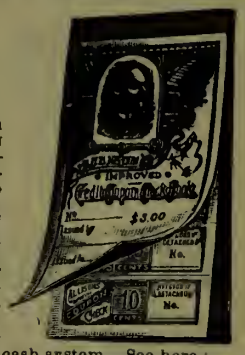
25c. per Bottle.

25c. per Bottle.

Butchers, Merchants and Hide Buyers

Should write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freights. He pays full market values. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.

Modern Merchandising



demands modern methods. The ALLISON COUPON BOOK is a strictly modern CONVENIENCE and SAFEGUARD against mistakes and consequent loss of money. It is better than any pass-book, punch or check system ever invented, and its absolute accuracy makes it the CHEAPEST SYSTEM on this big earth—excepting, of course, the cash system. See here:

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices throughout the Civilized World**

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying, and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

——OFFICES IN CANADA——

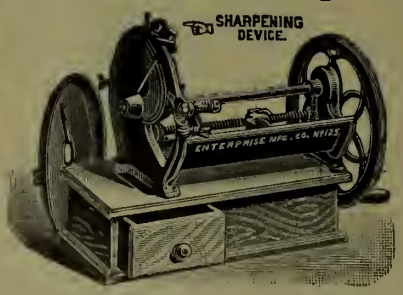
HALIFAX, N.S.	HAMILTON, ONT.	LONDON, ONT.	MONTREAL, QUE.
OTTAWA, ONT.	QUEBEC, QUE.	ST. JOHN, N.B.	TORONTO, ONT.
VANCOUVER, B.C.		WINNIPEG, MAN.	

THOS. C. IRVING, Gen. Man. Western Canada Toronto.

"ENTERPRISE"

Rotary Smoked Beef Shaver

With Patented
Self-Sharpening Device



LIFTING A LATCH DROPS SHARPENER INTO PLACE

A FEW TURNS OF THE WHEEL GIVES BLADES A KEEN EDGE

No. 125, 1 Blade, - $22.50
No. 129, 2 Blades, - 22.50

Rapid Grinding and Pulverizing Mills

40 Sizes and Styles for Hand, Steam and Electric Power



No. 512, - - $13.50

We also make
Self-Priming and Measuring Pumps, Self-Measuring Faucets, Bung Hole Borers, Self-Gauging Cheese Knife, Meat and Food Choppers, Etc., Etc.

Illustrated Catalogue Mailed Free
Order from your Jobber

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.

GROCER REFRIGERATORS

The Best Finished and Most Up-to-Date Grocer Refrigerator on the Market.



FOR SALE BY ALL DEALERS WHO HANDLE BRANTFORD REFRIGERATORS, OR BY THE MAKERS

Write for descriptive circular.

HAM & NOTT CO., LIMITED, Brantford, Ont.

PROFITS IN CHEESE



Mice, Insects, Dirt, Shrinkage, Samplers

The Enemies of the Grocer who sells Cheese.

Automatic Cheese Cabinets

keep the cheese as clean and fresh as when first cut, and preserve it from the ravages of mice, dirt and tasters,

Its operation is simplicity itself. Just lower the door and the cheese slides out, automatically, on its revolving base in position for cutting, retiring into the cabinet as promptly when the door is closed. The cheese is always temptingly in view, under glass.

PRICE

$7.50

The Cabinet is a very handsome glass, polished hardwood display case; a most attractive fixture.

Place one on your counter and it will increase your cheese sales and profits and pay for itself many times over.

Write for folder illustrating our single and double Refrigerator Cheese and Cheese Cutter Cabinets.

The Walker Pivoted Bin and Store Fixture Co.

Factory, BRAMPTON. Head Office, TORONTO.

LARD

TRADE MARK



Orders can be filled by any of the leading jobbers in Canada or direct.

THIS SHOULD SETTLE IT

Any retail grocers that are handling any of the cheaper grades of compound we will be pleased to send them as small a quantity as 1-20 pound wood pail of our ***Boar's Head Brand Refined Lard Compound*** as a means of having them test the superior quality of our goods as follows:

Place the ***Boar's Head Brand Refined Lard Compound*** together with the goods you are selling in a warm place and keep them there for a period of ten days, at the conclusion of which time you will find that the ***Boar's Head Brand Refined Lard Compound*** is in good condition and neutral in odor, while the cheaper grade of Compound will have an objectionable tallow odor. ***Boar's Head Brand Refined Lard Compound*** will keep neutral under the same conditions that any other cooking grease will become rancid, four or five times as long.

Tierces -	**400 lbs.**	**Pails, tin** -	**10 lbs.**
Tubs - -	**60 lbs.**	" " -	**5 lbs.**
Pails, wood	**20 lbs.**	" " -	**3 lbs.**
" **tin** -	**20 lbs.**		

WRITE FOR FULL PARTICULARS REGARDING TERMS AND PRICES

THE N. K. FAIRBANK COMPANY,

Wellington and Ann Sts., MONTREAL, QUE.

More Light-

That's what we all need. You'll get it by using "BON AMI"—the best window cleaner known.

HASN'T SCRATCHED YET

A Metal Polish and Glass Cleaner unequalled.

W. H. GILLARD & CO., HAMILTON

Wholesale Grocers, Tea and Coffee Importers.



Your Brand is There

In selecting the different qualities of goods, you of course desire to be assured that your choice is the best.

In Wood's Coffees all these details are studied out and attended to, so that the purchaser is sure to find each brand appropriate to its purpose and the Best of its Class.

The saying **"WOOD'S COFFEES ARE THE BEST"** is familiar and true.

CANADIAN FACTORY AND SALESROOM
428 ST. PAUL ST., -- MONTREAL.

Canned Goods for 1905

Are you thinking of placing your order for Canned Goods? If so, do it now. We guarantee delivery of all orders accepted. You will do well if you buy our famous brands,

"Old Church" Tomatoes
"Old Church" Corn
"Old Church" Peas
"Old Church" Beans
"Golden Wax" or "Refugee"
"Old Church" Pumpkins
"Old Church" Fruits, of all kinds

"Old Church" Brands

are popular with the trade and with the consumer. We are frequently informed that "Old Church" Tomatoes, machine-packed, were the finest goods in Canada in 1904. Do not wait for our travellers, but mail your orders TO-DAY. Remember we guarantee to fill in full all orders accepted and signed by Lumsden Bros.

STANDARD CANNING CO., = = HAMILTON, ONT.

HALIFAX BOARD OF TRADE

FROM very limited numbers a year or two ago, the membership of the Halifax Board of Trade has grown to four hundred and fifty-three, and is expected to reach the five hundred mark before the present year closes; from small rooms on Bedford Row, one of the back streets of Halifax, a change has been made to large, airy and nandsomely furnished rooms on the busiest part of Hollis street.

Board's Forward Movement.

For the last few years the growing usefulness of boards of trade in all the cities and towns of Canada has been acknowledged, and in no other place more than in the City of Halifax. Many years ago (about 1820), such a board—at that time called the chamber of commerce—was established in Halifax to look after the shipping interests prineipally, which in the olden days were of paramount importance. Some two years ago a "forward movement" was inaugurated and the results noted in the opening paragraph have been since accomplished. This end was brought about by a number of the younger business men of the city who felt the need of enlarging the scope of the board's work. A thorough canvass of the city was made which met with a hearty response, both as to membership and as to monetary pledges to increase the usefulness of the board, and to procure quarters that would be a credit to the city.

Process of Centralization.

The general result has been that every line of business or business interests in the city is now represented in the membership; the Tourist Association, the Retail Merchants' Association and other kindred interests have been absorbed, and a permanent energetic secretary has been engaged who is devoting his whole time to forwarding the interests of all concerned, which can be more easily accomplished by centralization.

How the Business is Done.

At present the business of the board is done in a very systematic manner which will, no doubt, have good results. The officers are as follows: President, James Hall; vice-presidents, A. M. Bell, G. E. Faulkner; secretary-treasurer, A. T. Weldon, council: G. S. Campbell, Alexander McNeil, S. D. Boak, C. H. Mitchell, Alex. Stephen, J. E. DeWolf, H. A. Flemming, James Billman, J. P. Cox, A. MacKinlay, I. C. Stewart, O. E. Smith, W. J. Clayton, L. J. Mylius, I. S. Bowser, H. L. Chipman.

Twenty-one Standing Committees.

For convenience in forwarding the work twenty-one standing committees have been appointed, representing interests including banking, learned professions, finance and insurance, manufactures, municipal, room and membership, pilotage and harbor regulations, reception and entertainment, tourist, transportation, freight rates, mining, West India trade and fisheries, immigration, flour, produce and commission, tariff and customs, retail merchants, dry goods (wholesale), hardware (wholesale), groceries (wholesale), the press. Every member of the council is chairman of a committee, each of which is composed of from five to twenty members.

The Work of the Committees.

The various committees meet separately to consider the interests with which they are identified and report to the council, the latter reporting to a full meeting of the board, thus making a division of labor which cannot but tend to forward the interests of the city generally. Under the new regime the younger business men have come in with their new and progressive ideas, while those who have been longer in business are also there to give the benefit of their more mature practical experience as a healthy ballast to steady the deliberations of the board. Much good is expected to result from the new order of things.

Formal Opening of New Home.

The formal opening of the new quarters took place on Tuesday afternoon, May 2, and no better evidence of the success of the "forward movement" could be given than the large assemblage of business men present. The principal speakers on the occasion were Lieut.-Governor Jones, one of the oldest members of the old chamber of commerce; Major-General Sir Charles Parsons, commander of the British garrison; Attorney-General J. W. Longley; Major MacIlreith; President Hall and others; and each was enthusiastic and hopeful as to the results that must follow the combined efforts of every interest to promote the welfare of the City of Halifax, and indirectly to influence the efforts of other boards of trade in promoting the welfare of the country as a whole.

Congratulations of Visitors.

Among the visitors present from outside the city were W. E. Porter, president of the board of trade, Kentville; W. H. Roach, president of the board of trade, Windsor; and Alfred Dickie, Stewiacke, president of the Nova Scotia branch of the Manufacturers' Association, all of whom were happy in their remarks and extended congratulations to the board on their accession to new quarters as also to a broader and more useful sphere of work.

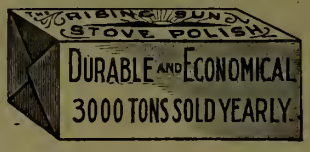
Handsomely Furnished.

The new quarters of the board were the subject of general admiration. The location is the second floor of the McManus Building, corner of Hollis and Sackville streets. From outside it shows off well, the front and side containing fourteen large plate glass windows each a single pane about six feet square fitted with a patent appliance which swings the whole window frame on a central pivot allowing the best of ventilation. From the entrance doors on Hollis street to the smallest room on the premises everything is fitted in the most approved modern style and elaborately finished in quartered oak. The main room is large, with a seating capacity of about 250. This room, when not in use for general meetings, will be utilized as a reading room. On a long table may be found the principal newspapers and trade journals of the Dominion and some of the financial and other journals of the United States. The walls are handsomely finished and hung with pictures representing local points of interest. There is in addition a smaller council chamber, a secretary's office, typewriter's room, library, storeroom, coat room and lavatory. No expense has been spared to make the rooms attractive and they are considered the finest in the Maritime Provinces.

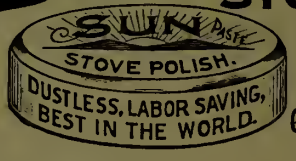
General Policy of the Board.

As outlined by some of the speakers at the opening, there are three important things that the board is working for as a whole—Greater wharf accommodation, more railway sidings, and a five-day boat from the other side. To obtain the first two an effort will be made to secure a part of the lately abandoned dockyard, which will give abundant room for deep-water wharves as well as sidings. The need for greater railway accommodation may be seen from the

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE.



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers ; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

fact that during April 2,100 cars of freight were landed here, besides the large quantity used for outward freight. A further object of the board in this connection is to be prepared to take advantage of what traffic may accrue on the completion of the Grand Trunk Pacific Railway.

Good Work of Tourist Committee.

The Tourist Association, which has now amalgamated with the board of trade, and is represented by a strong Tourist Committee, has done good work for the past few years in advertising the city's attractions, usually spending about $1,000 to $1,200 a year. The committee has now in press a booklet—"Lake, Stream and Forest"—devoted particularly to the fishing attractions of the country. Another booklet—"Halifax Side Trips"—is also in course of preparation. It has also prepared and will soon place in position sign boards on the various roads leading from the city and on cross roads within a radius of some miles. In connection with the tram company the Tourist Committee are arranging for a number of evening concerts at Green Bank (Point Pleasant Park), and at the beautiful North West Arm. Everything is being done which will tend to make the stay of tourists in the city pleasant and profitable.

R.C.H.

VALUABLE BOOK.

A Classified Article List of Industrial Products for Canadian Buyers, 1905-1906. Trade edition. Bound in blue cloth, $2.00. Montreal: The Manufacturers' List Co.

This volume of 430 pages is supplementary to the Canadian Industrial Blue Book, The Manufacturers' List, Buyers' Guide of Canada, issued by the Manufacturers' List Co. It provides a complete list of the articles contained in the Blue Book, and any additional articles that have subsequently been brought out by the industries of the country. It is issued for the benefit of merchants and dealers throughout the Dominion.

The plan of the book is to work from the article to the manufacturer. The articles manufactured are arranged alphabetically, and beneath each are given the names and addresses of the manufacturers. Before each name is placed a figure indicating whether the manufacturer's shipping rating is local and provincial, provincial and dominion or dominion and export. There are also references to the advertisements contained in the book, which give more detailed information about the products of the various firms. An index of articles only appears at the front of the book, referring by number to the page and paragraph, where further particulars are given.

The book is a most valuable one, and should find a place in every merchant's office. It is at the same time a splendid advertisement for Canadian industries, and very helpful in the export trade.

TORONTO COFFEE EXPERT IN MONTREAL.

Mr. J. W. Maybee, manager coffee department of the Eby, Blain Co., Toronto, was a visitor to Montreal end of last week, and paid the offices of The Grocer a friendly call. Mr. Maybee's reputation as a coffee expert has extended beyond the confines of the Queen City, and his name is known by all interested in this branch of the grocery trade. Certainly from the point of long training and experience Mr. Maybee's opinions should be what they are—valuable—and that his judgment of coffees is weighty is borne out by the reputation of the special lines of coffees marketed by the Eby, Blain Co.

COMPANIES INCORPORATED.

H. A. EDGETT & CO., Vancouver, have been incorporated with share capital of $40,000, for the purpose of dealing in groceries.

The Beaver Soap Co., Limited, Toronto, have been incorporated with share capital of $50,000 to manufacture and deal in chemicals, soap, etc. Provisional directors: R. E. Kemerer, W. D. Scott, W. R. P. Parker and G. M. Clarke, all of Toronto.

The Fairbanks Co., Limited, Montreal, have been granted the right to carry out all matters comprised within the powers of the said company. Chas. J. Brittain, Toronto, attorney.

The T. Eaton Co., Limited, Toronto, have increased their share capital from $500,000 to $1,000,000.

The W. A. Rose Co., Limited, Napanee, have been incorporated with a share capital of $20,000 to import and deal in Japanese and other Oriental goods. Provisional directors: W. A. Rose, A. Kent. J. A. Fraser, C. H. Wartman, M. R. Reid and S. R. Miller, all of Napanee.

The Orien's Chemical Co., Limited, Carleton Place have been incorporated with share capital of $100,000 to manufacture and deal in drugs and druggists' sundries. Provisional directors: G. F. Howard, Carleton Place, and W. Bullock, R. J. Goudy, J. A. Goudy and F. Sinclair, all of Toronto.

The Knight Brothers Co., Limited, Burks' Falls, have been incorporated with share capital of $150,000 to manufacture and deal in lumber, grain and cereals. Provisional directors: H. Knight, W. Knight, R. Clay, W. Sharpe, C. W. Sharpe, H. L. Barber and J. Hilliar, all of Burks' Falls.

RECEIVED TO-DAY a few cases of

Hagard's Burnt Onion Sauce

Lactomen Pure Milk in Powder form.
Halifax Fibred Codfish.
Horton-Cato Tobasco Sauce.
" Ring Pepper Sauce.

LUCAS, STEELE & BRISTOL, WHOLESALE GROCERS, **HAMILTON**

To Our Customers in the West

In order to be in close touch with our trade in the West, our representatives can now be reached at any time. Following is the territory they are covering and their addresses.

TERRITORY :

ONTARIO, Port Cardwell West MANITOBA ASSINIBOIA to Swift Current Saskatchewan	MR. H. E. TOMS P.O. Box No. 745 Office and Sample Room No. 324 McIntyre Block WINNIPEG, Man.
ASSINIBOIA, west of Swift Current ALBERTA, C.N.P. Ry. Points BRITISH COLUMBIA, C.N.P. Ry. Points—Slocan Trail Creek and Boundary Districts	MR. W. B. GRANT care of Hume Hotel NELSON, B.C.
ALBERTA, Calgary-Edmonton Ry. Points—C. P. Ry. Main Line from Calgary West. BRITISH COLUMBIA, North-east Kootenay and Okanagan Valley	MR. J. M. FIFE care of James Turner & Co. CALGARY, Alta.

All orders will receive the personal attention of Mr. Vila who has recently returned from the West, after an active experience of a number of years, and we feel we are able to offer better handling, quicker shipment and more satisfaction to the western trade than any house in Canada.

JAMES TURNER & CO., *Wholesale Grocers* **HAMILTON**

TARTAN

Goods are sold from sea to sea, and are all of the first quality. If you have not stocked them you are missing a good thing.

	TARTAN	TEA	TARTAN	CANNED VEGETABLES
	"	COFFEE	"	CANNED FRUITS
All	"	BAKING POWDER	"	CANNED SALMON
Guaranteed	"	SPICE	"	SOAP
by———				

BALFOUR & CO. WHOLESALE GROCERS **Hamilton, Ont.**

PROMPT SHIPPERS. LONG DISTANCE PHONE 596.

BLUE LABEL STOVE PASTE

in tins to retail at 10 cents.

¼ Gross Boxes. $9.00 Gross.

This is an extra first class article.
Try a box with your next order.

THOMAS KINNEAR & CO.

"WHOLESALE GROCERS" TORONTO and PETERBORO

APITEZO
APITEZO
APITEZO
APITEZO
APITEZO
APITEZO
APITEZO
APITEZO
APITEZO
APITEZO
APITEZO

WE CANNOT REPEAT THIS TOO OFTEN.

IF YOUR JOBBER CANNOT SUPPLY YOU, WRITE US.

A. F. MacLaren Imperial Cheese Co., Limited,
SELLING AGENTS,
TORONTO, ONT.

Business Changes

ONTARIO.

G. FABBRO, grocer, Copper Cliff, has assigned to D. L. McKinnon; meeting of creditors held May 6.

J. S. Gee, grocer, Listowel, is moving to new premises.

J. Lamonte, grocer, Ottawa, has discontinued business.

R. W. Davis, grocer, Mitchell, has sold out to J. C. Moor.

J. Usher, grocer, Ottawa, has been succeeded by J. Driscoll.

M. J. Laird, confectioner, Scaforth, has sold to Marshall Bros.

M. Kilburn, West Bolton, has sold his creamery to J. H. Leclerc.

Mrs. W. J. Grant, grocer, Blenheim, has sold out to C. B. Burr.

J. Hudson has opened up a fruit and confectionery store at Mitchell.

W. J. Flewwelling, grocer, Toronto, has sold out to McLeod & Son.

The Napanec Canning Co., Limited, Napanee, have obtained a charter.

J. H. G. Carrier, grocer, Ottawa, has added liquors to his business.

D. Wiltse, grocer, Athens, has sold out to R. Tassie, of Smith's Falls.

W. Murray, general merchant, Molesworth, has sold out to Mitchell Bros.

The bailiff is in possession of the stock of J. O. Berube, grocer, Ottawa.

J. C. Wood, general merchant, Hartington, has been burned out; partially insured.

The American Coffee and Spice Co., Toronto, has assigned to E. R. C. Clarkson.

D. Brennan, grocer and crockery dealer, Chatham, has assigned to J. R. Gemmill.

H. W. Simmonds, grocer and flour and feed merchant, has been succeeded by Mr. Villeneuve.

The stock of T. H. Ferguson, confectioner, Kingston, is under seizure and advertised to be sold.

The premises of J. Halligan & Co., grocers and liquor dealers, Kingston, have been damaged by fire.

Lawrason & Kichen, general merchants, Marsville, have been succeeded by Carruthers & Wightman.

QUEBEC.

P. Morin, grocer, Acton, has assigned.

The assets of Ed. Clark, grocer, Quebec, have been sold.

H. Hart, confectioner, Montreal, is selling out by auction.

Cloutier & Crocheticre have registered as grocers Sherbrooke.

P. Trepanier, general merchant, St. Stanislas, has assigned.

M. E. McWilliams has registered as a general merchant, Danville.

J. Prudhomme, tobacconist, L'Assomption, has compromised.

G. St. Denis, general merchant and grain dealer, St. Clet, is dead.

T. R. Paige & Son, grocers, Coaticook, have dissolved partnership.

G. G. Tremblay & Cie, general merchants, Kateville, have registered.

J. B. Cloutier, general merchant, La Macaza, is offering to compromise.

Lalonde, Zotique & Cie., fruiterers, Montreal, have dissolved partnership.

Andre Labbe & Co., general merchants, Chartierville, have registered.

The Cleland Co., general merchants, Hemmingford, have obtained a charter.

The assets of J. Lapointe, general merchant, La Macaza, are to be sold.

S. J. Roy & Co. have registered as proprietors of butter factory, Sabrevois.

N. Morin, grocer and liquor dealer, Montreal, is offering 20c. on the dollar cash.

John G. McGuire & Co., grocers, Shawville, have been succeeded by A. Wood.

A. Desmarais & Cie., general merchants, Vercheres, have dissolved partnership.

A. Sausette, general merchant, St. Jean Baptiste, has assigned to A. Lamarche.

J. A. Bourget, general merchant, Lac Aux Sables, has assigned to V. E. Paradis.

Boutara, Jezar & Batha, have registered as fruiterers and tobacconists. Montreal.

McArthur Bros., bakers and confectioners, Shawville, have sold out to W. H. Lucas.

Perfection in Tea——

"Red Feather"

A Tea of QUALITY.

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

The assignment of J. A. Bourget, general merchgnt, Lac Aux Sables, has been demanded.

Boivin & Marceau, proprietors of butter and cheese factory, Napierville, have dissolved partnership.

E. S. Levesque, grocer, St. Flavie Station, has voluntarily assigned to Lefaivre & Taschereau.

Chartrand & Turgeon have been appointed curators to A. Provenchal, general merchant, Daveluyville.

C. Thibault, general merchant, St. Anne Des Monts, has assigned; V. E. Paradis provisional guardian.

NOVA SCOTIA.

W. C. Arsenault, grocer, Westville, has assigned.

J. Etter, produce merchant, Lower Stewiacke, is dead.

A. Murray & Co., wholesale fruiterers and confectioners, Sydney, have been burned out. The loss is estimated at $500; no insurance.

NEW BRUNSWICK.

P. Chisholm, grocer, St. John, is retiring from business.

G. E. Barbour, wholesale grocer, St. John, has been succeeded by G. E. Barbour & Co., Limited.

Constantine & Steeves, general merchants, Elgin, are about to dissolve partnership. Mr. Constantine continues in the business.

MANITOBA AND N.W.T.

Calhoun & Co., grocers, Winnipeg, have sold out.

Westhaver Bros., grocers, Winnipeg, have sold out.

M. H. Seigfried, confectioner, Weyburn, has sold to G. F. Pinder.

Ott & Weatherby, general merchants, Killaly, have dissolved partnership.

E. J. Mondeur, confectioner, St. Boniface, has sold to Heaslip & Emmerton.

G. C. Robertson & Co., grocers, Winnipeg, have sold to A. F. Fredericksoh.

H. Fontaine, general merchant, St. Elizabeth, has assigned to C. H. Newton.

The Galacian Trading Co., general merchants, Sifton, have sold their stock.

C. A. Leeder & Co., general merchants, Saskatoon, have sold out to Jones Bros.

Shoplant & Wallace, general merchants, Langenburg, have assigned to C. H. Newton.

A. Hughes and J. M. Hughes, general merchants, Medora, have been succeeded by A. Hughes.

A. M. Anderson, general merchants, Leduc, are offering to compromise at 65c. on the dollar.

Lyone Bros., pickle manufacturers, Winnipeg, have suffered small loss by fire. They carried insurance.

The stock of the estate of Wallace & Munro, general merchants, Heward, was advertised for sale by auction May 10.

The stock of the estate of W. J Wallace, general merchant, Stoughton, was advertised for sale by auction May 10.

BRITISH COLUMBIA.

A. Hesson & Co., grocers, Kamloops, have been succeeded by Stevens & Allen.

NEW GROCERY FIRM.

Belleville has a new grocery firm under the style of Hamm & Fairfield, they having recently bought out Adam Henry, who has been doing business there for a number of years. F. B. Hamm has been three years connected with the old business, and H. E. Fairfield has for the past fourteen years been connected with R. J. Graham, an extensive apple exporter. Both men are well and favorably known and already the new business shows considerable increase. They have remodelled the premises and intend to do an up-to-date general grocery and flour and feed trade.

WINNIPEG EXPOSITION.

The date of the Winnipeg Exhibition this year has been fixed, namely, July 20 to 28. The directors are reported to be sparing no pains to make the 1905 exhibition worthy of the Great West in every particular and second to none in the Dominion.

The Canada Glue Co. have decided not to locate in Guelph, preferring Brantford.



UPTON'S

Home-made
Jams
Jellies
and
Orange
Marmalade

are absolutely pure fruit and granulated sugar.

A little higher in price than the other kind but worth the difference.

How much has your fish trade fallen off since Lent?

Why should it fall off at all?

Don't you realize that you can keep up a steady sale for such a thing as "Halifax" Prepared Codfish all through the year?

And isn't it more satisfactory and profitable to you to have steady trade in any line than only spasmodic fits and starts thereof?

You have the situation in your own hands. It's easy to sell "Halifax" Prepared Codfish all the year round. Keep it before the people and they'll buy it.

BLACK BROS. & CO., LIMITED

HALIFAX and LaHAVE, N.S.

Agencies:

A. H. BRITTAIN & CO.,
Board of Trade Building, MONTREAL.

REGINALD LAWSON,
Winnipeg, Man.

CHAS. MILNE,
Vancouver, B.C.

Fresh and Cured Fish

Preparing for Salmon Season.

PREPARATIONS on the Fraser River for the big salmon pack of this year are now well under way and will be in full swing by the middle of May. The overhauling pf a large number of the canneries began on May 1, and before long can-making will commence in earnest. The managers of all the British Columbia Packers' Associations' canneries assumed active control of the various establishments on May 1. By the end of June all the canneries will have their preparations for the season's pack completed, and in July the first run of sockeyes will take place. It is reported that as this season is one of a large run a great many northern Indians are coming down to the Fraser. The northern natives may fish for a time for the canneries on the upper coast, but as soon as the runs there commence to slacken off they will head for the Fraser.

To Supply Fishermen With Bait.

It looks as if a new solution of the bait question were about to be offered to fishermen in the Maritime Provinces. A representative of the firm of Benet & Fils, Granville, France, has recently been in North Sydney with a view to supplying French and American fishing vessels with free samples of preserved bait such as is now used by this firm in France. Machinery for a bait-preserving plant is now on its way to Halifax. The new system is said to have great advantages over the cold storage plan as vessels can go to the fishing grounds and remain there as long as they wish with constant fresh material instead of having to return to port frequently for cold storage bait. It also removes the trouble and expense of carrying large quantities of ice.

To Investigate Fisheries.

THE proposed fishery commission to be appointed by the Dominion Government will have a much wider scope than was at first contemplated. There are many fishery questions of both local and international importance arising from time to time all along the line from Victoria to Halifax. In view of this the commission will probably take cognizance of fishery conditions in the Maritime Provinces, Quebec and Ontario besides British Columbia.

For the work in the Eastern Provinces a small commission of experts may be selected, which will begin its work on the Atlantic coast, taking the evidence of fishermen, fish merchants, canners and others, and hold conferences with state fish commissioners in Maine, New York and Vermont. Having done its work in the east, this commission will proceed to British Columbia, where it will be increased in size by the addition of three or four British Columbia representatives, where its most important work has to be done. Meetings will be held at Victoria, Vancouver, Nanaimo, New Westminster, and at a convenient point on the Skeena River. Conferences will also be held with the Washington state fish commissioner and with American canners and fishermen, to arrive if possible at a mutually satisfactory agreement in respect to regulations.

In British Columbia the commission will have to deal in the first place with the salmon industry, including such live questions as stringent rules against over-fishing, fish propagation, the location of traps and their effective regulation. There are also the halibut and herring industries, now assuming importance, and the wonderful wealth of the Pacific in other valuable food fishes that should be thoroughly inquired into in an investigation of this kind.

Provincial vs. Federal Rights.

The question of provincial and federal rights with regard to fishing privileges has arisen in British Columbia in a case brought before the Supreme Court by B. I. Short, who has been refused permission to erect salmon traps on the foreshore fronting Victoria after having been granted a federal license. The refusal by provincial officials is on the ground that the site is outside the territory decided upon as open for traps.

No Sardine Combine.

The report current some weeks ago that a combine had been formed among several of the sardine packing interests on the Maine coast is discredited by the New York Commercial. According to this journal no combine has been effected and the probabilities that one will be formed are now exceedingly remote.

Trap Fishing Begins.

Trap fishing began in the Straits of Georgia on May 2. The early start this year is for the purpose of securing a fish supply for a German firm who contemplate placing it in cold storage prior to exporting to Germany. The shipment of salmon to the German market is not an entirely new line. Carload lots have been forwarded from the Pacific

BOOKS FOR BUSINESS MEN.....

Manufacturing Cost

This book is a new departure in the way of a book on "cost accounting." In it you find treated the principles of the science instead of a description of what some one else has done. Other people's systems do not interest you unless you can apply them to your own uses, hence only those which can be applied to your own needs are touched upon.

Pamphlet about it sent on request.

Handsomely Bound in Cloth $3.00, CARRIAGE PREPAID

Thorne's Twentieth Century Book-Keeping and Business Practice

A new and model work on Book-Keeping. Not a re-written work, but an absolutely new book from cover to cover. Not an old or out-of-date method or illustration in it.

If you are a book-keeper you cannot do without it.

If you are a business man it will be worth money to you.

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350 pages, Bound in Half Leather $3.00 POSTPAID

Business Short Cuts

The largest, the best, the most practical book of experts' short cuts ever published. Some of these systems, methods and schemes get $50.00 a day for their originators.

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160 pages, fully Illustrated, Bound in Art Boards with Title Label in Two Colors $1.00 POST-FREE

Successful Advertising—How to Accomplish It.

By J. Anous MacDonald

A book that is a veritable mine of suggestions to merchants—not a book of theory but a book of practical value. While it is a text book on advertising, its chief value lies in the help it gives to the merchant who wants ideas—ideas that will make his business bright, that will stimulate sales.

Easily worth ts pric

400 pages, Cloth $2.00 POSTPAID

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Make a Display of

KING OSCAR SARDINES

They are most attractive goods and the most profitable Sardine you can handle.

ASK YOUR WHOLESALE HOUSE

JOHN W. BICKLE & GREENING, Hamilton, Ont.

Canadian Selling Agents

SOCKEYE **SALMON**







"Sovereign" and "Lynx" Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

SPECIAL OFFER

To Every Grocer in Canada.



SPECIAL OFFER!

2 Boxes Davis' Fly Felts—	200	5c. packages retail for $10 00
1 Box Davis' Fly Felts—	50	10c. packages retail for 5.00
1 Box Davis' Fly Felts—	10	10c packages retail for 1 00
		$16 00

Price to Retailer, $6.00, net 60 days.

Please Note Profit of $10.00 on $6.00 Purchase of Fly Felts.

Davis' Fly Felts sold in all parts of Canada. Every package guaranteed effective. Attractively boxed. Sell themselves when displayed.

Order through your wholesale supplier. If they do not handle send order direct.

POWELL & DAVIS CO., - - CHATHAM, ONT.

coast in the past, although it is expected the business will shortly assume proportions never heretofore equalled.

Fish Gossip.

It is said that the Dominion Government will shortly establish a fish hatchery at Windsor, N. S.

C. S. Windsor, the veteran Fraser River canner, is erecting an up-to-date cannery at New Westminster, B.C.

It has been formally announced that no readjustment will be made this year in the close season for salmon in British Columbia to make it agree with the close season in the State of Washington.

R. Henry, of Windsor, Ont., has been appointed by the British Columbia Packers' Association to supervise their business in Ontario, Nova Scotia, Prince Edward Island, New Brunswick, and part of the Province of Quebec for the next five years.

APPOINTED AGENTS.

The Union Oil Co., of Providence, R. I., have appointed as sole agents in Eastern Canada the N. K. Fairbank Co., Montreal, who are now carrying a stock of the famous brand "Pure Salad Oil" and offering same to the wholesale trade in the Dominion at attractive prices.

B.C. TRAVELERS' TAX.

THE North-West Commercial Travelers' Association have sent the following petition to the Minister of Trade and Commerce with reference to the tax on commercial travelers from other provinces recently imposed by the Legislature of British Columbia:

"Your petitioners, the North-West Commercial Travelers' Association of Canada, took all possible steps to induce the Government of British Columbia to refrain from passing legislation putting a tax on members of this and other associations of travelers in Canada, on the ground that it is an unjust discrimination against Canadian non-residents and a direct interference with inter-provincial trade. Your petitioners also have been accorded an interview by you, having waited on you with delegates from Toronto, London, Montreal and other associations of commercial travelers.

"The obnoxious tax is now being enforced, and we would respectfully beg that you would take up the matter of disallowing this Act at as early a date as possible, and would respectfully submit the following resolution passed by the Board of Trade at Nelson, B.C., showing that the people of British Columbia are not by any means in favor of this essentially class legislation, which has a tendency to interfere with the freedom of trade between the several provinces of the Dominion.

That in the opinion of the wholesalers' section of the Nelson Board of Trade, the recommendation of the British Columbia Assessment Commission to the Government of the province respecting the imposition of a tax on commercial travelers doing business in British Columbia is considered most objectionable in principle.

"Your petitioners would humbly pray for an early consideration and adjustment of this matter. Signed on behalf of the North-West Travelers' Association of Canada.

John Horne, President.
Fred J. C. Cox, Secretary."

TARIFF DECISIONS.

According to the latest decision of the Board of Customs, Ottawa, the following articles of foreign manufacture coming to Canada are subject to duty: Kremoline, used in the manufacture of confectionery, 25 per cent.; refined cocoanut oil, not further manufactured than bleached or refined, 20 per cent.; Thomson's essence for coffee, 2c. per lb.

The reason is not hard to find

Grocers handling "KOLONA" PURE CEYLON TEA find a steadily increasing trade among their customers who prefer quality rather than price———

Do Yours?

What One Grocer Says:



S———, 6/4/05.

DEAR SIRS,

We would like you to ship us some more Kolona Tea.

1 case 40c. Black, ½-lb. pkgs.
1 " 25c. " 1-lb. "
1 " 25c. Mixed, 1-lb. "

We are having quite a run on "Kolona" Tea. The other stores in the ——, and we are MORE than holding our own with "Kolona." It gives good satisfaction.

Yours, ———.

RETURNED MAY 11 1905 To Orders Cut Book 34 Page 74

THE QUALITY HAS NEVER BEEN EXCELLED.

It is the result of life-long study of Tea Experts.

ORDER AN ASSORTMENT FOR A TRIAL.

Sold only in Lead Packages. Packed in Six Grades. Each grade representing the acme of quality of its marked value.

25, 30, 40, 50, 60 and 80c.

———½ and 1-lb. Packages———

——BLACK——MIXED——GREEN——

—IF YOU HAVEN'T STOCKED IT, WRITE US FOR OUR SPECIAL SELLING PROPOSITION.

THE EBY, BLAIN CO., LIMITED

TEA IMPORTERS AND WHOLESALE GROCERS

TORONTO



"PRINCE OF WALES"

Mocha and Java Coffee

"PRINCE OF WALES" is gaining ground every day—People know when they get the COFFEE they like—really delicious Coffee—It helps the Merchant, too—If you are not handling "PRINCE OF WALES" drop us a line and let us explain our method of "Helping the Dealer"—advertises you and helps introduce the Coffee. No premiums; Actual Merit does it. A post card brings the information Write it now.

S. H. & A. S. EWING,

ESTABLISHED 1845.

Montreal Coffee & Spice Steam Mills, - 53 & 55 Cote St., Montreal
Cor. Lagauchetiere St.

OUR SPECIALS

Hershey's Chocolate, 5c. and 10c. Cakes,
Lipton's Pickles, Jams, Jellies, etc.,
Boston Luxury Coffee, in 12-lb. and 25-lb. Tins,
"Defiance" Marmalade, 1-lb. Jars and 7-lb. Pails,
"Kincora" Ceylon Tea, in Packages,
"Red Feather" Ceylon Tea, in Packages.

JOHN SLOAN & CO.,

TORONTO BELLEVILLE

SHORT= CUT PORK

We have a very nice lot of this in stock, made out of Dressed Hogs when they were cheap. We could not make it to-day at the price asked for it, and would advise buying now.

F.W. FEARMAN CO. Limited

HAMILTON, ONT.

WE ARE DAILY BUYERS OF

EGGS AND BUTTER

Correspondence solicited.

WRITE, TELEGRAPH OR TELEPHONE US WHEN YOU HAVE ANY TO OFFER.

THE PARK, BLACKWELL CO. LIMITED

TORONTO

TELEPHONE M 3960

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

The Bacon Situation.

THE importation of American hogs continues on a small to fair scale this week, as a result of the scarcity and high price of the domestic product; the price of the latter rules practically as last week, viz., $6.75 to $7.00. Good domestic business is reported, particularly in Ontario, and large orders are reported from the Upper Lakes district.

Conditions on the export market continue as last advised. Owing to the approach of Whitsuntide in England, when the bacon trade usually tends to the quiet side, Canadian packers are not anticipating as lively a demand from that quarter as usual. Killings in Denmark continue about the average, and there are no particular indications to record.

Canadian vs. Danish Bacon.

IN discussing the respective merits of Canadian and Danish bacon as viewed by the provision trade of Great Britain, W. A. MacKinnon, Canadian commercial agent to Bristol, says, the trade as a whole seem to be much gratified at the general improvement in the quality of Canadian bacon, and it is emphatically stated that the best samples of Canadian are not excelled by any other. It must be admitted that both Danish and Irish bacon, having a great advantage of nearness to the market, arrives fresher than Canadian. Danish is also milder cured, and is in high favor in the London markets, where it can be cut up quickly and consumed. Representative Cardiff importers say that Danish is not "hard" enough for the Welsh hill trade, that it discolors quickly, and is, therefore, not so safe handling as Canadian. Russian, likewise is not nearly so sound as Canadian bacon, and runs at about 3s. less. One large dealer states that Canadian is much more useful for his trade in Wales than Irish bacon, the proportion of his sales being twenty Canadian to one Irish.

THE USE OF BORAX

Leading importers express regret at the free use which is made of borax, though none of them appear to suggest a substitute for borax as a preservative. If salt only is used the result is too "hard" a cure, popular demand being for mild-cured bacon. This objection does not hold or at least is minimized, if the bacon is used within a week of landing, but when there is a longer interval, especially in warm weather, the bacon seems to become saturated with borax, which also produces a paler appearance instead of the attractive pinkish color of the salt cured.

UNITED STATES BACON SOLD AS CANADIAN.

It is freely stated that United States bacon is not sold as such, nor as American, but as low-priced Canadian. Such statements are often difficult to prove, but it will be evident that if the practice is as claimed, the effect must be to reduce the average quotations for Canadian and make them compare less favorably with the figures for Danish than would be the case if only standard Canadian brands were sold under that name. It is also claimed that some of the best Canadian bacon is sold as English.

SOME DISADVANTAGES OF CANADIAN BACON.

Some dealers attribute a considerable part of the excess in the price paid for Danish bacon to the relative scarcity of this product. A still more important element in determining a higher price for Danish bacon is that it is known to be free from borax. It is strongly asserted that if Canadian bacon could be landed here quite free from borax there is no reason why Canadian should not bring as much as Danish.

CANADIAN BACON NOT UNIFORM.

One thing greatly to be desired to bring Canadian bacon up to the level of Danish is uniformity in length and trimming of the sides, as also in the amount of fat. There is a somewhat frequent complaint that Canadian bacon is uneven, while the Danish product may be depended upon, bale after bale, to turn out almost exactly uniform. This is a most important advantage for any staple commodity in the British markets.

Best in the World.

J. J. Ilbaenes Casanova, a Mexican dairyman and factory man, who is at present on a three months' visit to the United States and Canada, says that Canadian dairying methods are the finest in the world, particularly those in use in Eastern Ontario and Quebec.

Mexico at the present time lacks the natural facilities for refrigerators and the Mexican Government has promised to give liberal concessions to any who will embark in the business. While in Chicago, Mr. Casanova visited different artificial ice plants, the ideas of which he is taking home to put into use, and which he thinks will become general in his country in a short time.

Cattle Embargo Again.

A conference of representatives of English and Scottish agricultural associations, municipal boards, and chambers of commerce was held in London, Eng., on May 11, with a view to securing the removal of the present restrictions on importations of Canadian cattle.

Dairy and Provision News.

The annual meeting of the Western Ontario Dairymen's Exchange, in London, on May 6, for the election of officers, resulted as follows: President, W. F. Sanderson, Rannock; vice-president, S. F. Brown, Mapleton; secretary-treasurer, J. A. Nelles, London (re-elected); auditor, T. B. Miller, London; directors, Martin Kidd, Aylmer; Thos. Ballantyne, jr., Stratford; J. W. Symington, Camlachie; James H. Thomas, Ingersoll; D. Smith, Widder; Western Fair representatives, J. R. Isaacs and T. B. Miller, London.

Creameries in Quebec.

The port of Three Rivers has just established a wholesale market that promises to do much for the development of the international trade in butter and cheese. A rich agricultural region centres around this point, and constitutes one of the principal sources of supply of both these articles for the Canadian market and export. Over two hundred creameries have joined a new association called the Three Rivers Butter and Cheese Board, and there is scarcely a parish in the Province of Quebec that does not have a dozen or more creameries.

The Petrolea Packing Co., Petrolea, have just finished a commodious building in which to kill cattle. They intend branching out in the beef export trade.

YOU NEED

this business, it's in your line, and it pays well.

CONDENSED GOODS

There is a steady demand for these goods, and you should be getting your share of it. The well-known brands of

JERSEY STERILIZED CREAM

—AND—

REINDEER CONDENSED MILK, COFFEE AND COCOA

Every tin guaranteed

W. G. A. LAMBE & CO., Agents.

MAGIC BAKING POWDER



every wide - awake merchant handles MAGIC BAKING POWDER

the best advertised, most popular, most profitable Baking Powder to handle—

makes
friends
and
customers
for
you—

Ask your jobber for it.

E. W. GILLETT COMPANY LIMITED

London, Eng. **TORONTO, ONT.** Chicago, Ill.

Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904

YES

Eggs AND Butter

THAT'S WHAT WE WANT

IN ANY QUANTITY and at ALL TIMES

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. —— Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—Active demand and firmer prices continue to rule the provision market this week. The price of hogs continues at practically the same level as last week. The price of long, clear bacon and shoulder hams is 1-2c. higher than at last quotations. Lard is up 1-4c all round. Cold storage Spring lamb is out of the market. The export trade in cured meats is reported quiet. We quote the following:

Long clear bacon, per lb	....	$0 10
Smoked breakfast bacon, per lb	$0 13	0 13½
Roll bacon, per lb	....	0 10
Small hams, per lb	0 13	0 13½
Medium hams, per lb	....	0 13
Large hams, per lb	0 11½	0 12
Shoulder hams, per lb	....	0 09½
Backs, per lb	0 15	0 15½
Heavy mess pork, per bbl	16 00	16 50
Short cut, per bbl	19 50	20 00
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb	....	0 10
" tubs "	0 10	0 10½
" pails "	0 10½	0 10½
" compounds, per lb	0 07½	0 08
Plate beef, per 200-lb. bbl	11 00	11 50
Beef, hind quarters	9 00	10 25
" front quarters	5 50	7 25
" choice carcases	7 25	9 00
" medium	....	7 00
" common	6 00	7 00
Mutton	....	0 10
Lamb, yearling	....	0 14
Veal	0 07	0 09½
Hogs, light	....	....
" " street lots	8 75	9 75

Butter—Supplies of butter are still coming in in large quantities, which are more than sufficient to meet the demand. A lower range of prices is expected to rule in the course of a few weeks. We quote as follows:

		Per lb.
Creamery prints	....	0 20
" solids, fresh	0 18	0 19
Dairy prints	....	0 17
" large rolls	0 16	0 17

Cheese—New cheese is now coming freely to the market, twins being quoted at 11c. and large cheese at 10 3-4c. Supplies of old cheese are getting into smaller and smaller compass, and will be practically out of the market in a very short time. Our quotations are as follows:

		Per lb.
Cheese, large	....	0 11½
" twins	....	0 12
New, "	....	0 11
" large	....	0 10¾

CHEESE BOARD REPORTS.

(For week ending May 9.)

Board.	Boxes.	Price.
Iroquois	286*	0 09⅝
Brockville	2,000	0 09⅝
Cowansville	128	0 09⅝
Cornwall	367	0 09⅝
Vankleek Hill	175	0 09⅝
Watertown	2,610	0 10½ 0 12½
Canton	127	0 12
Campbellford	1,261	0 09 11-16
"	581	0 09 11-16

* Colored.

Canadian cheese exports from Portland, St. John, New York and Boston the past week were 4,183 boxes, against 39,608 a year ago. Total shipments for the season of navigation, May 1, 1904, to May 3, 1905, were:

	1905.	1904.
Grand total	2,605.844	2,946,804
Decrease	340,960	

Canadian butter shipments last week nil, compared with 1,804 packages a year ago. The following are the total shipments of Canadian butter since the opening of navigation May 1, 1904, to May 3, 1905, from Montreal, Portland and St. John, including rail shipments to New York and Boston, showing comparisons with last year:

	1905.	1904.
Grand total	504,764	363,353
Increase	142,411	

Montreal.

Provisions—The strong market of last week is being maintained. Live hogs are short in supply, and packers are paying $7.40 to $7.50 for selected lots and $7.25 for mixed. Dresed hogs, consequently, are stronger in feeling, and prices advanced 25c per 100 lbs. Abattoir fresh-killed selling at $9.75 to $10.00. Business in other lines is fair, but with the advent of warmer weather better trade is expected in hams and bacon.

Canadian short cut mess pork	$20 00 $21 00
American short cut clear	19 00 20 00
American fat back	19 00 21 00
Bacon, per lb	0 12 0 14
Hams	0 11½ 0 13
Extra plate beef, per bbl	11 50 12 00
Lard, Boar's Head" brand, tierces, per lb	0 06¾
" " ½-tierces, per lb	0 07
" " 60-lb. fancy tubs	0 07
Cases, 20 3-lb. tins, per lb	0 07¾
" 12 5-lb. tins "	0 07⅞
" 6 10-lb. tins "	0 07⅞
20-lb. wood pails, each	1 45
20-lb. tin pails, each	1 35

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	....	2 10
" tubs	0 07¾	0 08¼
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08¼	0 09¼
" cases (24 3-lb. tins)	0 08¼	0 09¼

Eggs—The egg market is interesting dealers lately, and though 14 1-2c jobbing way has been given out, several large dealers are holding out for 14 3-4c. Pickling operations by exporters, which have been going on lately, have let up some. A large quantity have been put away and left the market very bare. Demand for eggs from country points during the past few days has been profitable to dealers, and pickling operations have been shortened in consequence. Country buyers have been held to paying 13 1-2c., and this stiff price has kept the local market strong.

Cheese—Market conditions improving slowly. Prices, however, show no change this week. Demand is not active, as receipts are coming up heavier. Finest Ontarios quoted at 10 1-8 to 10 1-4c, Easterns at 9 7-8 to 10c, though holders are none too ready to let go at these figures.

Butter—Contrary to expectations the market holds strong. This is no doubt due to the fact that creamery supplies are not coming in heavily yet, and the good local demand is able to use up what arrives. Another factor tending to hold up prices is that outside points are good customers of dealers here. Generally dealers, as usual at this time, have been expecting lower prices, but, as stated above, conditions are unusual this Spring, and the market is holding up. Very much higher prices are not looked for, in fact an easier tone is predicted.

Finest creamery	0 19 0 19½
Fine	0 18½ 0 19
Medium	0 16½ 0 17½

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Fresh rolls 0 17 0 18
Fresh dairy tubs 0 17 0 18

Winnipeg.

Creamery Butter—Owing to increased supplies on the local market there has been a reduction in prices quoted last week. We quote:

Finest fresh creamery, in 56-lb. boxes	0 28
" " in 28-lb. boxes	0 27
" " in 14-lb. boxes	0 27
" " in 1-lb. bricks	0 29

Dairy Butter—Also in better supply. The snowfall last week, with the resulting much-needed moisture, has improved the pastures, and the result is expected to be seen soon in the increased supply and better quality of dairy butter. Butter buyers are paying country merchants the following prices:

Dairy, assorted pkgs., selected	0 16 0 17
" " round lots	0 15

Cheese—Firm. Prices are:

Finest Manitoba, large	0 12½
" Ontario, "	0 13
" " twins	0 13½
Square cheese	0 13

Lard—Prices are very firm, but there have been no further advances. We quote:

Lard, 50-lb. pails, per pail	5 60
" 20-lb. " "	2 25
" 3-lb. tins, per case 60 lbs.	7 00
" 5-lb. " " "	6 90
" 10-lb. " " "	6 75
Pure lard in hhls, per lb	0 10½

Cured Meats—No change since last week. We quote:

SMOKED MEATS.

Hams, selected stock, special mild cure	0 15
Bacon, " " "	0 18
Backs, " " "	0 11½
Picnic, " " "	0 09
Hams, sugar cured, assorted sizes	0 13
" heavy, 20 to 30	0 12½
Picnic, " assorted sizes	0 08½
Shoulders, "	0 08½
Bacon, " breakfast bellies	0 13
" " breakfast backs	0 11
" " Wiltshire sides	0 15½
" " spiced rolls, long	0 10
Manitoba butts	0 09½
" " skinned	0 10
" " boneless and rolled	0 11
" rolls, boneless	0 11

(For rest of quotations see Grocer, May 5.)

St. John.

Provisions—There is but a very limited business being done in barrelled pork and beef. Local prices are in many cases below that at which goods could be replaced. Both beef and pork are rather higher. Smoked meats have a fair sale at full prices. Pure lard is firm at the advanced price. There is now quite a wide range between pure and refined. The latter was advanced slightly this week. Fresh beef, both western and domestic, is rather higher. Veal is quite plentiful; price unchanged. Lambs still high. Few are offered. Mutton holds at a fairly good price. There is little sale for pork.

Mess pork, per bbl	$16 50 $17 00
Clear pork "	18 00 20 00
Plate beef "	12 50 15 00
Mess beef "	12 00
Domestic beef, per lb	0 06 0 08
Western beef "	0 07 0 09
Mutton "	0 07 0 10
Veal "	0 05 0 08
Lamb, each	3 00 6 00
Pork "	0 08 0 09
Hams "	0 13 0 14½
Rolls "	0 10 0 13
Lard, pure, tubs "	0 10½ 0 10½
" " pails "	0 10½ 0 11
Refined lard, tubs	0 08 0 08
" " pails	0 08½ 0 09

Butter—Market is quite bare. Prices still high, but there is a feeling favoring lower figures. New butter still scarce.

Creamery butter	0 25 0 28
Best dairy butter	0 22 0 24
Good dairy tubs	0 18 0 20
Fair "	0 17 0 18

Eggs are held quite firm, with rather an upward tendency.

Eggs, hennery	0 24 0 25
" case stock	0 15 0 17

Cheese—Prices here are as low or lower than in the West. Few new cheese are being bought. Dealers looking for lower prices.

Cheese, per lb 0 11½ 0 12

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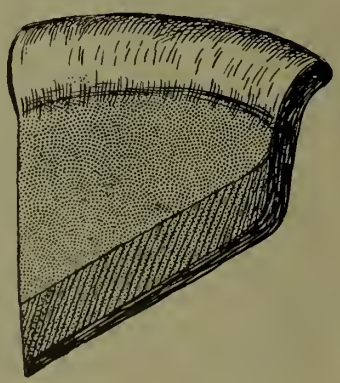


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Recipe for Making Squash Pie

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One " ginger.
One " cinnamon.
A little salt.
Makes one plate pie.
One can Squash makes five plates pie.



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NEW ADVERTISEMENTS.

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THE NEW GERMAN TARIFF.

IN March, 1906, it is probable that the new German tariff law will come into force. It has taken several years to get the tariff into shape, owing to the fact that since the law was passed in December, 1902, several treaties of commerce have been negotiated between Germany and other countries of Europe. Besides this, treaties already in force have had to run their course, before any new arrangement could be effected. By the beginning of 1906, all the old treaties will have expired and all the new treaties will be secure, so that the new law can be properly put into force.

On February 22 last, the German Reichstag passed the last of seven treaties of commerce negotiated by the German chancellor of the exchequer with seven European countries, viz., Italy, Belgium, Roumania, Switzerland, Servia, Austria-Hungary and Russia. Under these conventions the seven countries will severally enjoy advantages not accorded to other countries in their commerce with Germany.

As an example of these advantages may be cited the schedule relating to dried fruits, such as apples, pears, peaches and apricots. At present these articles pay a duty of 95 cents per 220.4 pounds (100 kilograms). Under the new schedule the same articles will be dutiable at $2.38 per 220.4 pounds; but when imported from Italy, Roumania, Austria-Hungary and Servia, they will come in at a reduced duty of 95c. per 220.4 pounds, an advantage of $1.43 in favor of these countries.

Apples in barrels will be similarly discriminated against. Under the new tariff all apples in barrels will be dutiable at $2.38 per 220.4 pounds, except those entering from Italy, Belgium, Servia, Roumania and Switzerland. The duty on these will be $1.19 or half that imposed by the autonomous tariff. Another important feature in this connection is that from September 25 to November 25 fresh fruits, such as apples and pears, when unpacked, that is, piled loosely in bulk or carried in bags, may be imported free. This will enable the great cargoes of fruit that come into Germany from Austria and Switzerland by canal boat to enjoy a decisive advantage over apples of American origin, which are now imported uniformly in barrels.

LEADING CANADIAN STORES.

THE re-modelling and re-building of stores goes on apace all over the country. Every effort is made to render the store attractive and store arrangement and equipment are recognized as vital factors in successful merchandising. Economical operation, quick service, and protection from carelessness or dishonesty are sought to be provided in as far as possible. The ultimate aim is not only to render the store a pleasant place to trade in, but to enable the clerks to wait on a greater number of customers in a given time. These scientific methods of merchandising are considered wise by every class of retailers. Never was the convenience of customers regarded in so important a light.

Merchants generally obtain ideas in this direction by visiting centres and studying what other stores are doing.

To those denied such opportunities The Grocer appeals through the medium of its department of Window Dressing and the Art of Display, supplemented from time to time by special articles on store equipment, plans, etc. In this connection we earnestly desire the co-operation of our readers. Send us your plans for helpful criticism, as well as photographs and descriptions of your stores.

THE TRIVIAL DETAIL.

NO man should be discouraged because he inadvertently makes a mistake in his business. He should take comfort from knowing that even the shrewdest and most thorough-going and successful business man sometimes blunders. Sometimes a project of great importance is wrecked or defeated through the oversight of a man, whom no one would dream could ever make such a mistake.

A case in point occurred recently in a Canadian city involving the erection of an important building. The projector of the building was among the city's shrewdest business men, and had built up a highly successful business. He planned the new building with the greatest care; secured an exceptionally fine and central location and set to work to demolish the buildings already standing on the lot. But the new building was never erected, simply because he discovered that the conditions existing in the neighborhood were such as to completely preclude the possibility of finishing the structure without doing away with a small but most essential feature in its construction.

It is surprising how many small things, which yet have important results, are overlooked in this world. The inventor after overcoming the apparently insuperable, often finds his work completely undone by the apparently trivial. It makes us wonder whether our view of life is not upside down.

INCONVENIENCE TO THE TRADE.

ANYONE conversant with the routine of the wholesale grocery trade knows that this is the season

when orders are taken for salmon for Fall delivery. In the east the custom is for the retail trade to order through their wholesaler in carload lots; a number of merchants get together and make up an order for one or more cars to be delivered at a point convenient to all, in this way avoiding the delay, inconvenience and additional expense which would be involved were the wholesale grocer obliged to receive all shipments of fish direct and afterwards to forward to individual customers.

A recent order issued by the C.P.R. freight department threatens to upset all this and to entirely disarrange the salmon business for the coming season. From now on the minimum weight of a car of salmon is fixed at 40,000 lbs. This means that in cases where orders have been accepted from certain districts for carload lots it will be necessary to increase orders to carload requirements or else cancel orders on that basis. It is easy to see the inconvenience to which the trade are going to be subjected when it is borne in mind that in many cases orders have already been taken on the old basis. The argument of the C.P.R. is evident; although it is a question whether a "kick" from the wholesale trade would not be quite within their rights.

SHOULD PUBLISH PRICE LIST.

A REPORT has reached the Department of Trade and Commerce, Ottawa, from one of its commercial agencies in Great Britain, that Canada is losing a great deal of trade over there through our manufacturers failing to publish price lists of their goods for the English market, c.i.f. at Liverpool. Other countries almost without exception pay scrupulous attention to this particular and naturally enough have Canadian shippers at a serious disadvantage. British dealers want to know exactly what goods will cost them delivered without having to go to the trouble of looking up freight schedules. If Canadian manufacturers want to cultivate the export trade they will have to be a little more careful in catering to the requirements of foreign markets in which the first and foremost consideration should always be "what do they want?" and not "what do I want to sell."

TO IMPROVE DOMESTIC FRUIT BUSINESS.

A SCHEME is being proposed by the authorities of the Department of Agriculture whereby the Fruit Marks Act may be more rigidly enforced throughout the towns and cities of Canada. Heretofore the Department has devoted its attention principally to the export trade and it is only beginning to be felt that much remains to be done in the way of improving the grading and packing of fruit for the domestic market.

Although it is feasible to enforce the Act direct from Ottawa, this plan would be very expensive. A better plan seems to be to have the Act enforced by local authorities. It is prescribed that anyone may lay information, and while special powers are given to the inspectors appointed by the Dominion authorities, such powers are not at all necessary for ordinary cases arising in fruit stores and markets.

The grocers are now the chief fruit sellers. They are usually a well-organized body and it is proposed to entrust the enforcement of the Fruit Marks Act to them. Their interests are all on the side of honest packing and grading, but, unfortunately, there are grave reasons why individual fruit sellers will not enforce the Act. It would, however, be feasible for the organized grocers and fruit sellers of each town or city to appoint one of their own body as their secretary or treasurer, for instance, to whom complaints might be made privately and whose duty it would be to investigate the cases and if necessary make the prosecutions.

An alternative plan would be to bring pressure to bear upon the city or town council or some committee who would appoint an officer, one, perhaps, whose time is not already taken up, and who could conveniently add to his other duties the inspection of fruit and fruit packages. Not so much expert skill is required in this phase of the work as to prevent any intelligent health officer, market clerk, or police sergeant from acting in this capacity. The Grocer is heartily in accord with any plan that will add to the profits and improve the status of the fruit business, and thinks these suggestions worthy at least of the consideration of the trade.

THE LATE HON. JAMES SUTHERLAND.

IN the death of the Hon. James Sutherland, Minister of Public Works, which occurred in Woodstock on May 3, Canada has lost a public man of great experience and executive ability, whose work in connection with the Federal Parliament during the last twenty-five years is a tribute, not only to the political party with which he was so long identified, but to the sterling worth of the man.

Mr. Sutherland's unique public career dated from 1880, when he entered the town council of Woodstock as its mayor. In December of the same year he made his entry into Canadian politics as member for North Oxford, which constituency he represented to the time of his death. On the death of James Trow in 1892 he became chief whip of the Liberal party, a position he held until appointed to the Cabinet without portfolio in 1901. When Mr. Tarte left the Ministry he became Minister of Public Works and was appointed chairman of the Commons Railway Committee, positions filled by him with much acceptance owing to his marked administrative ability. Mr. Sutherland was a many-sided man and will be equally missed in social circles on Parliament Hill, where he was looked upon pre-eminently as a "man of the people."

THE OLD AND THE NEW.

PEOPLE speak to-day of the sailing vessel having been relegated to the past as a means of ocean transportation. There are exceptions to this rule, however, if one is to judge from an address delivered before the Kings County Board of Trade, Nova Scotia, by R. E. Harris, of Wolfville, at its last quarterly meeting, in which reference was made to the experiment of sending apples to London in a sailing vessel. The fruit arrived on the English market in perfect condition after being two months in the ship. The interesting point is that the shippers saved no less than three shillings on every barrel shipped in this fashion. Who knows but that apple shippers from this side may be induced to follow up the experiment on a larger scale.

RETURNED FROM PORTO RICO.

MR. A. B. HARDWICKE, Canadian representative of James Pyle & Sons, Pearline, was a caller at the Montreal offices of The Grocer this week. Mr. Hardwicke, who is in the city in the interests of his firm, has just returned from a three mooths' visit to Porto Rico, where he combined business with recuperation of health. Mr. Hardwicke left New York in February for San Juan, which city he made his headquarters while in the Island. He also visited Ponce, that great sugar and molasses port, and was impressed with the vast amount of business done there in these two lines. He described San Juan as an up-to-date city, due to the fact that since the Island passed into the hands of the United States modern American methods and, to some extent, American customs, had been introduced. The city is very compactly built, clean, brick-paved streets, well-lighted, also trolley system of street cars, this street car line running out to the modern residential section and Summer bathing resort, San Tuce. In the way of stores he noticed only one American grocery, and that was as up-to-date as anything in this country. The Spanish or Porto Rican stores, many of them, are also bright, well kept and modern concerns.

Mr. Hardwicke was fortunate enough to be in San Juan during the Mardi Gras Festival, which is held annually during the two weeks preceding Lent. This festival was an amusing and interesting experience and the natives thoroughly enjoy themselves at this, their big blow out.

Speaking of the climate, Mr. Hardwicke states it as having been delightful and his sun-burned and healthy color shows that the land of "dolce far niente" agreed with him.

Asked as to business possibilities with Canada he thought little could be done as the trade was practically turned United States wards on account of the tariff arrangements and shipping facilities.

Mr. Hardwicke left for Quebec on Wednesday.

A VISITOR FROM MALAGA.

AN interesting visitor to the Toronto grocery trade during the present week was Mr. F. C. Bevan, of F. C. Bevan & Co., fruit exporters, Malaga, Spain. In the course of an interview with The Grocer Mr. Bevan stated that "there has been a steady increase in the acreage devoted to the cultivation of Malaga raisins since the terrible filoxera some ten or twelve years ago. This year's probable crop is estimated at a million and a half boxes (22 lbs. each) of sun-dried raisins. During the last few years the trade in raisins between Malaga, Spain, and the United States and Canada has shown considerable falling off on account of California growers having come into the market to supply the commoner grades of raisins."

F. C. Bevan & Co. are going more and more into the cultivation of fancy table raisins and are packing these in fancy cartons of 1 lb. each. The advantage of the new system to the grocer is evident. Instead of having to buy a 22 or a 30-lb. box of raisins in bulk he gets the same sized box packed with fancy table raisins each in pound packages attractively labeled. The grocery trade in the States have taken up the package idea enthusiastically and a similar disposition is noted in Canada where a number of the leading wholesale grocers are having their Malaga fruit put up in cartons with their own special brand.

Prospects are favorable to buyers for the coming season's stock, the growers in Malaga having been scared by the sensational drop of 20 per cent. shortly after the opening of the market last season. Mr. Bevan says there is a movement on foot to induce the shipping of Malaga fruit to Canada via Liverpool instead of via direct fruit steamer as heretofore. The trade are of the opinion that they will be able to get their goods more promptly and in better condition by the proposed route, by which fruit can be sent at any time during the season. Another reason for the proposed change is that the fruit growers in Spain regularly take advantage of the direct boat to bull the market. They wait until about a week before the boat is scheduled to sail and then hold back supplies in the hope of obtaining higher prices. They know only too well how sensitive the market is there and that a difference of even 15 or 20 thousand boxes is liable to turn things upside down.

According to Mr. Bevan the production of Valencia shelled almonds and Jordan almonds in Spain has increased enormously during the last five years. He estimates the crop of the former at 250,000 boxes and thinks the output of Jordan almonds will reach fully 100,000 boxes.

AMONG THE BOARDS OF TRADE.

THE Stratford Board of Trade have elected the following officers for the ensuing year: President, Wm. Preston; vice-president, C. McIlhargy; secretary, James Steele; council, D. M. Ferguson, Thomas Ballantyne, jun., E. T. Dufton, W. J. Mooney, Joseph Orr, G. H. Douglas, C. McIlhargy, J. D. McCrimmon, Wm. Maynard, I. W. Steinhoff, Mayor Ferguson and Jos. Meyers; auditor, George Kay.

* * *

At the regular monthly meeting of the St. John Board of Trade on May 2 the principal order of business was the question of securing better harbor facilities for next year's Winter business. Correspondence was also read from the secretary of the Toronto Board of Trade including a resolution of protest passed by that board against the Act of Parliament recently passed in British Columbia taxing commercial travelers from the other provinces for doing business in British Columbia. It was resolved that a strong protest against the Act be drawn up and forwarded to the Toronto Board of Trade.

INQUIRIES FOR CANADIAN TRADE.

THE following inquiries concerning Canadian trade have been received at the Department of Trade and Commerce, Ottawa:

643. A London provision merchant has asked to be placed in communication with Canadian firms exporting cheese, butter, eggs, bacon, etc.

644. A Copenhagen firm desire to get into direct business connection with reliable Canadian packers of fresh apples in barrels for export.

649. An old-established firm of importers, possessing a connection in the paper trade, wishes to secure the United Kingdom agency of a first-class Canadian manufacturer of news paper on reels or in reams.

648. A Hamburg firm would like to represent a few of the large produce exporters from Canada, and will also act as buying agents in Germany. The firm also gives the Norddeutsche Bank in Hamburg as a reference, in addition to Bradstreet and Dun.

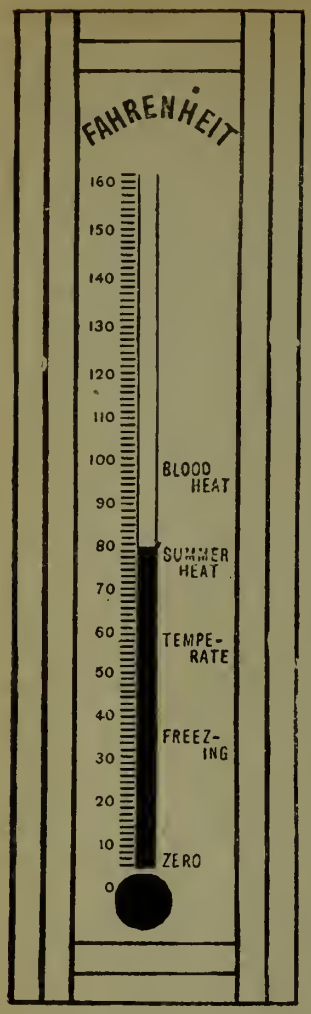
657. A Japanese importing and exporting house wishes to have correspondence, with samples and quotations, from Canadian exporters of pulp, dried fish-manure and leaf-tobacco (low grade). They would also invite correspondence with dealers in Japanese goods with the view of exporting to Canada. Samples of fish-manure should not be less than three pounds.

658. A Japanese importing firm wishes to be put in communication with Canadian exporters of fish-manure (dried) with the view to importing it into Japan. Send samples (not less than 3 lbs.) and state price.

659. A London firm having a house in the Argentine Republic asks to be placed in communication with Canadian manufacturers and shippers wishing to develop trade in that market.

660. A manufacturer of Scotch whisky seeks the services of a responsible Canadian firm to act as agents in British Columbia.

The names of firms making these inquiries may be had from the superintendent of commercial agencies, Department of Trade and Commerce, Ottawa, provided the number of the inquiry is mentioned in application.



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Black Mixed Green

Whether it's cold or whether it's hot makes no difference to the sale of **"SALADA"** Ceylon Tea, it now being the one recognized standard of quality and value upon the market, and is as staple as sugar.

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Your Opportunity is "TO-DAY."

Write for Terms NOW !

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Toronto-Montreal.

COLES Electrically Driven Coffee Mills.

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

GRANULATOR. PULVERIZER.



No. 65.

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills For Prices, Terms and Discounts, address

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won its first success in the kitchens of practical housewives. The recipes printed on the boxes were not the conventionally absurd kind, compiled as if for royal households or millionaires' palaces, but were of the common-sense kind. They "worked" and at once became widely popular, popularizing at the same time the "Brantford" brand of corn starch.

Ground slowly, without overheating, bolted through silk to microscopic fineness, free from grit or grain and with the delicate aroma and delicious natural flavor of bottom-land corn retained,

BRANTFORD PREPARED CORN STARCH

was quickly recognized as very different from and superior to other brands. Good advertising lent a finishing touch to success.

YOU NEED IT IN YOUR STOCK

BRANTFORD STARCH WORKS, Limited
BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Groceries.

Montreal, May 11th, 1905.

THE grocery jobbing trade report business generally as being fairly satisfactory. No heavy ordering is being done by country buyers, but comparatively with last year many dealers report a slight improvement. Opening of navigation has had a good effect, and now that most lines are running it is expected that business will improve. No changes of any importance are noted. Sugars are in fair demand; the foreign markets have lately shown an improvement in beets. Teas are on the quiet side, and local buying has been small. Canned goods about as usual. Future orders for salmon are being placed, as well as canned goods, generally at open prices for the latter. It is announced that the hatchet has been buried between the canners' combine and the independent canneries, and prices will not be so open as during the past few seasons. Molasses quiet and no change in last quotations. Spices show an improved trade, and coffees are firm. In foreign dried fruits currants continue to show firmness, as well as stronger prices in sultanas. Fish market is improving and good for the season. Season for dore opens on the 15th inst., and this will bring more business, as these fish are looked for and obtain good sale. Flour market unchanged and apparently unaffected by the recent advance in Manitoba Spring wheat. Business, however, is showing an improvement. Feed also is in good demand. Evaporated apples are held firmly by those fortunate to have any supplies. The provision market is strong on account of short supplies. Butter is holding high, and eggs also are firm. Cheese quiet but looking somewhat better. The report that one of the largest paper-bag dealers in the east had cut prices is confirmed, and the manufacturers generally have not allowed this one firm to make inroads in their business, and have met prices to hold their trade. It is reported that a large Toronto house had also cut prices, but confirmation of this report could not be secured here.

SUGAR.

Busines continues quiet. Orders from the country are only about as usual at this season of the year, and there does not seem to be any inclination on the part of the trade to stock up for Summer requirements. This is no doubt due to the uncertainty of the foreign beet and raw sugar market, although latest advices are that beets are higher. The reduction noted last week has not in any way stimulated trade, business on the whole being only normal.

Granulated, obls.	$5 55
" ½-bbls	5 70
" bags	5 50
Paris lump, boxes and bbls	6 05
" " ½-boxes and ¼-bbls	6 15
Extra ground, bbls	5 90
" " 50-lb. boxes	6 10
" " 25-lb. boxes	6 20
Powdered, bbls	5 70
" 50-lb. boxes	5 90
Phoenix	5 50
Bright coffee	5 40
" yellow	5 35
No. 3 yellow	5 20
No. 2 "	5 15
No. 1 " bbls	5 05
No. 1 " bags	5 00
Raw Trinidad	4 50 4 50
Trinidad crystals	4 85 4 90

SYRUPS AND MOLASSES.

Trade during the week has been very quiet. There has been no change reported in quotations from the Island. Some of the better flavour New Orleans molasses have been substituted for Barbadoes at lesser prices, as the latter are still selling at 38c. per gallon in puncheons, while the New Orleans has been going out at 35c. in barrels. Trade in corn syrup is on the quiet side, with prices unchanged. This quietness is no doubt due to the fact that new maple syrups have received attention at the hands of the trade.

Barbadoes, in puncheons	0 38
" in barrels	0 40½
" in half-barrels	0 41½
New Orleans	0 22 0 35
Antigua	0 33
Porto Rico	0 45
Corn syrups, bbls	0 02½
" ½-bbls	0 02¾
" ¼-bbls	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

TEA.

The tea situation is on the quiet side. Business on the whole is not active. Ceylon blacks are somewhat firmer in London. Several cables last week for offers on various lines were turned back, showing that the feeling in London is a strong one. Indians are rather slow of sale. There has been some inquiry for China greens, principally gunpowders, both from Chicago and other points over the line. The market for China blacks is practically bare locally. There have been several important orders sent forward for import, for new crop teas, and it looks as though these blacks would find a good market this season. There is not very much change in Japans. Teas from 17c. to 20c. have been easier, but lower grades have shown some firming up during the week.

Japans—Fine	0 26	0 28
Medium	0 20	0 24
Good common		0 18
Common	0 12½	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders	0 12	0 12
Congous—Kaisows		0 12
Pakling boxes	0 12	0 14

COFFEE.

The market is firm and demand steady for actual supplies. Stocks are not too plentiful owing to little new goods coming in. Brazil coffees are firm and enjoy fair demand. Nothing of note to report. Prices remain unchanged.

Good Cocutas	0 10	0 10½
Choice "	0 11½	0 12½
Jamaica coffee	0 10½	0 11
Java	0 18	0 22
Mocha	0 17	0 20
Rio	0 09½	0 11

SPICES.

Dealers report great activity and considerable demand in peppers, cassias and cloves. They have prospects of still better business in May. Trade in general is in a good shape, although supplies are somewhat small. Prices are unchanged.

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger	0 12	0 20
Cloves, whole	0 17	0 30
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 25	0 50

CANNED GOODS

Trade is about as usual. No changes in prices to report. Tomatoes are scarce, and jobbers have found it necessary to import more American tomatoes, which have been laid down here at prices ranging from $1.17 1-2 to $1.20. It is understood that this season there will be no difference in price between outside canners' quotations and the Canada Canners' prices. In salmon futures are quoted on basis of $5.00 f.o.b. coast, for sockeyes, $3.75 to $4.00 for cohoes, and $2.50 to $2.75 for humpback. It is also stated that during the coming season canners are trying to introduce the half-size tin of sockeye, but it is just a question whether this small size will take to retail at 10c for half-pound tin, consumers naturally preferring to pay that price for full-size pink salmon. However, the experiment remains to be tried.

In canned fruits we learn that the canners are disposing of the balance of last year's stocks, not with any concession in price, however, but in order to clean up room for the coming season.

Salmon, pink	0 90	1 00
" spring		1 55
" Rivers Inlet red sockeye		1 65
" Fraser River red sockeye	1 50	1 75
Lobsters, talls		3 45
" 1-lb. flats	3 50	4 00
" ½-lb. flats		2 25
Canadian Sardines, ¼s	3 65	4 00
California asparagus	4 50	5 00
Asparagus tips	3 50	3 75

VEGETABLES.	Per doz.
Corn, 2-lb. tins	$1 20
" 2-lb. sucotash	1 25
Gallon corn	5 00
Tomatoes, 3-lb. tins	1 30
Gallon tins	3 60
Sugar beets	$0 85 0 95
2's Asparagus Tips	2 50
2's Beans, Golden Wax	0 80
2's " Refugee or Valentine	0 82½
2's " Crystal Wax	0 92½
2's Peas, No. 4 "Standards"	0 82½
2's " No. 3 "Early Junes"	0 85
2's " No. 2 "Swest Wrinkled"	0 95
2's " No. 1 "Extra Fine Sifted"	1 30
2's Table Spinach	1 40

FRUITS.

Pears—Flemish Beauty Bartletts and pie in 2, 2½ and 3's	$1 15	$2 20
Peaches—White yellow and pie, 1½'s, 2's, 2½'s		
3's	1 25	2 82½
Gallon pears	3 15	3 67½
" peaches	3 55	4 50
Pumpkins, 3-lb. tins		0 72½
" Gal.		2 50
3-lb. squash		1 00
2's Cherries, red, pitted		2 20
2's " " not pitted		1 75
2's " black, pitted		2 20
2's " black, not pitted		1 75
2's " white, pitted		2 40
2's " white, not pitted		2 00
2's Currants, red, heavy syrup		1 57½
2's " red, preserved		1 77½
Gals. " red, standard		4 75
Gals. " red, solid pack		7 00
2's " black, heavy syrup		1 75
2's " black, preserved		2 05
Gals. " black, standard		5 00
Gals. " black, solid pack		8 00
2's Gooseberries, heavy syrup		1 62½
2's " preserved		1 85
Gals. " standard		7 25
2's Lawtonberries, heavy syrup		1 57½
2's " preserved		1 85
Gals. standard		4 97½
2's Pineapple, sliced		2 25
2's " grated		2 35
3's " whole		2 50
2's Plums, Damson, light syrup		1 00
2's " " heavy syrup		1 30
2½'s " " " "		1 57½
3's " " " "		1 85
Gals. " " standard		2 95
2's " Lombard, light syrup		1 05
2's " " heavy syrup		1 35
2½'s " " " "		1 62½
3's " " " "		1 90
Gals. " " standard		3 15
2's " Green Gage, light syrup		1 15
2's " " heavy syrup		1 47½
2½'s " " " "		1 72½
3's " " " "		2 00
Gals. " " standard		3 45
2's " Egg, heavy syrup		1 52½
2½'s " " "		1 80
3's " " "		2 10
2's Raspberries, red, heavy syrup		1 40
2's " " preserved		1 60
Gals. " " standard		5 00
Gals. " " solid pack		8 00
2's " black, heavy syrup		1 35
2's " " preserved		1 50
Gals. " " standard		4 75
2's Rhubarb, preserved		1 15
3's " "		1 90
Gals. " standard		2 62½
2's Strawberries, heavy syrup, 1903 pack		1 47½
2's " " 1904 pack		1 60
2's " preserved		1 75
Gals. " standard		5 50
Gals. " solid pack		8 50

RICE.

The decline of 10c. in rice noted in The Grocer of last week has not to any extent stimulated trade, this article as a rule not being one in which a disturbance, unless a heavy one, will cause interesting feature to develop.

B rice, in 10 bag lots	2 95
B rice, less than 10 bags	3 05
C rice, in 10 bag lots	2 85
C rice, in less than 10 bag lots	2 95

Fish.

An interview with the leading fish dealers shows a better condition in the trade, in fact it is claimed that business is good for the season. Fresh fish is arriving in large quantities, particularly halibut and haddock. The new stock is of the very finest sort and meeting with ready demand. In general the demand is good on account of low prices. Season for dore opens on the fifteenth instant. We quote:

Lake trout		0 08
Brook trout		0 18
Fresh salmon		0 16
Standard bulk oysters, per gal		1 40
Selects		1 60
Haddies		0 07½
Bloaters in boxes, 100 fish		1 00
Yarmouth bloaters, 60 fish per box		1 10
Smoked herring, per box, new		0 11
Fresh haddock, per lb	0 04	0 04½
Fresh pike		0 06½
Fresh halibut		0 10
Frozen "		0 09
Fresh steak cod		0 06
Frozen dore or pickerel	0 07	0 07½
No. 1 Labrador herring in 20-lb pails		0 80
" " half bbl		3 00
No. 1 Holland herring, per half bbl		6 50
No. 1 Scotch herring, " "		6 50
" " per keg		1 00
Holland herring, per keg	0 65	0 75
No. 1 Salt mackerel, pail of 20 lbs		2 00
Boneless cod, 1 and 2-lb. blocks, per lb		0 06½
" fish, " " "		0 06
" " loose, in 25 lb. boxes		0 05½
Labrador Salmon, half bbl		9 00
" (200 lbs.) bbls		16 00
" Large (300 lbs.)		24 00
B.C. salt salmon, bbl		14 00
½ bbl		7 50
Lake trout, salt, 100 lbs		4 50
Sea Trout in bbls. 200 lbs		9 50
" half bbls		5 50
Marshall's kippered herring, per doz		140
Canadian kippered, per doz		1 00
Canadian ¼ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz		1 30
Canned cove oysters, No. 2 size, per doz		2 25

Foreign Dried Fruits.

In foreign dried fruits, sultanas show a firmness. Prices have been marked up since our last report from 6d to 1s., according to quality. Currants also continue to show firmness, though prices have not advanced beyond last limits. Almonds are slightly weaker, both in the shell and shelled almonds. but as this is a slack season for consumption this is only what might have been expected. Peanuts: the crop is not entirely exhausted in France for anything of shipping quality. Advices from London state that stocks of Hallowee dates are almost entirely exhausted; what few remain on hand of fair quality are firmly held. Khadrawees of fair quality are offered more freely. and we notice some importations of this grade of fruit.

VALENCIA RAISINS.

Fine off-stalk, per lb	0 05	0 06
Selected, per lb.		0 06½
Layers "	0 07	0 07½

DATES.

Dates, Hallowees, per lb	0 04	0 04½

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per b		0 13½
Peaches "		0 10½
Pears "		0 15

MALAGA RAISINS.

London Layers		2 00
"Connoisseur Clusters"		2 50
" Quarter boxes		0 80
'Royal Buckingham Clusters," ½-boxes		1 10
" " Boxes		3 50
'Excelsior Windsor Clusters		4 50
" " ½s		1 35

CALIFORNIAN RAISINS.

Loose muscatels, per lb	0 07½	0 08
" " seeded, in 1-lb. packages	0 08	0 09
" " 2 crown		0 06
" " 3 "		0 06½
" " 4 "		0 08

PRUNES.

	Per lb.	Per lb.
30-40s		0 08½
40-50s		0 08
50-60s		0 07
60-70s		0 06
70-80s		0 06
80-90s		0 05
90-100s		0 05
Oregon Prunes (Italian style) 40-50s		0 08
" " 50-60s		0 07
Oregon prunes (French style), 60-70s		0 06
" " 90-100s		0 04
" " 100-120s		0 04

CURRANTS.

Filiatras, uncleaned		0 04½
Fine Filiatras, per lb. in cases	0 04½	0 05
" " cleaned	0 04½	0 05½
" " in 1-lb. cartons	00 5½	0 06
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 06

SULTANA RAISINS.

Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton		0 09

ELEME TABLE FIGS.

Six crown, extra fancy, 40-lb. boxes		0 13
Five crown, fancy, 10-lb. boxes		
Four crown, fancy, 10-lb. boxes		0 09
Three crown	0 07	0 07½
Glove boxes, fine quality, per box		0 11
Fancy washed figs, in baskets, per basket		0 20
" pulled figs, in boxes, per box		0 22
" stuffed figs, " "		0 28
12-oz boxes	0 06½	0 07

Country Produce.

MAPLE PRODUCTS.

A visit to the leading dealers shows that the demand is still good, and that stocks begin to decrease. However, business is slowly dropping, as warm weather is coming. Dealers are quite satisfied of this season's trade. Prices are firm and not likely to change. We quote:

Maple syrup, in wood, per lb	0 06	0 06½
Maple syrup, in large tins	0 07½	0 07½
Pure new sugar, per lb		0 10
Pure Beauce County, per lb	0 06	0 07

HONEY.

Little business is being done in honey. The demand is small and shows no sign of near improvement. Stocks are not too plentiful, in fact white clover comb is practically out of the market. Prices remain firm and are as last week.

White clover, extracted, tins	0 07	0 07½
" " kegs	0 07½	0 07½
" " comb	0 13	0 13½
Buckwheat	0 06	0 06½

BEANS.

The market in general is quiet, but beans are in fair demand. Dealers expect prices to go up shortly on account of light stocks and owing to the fact that they have to keep supplied until new crop. However, there are no changes in prices to note.

Choice prime	1 60	1 70
Lower grades	1 40	1 50

HOPS.

Hop situation is brisk. Jobbers are anxious to sign contracts with holders for from one to three years' supplies in advance. This is occasioned by the little amount of unsold stock which is available in Canada and the States, at present not much above 17,000 bales. Besides dealers hold their stock in view of getting better prices. It is expected that the local prices will shortly go up. At present, however, they are the same.

B. C.	0 32	0 35
Choice Canadian	0 27	0 29
Fair to good	0 24	0 26

EVAPORATED APPLES.

The trade is dull and demand is small. The syndicate controls the situation, and owing to the scarcity of goods business remains very slow. Quotations for evaporated apples: 7 to 7 1-2 cents. Dried apples quiet and still form at 3 to 3 1-2 cents.

Flour, Feed and Meal.

FLOUR.

The rise in Manitoba Spring wheat, which at first had little effect on the local trade, has helped to increase the demand, and dealers feel satisfied that it will not drop but gradually become stronger. In general, business shows a greater activity. and prices are firm and unchanged, and likely to be so for a while. Nothing of note to report besides.

Manitoba spring wheat patents	5 50	5 60
" strong bakers'	5 20	5 30
Winter wheat patents	5 50	5 75
Straigbt rollers	5 20	5 35
Extra	4 55	4 60
Straigbt rollers, bags, 90 per cent	2 50	2 60

FEED.

There is also a better feling in mill feed, which meets with a good and steady demand. Dealers report a greater activity and entertain hopes for



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TABLE DELICACIES

CASES 100 TINS

Asparagus Tips		**$19.00**	per case.
Artichokes Bottoms		**25.00**	"
Lima Beans (Flageolets)	Fins	**14.00**	"
String Beans (Haricots Verts)	Extra Fins	**15.00**	"
	Fins	**13.00**	"
	Moyens	**12.00**	"
Mixed Vegetables	(Macedoines) 1st choice	**11.50**	"
Mushrooms	Extra	**19.50**	"
	1st Choice	**18.00**	"
	Choice	**15.50**	"
	Hotel	**13 50**	"
Green Peas	Sur Extra Fins	**16.50**	"
	Extra Fins	**14.00**	"
	Fins	**11.50**	"
	Mi Fins	**10.50**	"
Spinachs	Au natural	**11.50**	"
Tripes a la mode	de Caen	**25.00**	"

CHOICE QUEEN OLIVES

64 oz. bottles,	Cases ½ doz.	**$9.00**	per doz.
36 oz. bottles,	Cases 1 doz.	**5.00**	"
20 oz. bottles,	Cases 1 doz.	**3.40**	"
10 oz. bottles,	Cases 2 doz.	**2.10**	"

HUDON, HEBERT & CIE.

Montreal

THE MOST LIBERALLY MANAGED FIRM IN THE CANADA.

Ceylon—Broken Orange Pekoes	0 22	0 40
Orange Pekoes	0 22	0 29
Pekoes	0 18	0 24
Pekoe Souchong	0 14	0 16
China Greens—Gunpowder, cases, extra first	0 35	0 42½
" half-chests, ordinary firsts	0 22	0 28½
Young Hyson, cases, sifted, extra firsts	0 37½	0 47
" cases, small leaf, firsts	0 30	0 37
" half-chests, ordinary firsts	0 22½	0 32½
" " seconds	0 22	0 24½
" " thirds	0 15	0 17
" " common		0 14
Pingsueys—Young Hyson, ½-chests, firsts	0 25	0 30
" " seconds	0 16	0 18
', half-boxes, firsts	0 25	0 30
Japan—½ chests, finests May pickings	0 34	0 38
Choice	0 31	0 36
Finest	0 27	0 29
Fine	0 24	0 27
Good medium	0 19	0 21
Medium	0 17	0 19
Good common	0 18	0 19
Common	0 13	0 14
Dust	0 06	0 08

SPICES.

Firm markets and a seasonable demand for all varieties of spices summarize the spice situation for the week. We quote as follows:

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 25	0 35
" white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 14	0 17
Cassia	0 21	0 25	Mace	0 80	0 90
Nutmeg	0 45	0 75			

RICE AND TAPIOCA.

During the week a reduction of 10c per 100 lbs has been made by the Montreal mills in the price of standard B and Rangoon rice. This is not particularly important, as it means less than 1-4c per pound. A seasonable demand continues for rice at prices quoted below. We quote as follows:

	Per lb.			Per lb.	
Rice, stand. B	0 03¾	0 03¾	Tapioca, staple	0 03¼	0 03½
Rangoon	0 03¾	0 03¾			
Patna	0 05	0 05½	" double goat		0
Japan	0 06	0 07	Carolina rice	0 08	0 08½
Sago	0 03½	0 04	Louisiana rice	0 05	0 07

Foreign Dried Fruits.

A firmer feeling in prunes is noted this week, light stocks being held and certain sizes, particularly 90-100's, scarce and in some cases unobtainable. Figs are pretty well out of the market, the only kind remaining being Elemes. Currants continue firm, as well as raisins. In both of these lines, however, trade at this season of the year is never a very important factor. An interesting item in regard to Malaga raisins will be found on another page of this paper. We quote the following prices:

PRUNES.

	Per lb.			Per lb.	
100-110s		0 04	60-70s	0 06	0 06½
90-100s		0 04½	50-60s	0 06½	0 06½
80-90s	0 04½	0 05	40-50s		0 08
70-80s	0 05½	0 05½	30-40s	0 00	0 09½

CANDIED PEELS.

	Per lb.			Per lb.	
Lemon	0 09	0 10	Citron	0 15	0 17
Orange	0 10	0 11			

FIGS

Elemes, per lb	0 08	0 0 13

APRICOTS.

	Per lb.	
Californian evaporated	0 14½	0 16

PEACHES.

	Per lb.	
Californian evaporated	0 14	0 15

PEARS.

California evaporated, per lb		0 15

CURRANTS.

	Per lb.			Per lb.	
Fine Filiatras	0 04¾	up	Vostizzas	0 07	0 07½
Patras	0 06	0 06½			

RAISINS.

	Per lb.	
New selects	0 04½	0 05
Fine off stalk	0 05	0 05½
Sultana	0 05½	0 10
Californian seeded, 12-oz. Muscatals	0 06½	0 07
" " 1-lb. boxes "	0 07	0 08½
" unseeded, 2-crown. "		0 07½
" " 3-crown "	0 05½	0 07
" " 4-crown "	0 07	0 08

DATES.

	Per lb.			Per lb.	
Hallowees	0 04½	0 04¾	Fards new choicest	0 09	0 10½
Saira	0 03½	0 04	" new choice		0 09½

FOREIGN NUTS.

The firmness of the peanut market continues, otherwise business is quiet and without special feature. Our quotations are as follows:

(The following quotations on peanuts are for sack lots, green.)

Selected Spanish		0 08½
A 1's, banners and suns		0 08½
Japanese Jumbo's		0 08½
Virginia "		0 10
For sack lots roasted add 1c. to above quotations. For small, 2c		
Almonds, Tarragona, per lb	0 12	0 12½
Walnuts, Grenoble, "		0 12½
" Bordeaux, "	0 09	0 10
Filberts, per lb		0 10
Pecans, per lb	0 13	0 15
NewBrazils, per lb	0 13	0 14
Cocoanuts, Jamaica, per sack		4 50
Italian Chestnuts, per lb		0 08

EVAPORATED APPLES.

This market is quiet and featureless. Last week's quotations rule, viz., 6 1-2 to 7c.

BIRD SEED.

Bird seed is quiet and without special feature for the week. Prices continue as last advised. We quote the following prices:

Canary seed, per lb	0 06	0 07
Hemp "		0 04½
Cottam's		0 08
Brock's		0 07½

CHANGE IN WINNIPEG.

The recent advance in lard has not been very long maintained. Prices are now as follows:—

Lard, 50-lb. pails, per pail	$5 35
" 20-lb. " "	2 15
" 3-lb. tins, per case 60 lbs.	6 75
" 5-lb. " "	6 60
" 10-lb. " "	6 45
Pure lard in bbls., per lb	10

DRIED AND CURED FISH.

A brisk trade is reported in codfish, particularly package goods. The trade are of the opinion that under ordinary conditions a good demand will continue until the beginning of midsummer weather. The season for salmon trout is now over, and quotations have been withdrawn. We quote the following prices:

Boneless fish, per lb		0 04½
Cod fish, 1-lb. bricks		0 06½
Boneless cod, per lb	0 08	0 10
Quail-on-toast, per lb		0 06
Flitched cod fish, in cases of 100 lbs., per lb		0 06
Labrador herring, per bbl	6 00	6 50½
" " per ½ bbl		2 85
Scaled herring	0 12½	0 14
Salmon trout, per keg		1 50

Country Produce.

EGGS.

The egg situation has firmed up considerably since last week and prices are ½c. higher. Fresh eggs continue to arrive in good volume. Nearly all the wholesale houses are busy with their pickling operations. We quote the following prices:

New laid eggs, per doz		0 14½

BEANS.

An easier feeling is noted in beans for the week and as a result prices have dropped 5c. all round. Lima beans are said to be a little firmer. Our quotations are as follows:

Beans, handpicked, per bush	1 80	1 85
" prime, No. 1	1 65	1 70
" prime, No. 2	1 50	1 55
" Lima, per lb	0 07	0 07½

HONEY

A quiet and featureless market is the rule in honey this week. Our quotations are as follows:

Honey, extracted clover, per lb	0 07½	0 08
" sections, No 1, per doz	1 90	2 00
" " No. 2, "		1 65
" Buckwheat, per lb	0 05	0 06
" " sections per doz	0 75	1 00

MAPLE PRODUCTS.

A fair to brisk demand for maple syrup is noted this week; new maple sugar is practically all out of first hands and the requirements of the wholesale trade are pretty well supplied. Our quotations are as follows:

Maple sugar, 1 lb cakes, per lb	0 09	0 10
" large cakes in tubs, per lb		0 08
Maple syrup, per imperial gal		0 90
" " wine gal		0 65
" " imperial quarts		0 25
New maple syrup, per imperial gal		1 50
" " per wine gal		0 85

Fish.

A brisk demand for fresh fish continues with supplies coming more freely as weather conditions improve. Prices are unchanged for the week. We quote the following prices:

Fresh halibut, per lb		0 13
" haddock "		0 06
" trout "		0 09
" cod steak, per lb		0 07½
" lobsters, boiled, each		0 15
" B.C. salmon, per lb		0 20
Shrimps, per gal	1 15	1 25
Ciscoes, per basket		1 25
White fish, per lb		0 09

SEEDS.

Trade in alsike, red and mammoth clover and timothy is practically over for the season. A good demand for corn is reported at current quotations. We quote as follows:

Alsike clover, per bush	5 00	9 00
Red clover	8 00	10 00

PENITENTIARY SUPPLIES

SEALED TENDERS addressed "Inspectors of Penitentiaries, Ottawa," and endorsed "Tenders for Supplies," will be received until Monday, 5th of June, inclusive, from parties desirous of contracting for supplies for the fiscal year 1905-1906, for the following institutions, namely :—

Kingston Penitentiary.
St. Vincent de Paul Penitentiary.
Dorchester Penitentiary.
Manitoba Penitentiary.
British Columbia Penitentiary.
Regina Jail.
Prince Albert Jail.

Separate tenders will be received for each of the following classes of supplies :—

1. Flour (Canadian Strong Baker's).
2. Beef and mutton (fresh).
3. Forage.
4. Coal (anthracite and bituminous).
5. Cordwood.
6. Groceries.
7. Coal oil (in barrels).
8. Dry Goods.
9. Drugs and Medicines.
10. Leather and Findings.
11. Hardware, Tinware, Paints, &c.
12. Lumber.

Details of information as to form of contract, together with forms of tender, will be furnished on application to the Wardens of the various institutions.

All supplies are subject to the approval of the Warden or Jailer.

All tenders submitted must specify clearly the institution, or institutions, which it is proposed to supply, and must bear the endorsation of at least two responsible sureties.

Papers inserting this notice without authority from the King's Printer will not be paid therefor.

DOUGLAS STEWART,
GEO. W. DAWSON,
Inspectors of Penitentiaries.

Department of Justice,
Ottawa, May 10, 1905. (20)

The Last Day for Receiving Copy

For the Special Spring and Export Number of



Front Cover of Special Grocer to be issued May 26th.

The Canadian Grocer

will be

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But to insure the best service and position send in your copy at once, not later than **May 18.**

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If not a regular advertiser make a trial of this number. Reserve space at once and forward copy at the same time.

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¼ "	12
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Extra Color	10

THE CANADIAN GROCER

MONTREAL TORONTO WINNIPEG

Mammoth clover, per bush	7 00	11 00
Timothy	1 50	2 50
Hungarian, per 100 lbs	2 60	2 70
Millet "		2 50
Orchard grass		14 00
Seed corn, Dent varieties, per bush	0 70	1 00
" Flint " "	1 25	1 30

Grain, Flour and Breakfast Foods.

GRAIN.

Business in wheat is quiet and without special feature for the week excepting a drop in Manitoba wheat Northern No. 1 and No. 2 of 1c., and in Northern No. 3 of ½c. Red and white wheat are each down 1c. per bushel and oats ½c. Reports from the country are favorable, except in the districts of Hastings and Delhi, Ont., where the growing grain is said to be in bad shape. Indications in Manitoba are also good, the recent rain and snowstorms being just what the wheat requires in the early Spring. We quote the following prices:

All on track Toronto.

Manitoba wheat, Northern No. 1		0 98½
" " " No. 2		0 94½
" " " No. 3		0 90½
Red, per bushel, new		1 01
White " "		1 10
Barley " "	0 48	0 50
Oats " "	0 43	0 43
Peas "	0 74	0 75
Buckwheat " nominal	0 63	0 64
Rye, per bushel, " "	0 71	0 73

FLOUR.

Throughout Ontario the flour trade is reported quiet. Some of the smaller millers are trying to shade prices, but the policy of the milling trade as a whole seems to be to keep up the level with that quoted below. Quotations are as follows:

Manitoba wheat patents, per bbl. in bags	5 30	5 60
Strong bakers " "	5 10	5 30
Ontario wheat patents " "	4 90	5 00
Straight roller " "	4 85	4 90

BREAKFAST FOODS.

A steadily improving demand for all kinds of breakfast foods is reported. Prices continue unchanged from last week.

Oatmeal, standard and granulated, carlots, on track, per bbl	4 90
Rolled wheat in boxes, 100 lbs	2 90
" " 50 lbs	1 50
Rolled oats, standard, carlots, per bbl., in bags	4 35
" " " " " in wood	4 60
" " " " for broken lots	4 60
Rolled wheat, per 100-lb. bbl	3 00
Cornmeal	3 35
Split peas	5 00
Pot barley in bags	4 00
" in wood	4 25

Hides, Tallow, Skins and Wool.

The wholesale trade report a fairly active demand for hides this week, so much so that the market is cleaned up for the moment. The tanners seem to have loosened up all of a sudden and travelers report that it is difficult to secure more than from two to four hides in a single place. Farmers, too, are holding on for higher prices. The Chicago market, which always has more or less influence on local prices, continues very high with no inclination to drop. We quote the following prices:

Hides, No. 1 green steers, per lb		0 09
" " 2 " " "		0 08
" No. 1 green, per lb		0 08½
" " 2 " "		0 07½
Country hides, flats, per lb	0 07	0 07½
Calf skins, No. 1, selected		0 11
" " No. 2		0 09
Deacons (dairies), each		0 80
Sheep skins		1 25
Rendered tallow, per lb	0 04	0 04½
Unwashed wool, new clip, per lb	0 13	0 14
Pulled wools, super, per lb	0 21	0 23
" " extra "	0 22	0 24

COMPLIMENTARY DINNER.

T. Long, grocer, Collingwood, gave a complimentary dinner on May 4 to the architect and different trades engaged in the restoration of his firm's large store which was destroyed by fire in March, 1904.

TRADE CONDITIONS IN BRITISH COLUMBIA.

Vancouver, May 4, 1905

FOLLOWING the system which has been determined upon in the Provincial Fruit Growers' Association, various local fruit shippers' organizations are being formed in the districts of the Fraser River. This week's Provincial Gazette contains notice of the incorporation of the Hammond Fruit Growers' Union, Limited, to carry on business as specially provided under Sec. 15 of the Farmers' Institutes and Co-operative Act. The incorporators are all local men, and most of them are also interested in the recently organized Creamery and Fruit Canning Co., which has built a creamery and started making butter from Maple Ridge milk this season.

Hammond, like several other points on the Fraser, has the advanatage of river navigation to bring all sorts of produce from the farms and orchards of the district and of the railway to ship to the big market of the Northwest. There are a number of other local fruit shippers' associations being formed this year.

* * *

At the New Westminster market recently remark was caused by the receipt of a shipment of 20 boxes of seedless apples from Mr. Jas. Brown, of Hope, a station on the main line of the C.P.R., not far from the old town of Yale. The fruit, Mr. Brown says, was grown on a tree which he planted 15 or 20 years ago. It came with a lot of other trees from the east, and though the owner has ordered many trees from the same place at different times since, he has never had another "seedless" apple. The fruit always commands a high figure. Evidently Luther Burbank, the "fruit wizard" of California, has not a monopoly of seedless varieties.

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, May 11, 12.30 p.m.

BUTTER—Market easing off slightly. Finest creamery hovers still around 19½ to 19¾c.; finest townships 19 to 19½c. Dairy scarce yet. Fine quoted 17 to 18c. Receipts increasing.

EGGS—Scarce and market higher. Nothing under 15c. sold to-day. Country prices firmer, 13½ to 14c. f.o.b.

CHEESE—Easier market. Ontario white sold at 10c. to-day.

PROVISIONS—No change. Prices well maintained on all lines. Abattoir fresh-killed, $9.75 to $10, with fair demand.

* * *

Irrigation is every day being given wider attention in the interior districts of the province, and with excellent results. At Kamloops the irrigation canal which was put in last year has been completed and perfected now, so that the 12,000 or 15,000 inches of water available at the source of supply can be transmitted to the lands close to Kamloops in the valley of the Thompson River.

In the Okanagan district large ranches are being subdivided and put under irrigation systems, and in southeast Kootenay great strides are being made in the same direction. East of the mountains, in Southern Alberta, near Lethbridge, there are now hundreds of miles of laterals and ditches carrying water on to land which otherwise would be practically arid.

* * *

In connection with the irrigation of land the setting out of fruit trees is going on in B.C. in all sections at a rapid pace. Taking the inspections of the stock coming in from foreign points, except Europe and the totals inspected and passed through the Dominion Government fumigation station in the past season it was over three-quarters of a million. As Ontario nurseries and plantations ship large quantities west, and these are in addition to the quantity named above, it is easy to see what an enormous expansion fruit raising is bound to have. Fancy over a million trees set out in one year! These will begin to bear within five or six years, in this country of early maturity, and as the planting of trees is not likely to lessen, the production is bound to be something enormous in a few years' time.

The market in the Northwest and Manitoba is continually expanding, and hitherto British Columbia has not been able to supply any great portion of the demand, but in the next five years, even given a steady development on the prairies, there will be a quantity for shipment which will be astonishing.

* * *

Yesterday, May 3, the first scow started down the Yukon River for Dawson, loaded with merchandise. The river has not altogether broken up, but from Lake Lebarge down to Dawson it is expected the ice will go out at any time. There are thousands of tons of freight at White Horse, awaiting opening of navigation.

* * *

The Brackman—Ker Milling Co., are about to erect a new wharf and grain elevator on the river front at New Westminster, where they already have a mill for making oatmeal and other cereals. The city council of New Westminster is leasing them two water front lots, owned by the corporation.

* * *

Butter stocks are beginning to show appreciable increase from local sources. Most of the creameries are turning out a good quantity and considerable dairy make is finding its way to market. Supplies from east are also beginning to arrive more freely. Prices are unchanged. From 27 to 30c. will cover the range.

Eggs are nearly all local supply, and since Easter the price has dropped slightly. Jobbing, local fresh can be bought for 23c.

In staple groceries no marked fluctuations can be noted. The trade is quiet, though there is a good season opening, especially in view of the coming cannery season. North coast canneries are active now as the season opens there earlier. Large quantities of supplies have been shipped north and every steamer is loaded to the limit.

DISTURBANCE IN PAPER BAGS.

During the past few weeks the Montreal trade have had an interesting situation presented in the cutting that has been going on in paper bags by one of the large eastern manufacturers. It is also to be noted that the other manufacturers have been meeting this break in order to protect their customers.

PERSONAL MENTION.

Mr. W. Ellison, Penville, was in Toronto this week calling upon the wholesale grocery trade.

Mr. Rolley, representing a prominent fruit exporting house of Denia, Spain, was in Toronto this week calling upon the trade.

Mr. George E. Maybee, of the Metropolitan Soap Co., Toronto, is calling upon the jobbing and manufacturing trade of Montreal this week.

Mr. W. W. Brown, of Markdale, has secured a position as traveling salesman for the McLauchlan & Sons Co., wholesale grocers, Owen Sound.

Mr. P. C. Larkin, Toronto, passed through Montreal on his way from the Eastern States, where he had paid a visit to the Salada Tea Company's branches.

Mr. A. N. Reay, Canadian manager of the Force Food Co., was in Montreal this week on his way through Quebec and the Maritime Provinces. Mr. Reay honored The Grocer offices with a call.

Jack Gregg was encountered by The Grocer in Ottawa last week in the interests of Surprise Soap. The city certainly looks as if he had been there with the goods.

Mr. H. Labelle, of the Royal Assurance Co., Major J. Peltier and Mr. Armand Chaput, of L. Chaput, Fils & Cie, Montreal, left on Thursday, May 11, for the Club Chapleau. They will enjoy ten days' trout fishing.

Mr. H. A. Allan, who for fourteen years was traveling in Eastern Ontario for Taylor, Scott & Co., Toronto, has joined the traveling staff of Stevens, Hepner & Co., Port Elgin, Ontario, manufacturers of Keystone brand of brooms, brushes and whisks. Mr. Allan is well known to the trade, and his many friends and customers will be pleased to learn that he is devoting his energies to his old specialties.

Mr. A. H. Stevens, of Stevens, Hepner & Co., Port Elgin, Ontario, was a caller on the Montreal and Ottawa trade during the past week. In conversation with The Grocer Mr. Stevens said that their business during the past few years had developed to such an extent that it has become necessary for their company to still further add to their extensive plant. Keystone brand brushes, brooms and whisks are controlled and manufactured by Stevens, Hepner & Co. Mr. Stevens stated that another traveler had to be added to their staff lately.

Mr. John Fullerton, of Rowat & Co., Glasgow, returned to Montreal this week from a tour of the Dominion in the interests of his company. Mr. Fullerton, who has traveled the Canadian continent annually for some years past, reports great improvement, and was particularly impressed with the growth of Winnipeg and its future possibilities. The tide of immigration is of a high character, and the influx of well-to-do American farmers from the Western States adds quickly to the material wealth and prosperity of the great Northwest. Mr. Fullerton reports business is good, and says general prosperity does not appear to be of a boom character. After remaining a few days in Montreal Mr. Fullerton left for St. John, N.B., and Halifax, sailing by the new turbiner Virginian from the latter port.

READJUSTING WESTERN BUSINESS

JAMES TURNER & CO., of Hamilton, have completed a readjustment of their Western Canadian business which should meet with the approval of their customers in that country. They carry stocks at Winnipeg, Calgary and Vancouver, and in order that their many customers in the west may draw upon these stocks without the lengthy delay involved in ordering direct from the Hamilton house James Turner & Co. are arranging to have their travelers establish headquarters as near as possible to the centre of the territories in which they are operating, so that they will be available by mail or wire at any time at such headquarters. In the event of their traveling representatives being out on the road the arrangement is such that there will not be a delay of more than a day or two in the forwarding of mail.

They have also made some interesting changes in their western traveling staff. Mr. Vila, who formerly traveled from Winnipeg to Victoria, and latterly in Alberta and the East Kootenay district, has been taken into the house and will supervise the firm's western business. Mr. Vila's route has been divided up between W. B. Grant, who will cover the territory on the main line of the C.P.R. from Assiniboia west of Swift Current, points on the Crow's Nest Railway, in Alberta and British Columbia, South-east Kootenay, Slocan Trail, Trail Creek and boundary districts; J. E. Fife, lately of Winnipeg, takes charge of all points on the Calgary and Edmonton Railway from McLeod to Edmonton and points on the main line in Alberta from Gleichen to British Columbia and the Okanagan Valley.

HINTS TO BUYERS.

Davis' Fly Felts which are being offered to the trade this week are attractive and ready sellers. They take but little space on a grocer's shelf and are guaranteed effective. An assured profit of $10 on an investment of $6 is something out of the ordinary for the grocery trade.

W. H. Millman & Sons, Toronto, are in receipt of a car Witch Hazel soap.

S. H. Ewing & Sons, Montreal, are offering fine values in corriander, whole and ground.

The A. F. MacLaren Imperial Cheese Co., Toronto, report the arrival of another car of Apitezo and that sales of "The Iron Food" are increasing with every shipment.

The Eby, Blain Co., Toronto, have invoices covering a carload of Crosse & Blackwell's pickles, sauces, marmalade, vinegar, etc., which is expected here next week. It will pay you to look up your list and send in your order at once.

The Eby, Blain Co., Toronto, are quoting low figures for Muscovado raw sugar, fine, grainy sample.

The F. J. Castle Co., Ottawa, report increased sales of their "Golden Blend" Ceylon tea in 5-lb. caddies. The convenient size of this line is making it popular with the grocery trade.

W. H. Millman & Sons, Toronto, have received another consignment of two cars raw sugar from the Barbadoes Government.

The F. J. Castle Co., Ottawa, have just received a consignment of Castle brand California evaporated prunes, sizes 40 to 50, down, which they are offering at special prices.

American pack tomatoes "U-Auto-Eta" brand, which are claimed finest pack, are in store with the F. J. Castle Co., Ottawa, another carload having been received this week. The name is tempting enough to buy, aside from the quality of the goods.

Genuine fancy Barbadoes molasses in half barrels is in stock with the Eby, Blain Co., Toronto.

W. H. Millman & Co., Toronto, have booked several orders for Old Homestead canned goods, 1905 pack.

The Dawson Commission Co., Toronto, report the arrival of 5 cars California oranges during the week.

Buyers of canned pineapple should communicate with H. P. Eckardt & Co., Toronto.

H. P. Eckardt & Co., Toronto, are offering canned beets at an interesting price.



FORGING AHEAD

Gradually but steadily the merits of Canadian-made goods are being recognized by merchants, and this is as it should be. In the **Blueing** line Canada produces in **BLUEOL** the "never-streak" blue, the finest and best in the world.

Try a sample box—every Jobber should carry it in stock. If yours doesn't write us.

J. M. DOUGLAS & CO., : Montreal

TRINIDAD MARKET NEWS.

UNDER date of April 19, Gordon, Grant & Co., Port-of-Spain, Trinidad, report that there have been no landings of Newfoundland cured fish for some time, and that this description is meeting with inquiry. The majority of sugar estates have finished grinding, only the plantations which made a late start being still at work. The crop is estimated to be at least 30 per cent. short, which will largely counterbalance any benefit from the higher prices now being paid. The comparatively small output of both Muscovado and Vacuum Pan molasses has been all bought up, and there will be no more available until the autumn.

It would appear as if the cocoa crop is even worse than was anticipated. From most districts reports indicate that pickings will soon be over and until the trees recover during the rainy season there is little more to be expected.

LAID UP WITH PNEUMONIA.

Mr. W. F. Fielding, representative of S. H. Ewing & Sons, Montreal, in Eastern Ontario, has been laid up since last Friday, May 5, at the Montreal General Hospital with a sevcre attack of pneumonia. Mr. Fielding was obliged to take to the hospital, but the latest report is that an improvement has set in and it is expected that he will be out in a few weeks.

FOR USE AT RIDEAU HALL.

As an evidence of the increasing favor "made in Canada" food products are finding among the consuming public of Canada and foreign countries, the following interesting episode is reported by a prominent Toronto retail grocer. Our newly-appointed Governor-General paid a visit to the said grocer's establishment on the occasion of his first visit to Toronto, and was so taken with a sample of Shirriff's marmalade he saw that he ordered a case sent to Rideau Hall, Ottawa, for family use.

CEREAL COMPANIES ABOLISH PREMIUMS.

As a result of a conference with the officers of the National Retail Grocers' Association, eight of the largest cereal companies in the United States have signed an agreement to discontinue the giving of premiums, coupons, tag schemes and free deals of every kind and nature in selling their goods, not later than June 1, 1905.

The concerns entering into this agreement are: Battle Creek Breakfast Food Co. (Egg-O-See), Cream of Oats Co., American Cereal Co., Natural Food Co., Genesee Pure Food Co., the H.-O. Co., Great Western Cereal Co. and Malta-Vita Pure Food Co.

ASSOCIATION NEWS.

THE London Grocers' Association will run their annual excursion to Niagara Falls this year on July 19th.

* * *

The Hamilton Retail Grocers' Association have changed their regular night of meeting from the second Tuesday to the first Thursday in each month.

* * *

At the annual meeting of the Wholesale Grocers' Association of British Columbia, in Vancouver on Saturday, April 29, officers for the ensuing year were named as follows: President, Percy Wollaston, Victoria; vice-president, W. J. McMillan, Vancouver; treasurer, J. H. B. Rickaby, Victoria; secretary, F. Elworthy, Victoria; assistant secretary, J. N. Ellis, Vancouver. Victoria was represented at the convention by Messrs. Wollaston, Todd, Elworthy and Rickaby.

H. Leroy is building a grocery store in Bridgeburg, Ont.



His Excellency Earl Grey

while inspecting a local grocery establishment ordered a case of ***Shirriff's Shredded Marmalade*** to be sent to Ottawa.

Imperial Extract Co., 18-22 Church Street, Toronto.

"JAMES" DOME

That's the name; it means the Best

WHEN BUYING

BLACK LEAD

W. G. A. LAMBE & CO., Canadian Agents.

THREE LEADING LINES THAT SELL.

Established 1750.
Brewery—
Bristol, ENGLAND

PURNELL'S

Pure Malt Vinegar
Pickles
Sauces

AGENTS

CHARLOTTETOWN, P.E.I.—Horace Haszard, S. Side Queen Square
HALIFAX, N.S.—E. St. G. Tucker, 1 Bedford Row
ST. JOHN, N.B.—Robert Jardine.
TORONTO, ONT.—J. Westren, 630 Ontario Street
WINNIPEG, MAN.—A. Strang & Co., 233 Fort Street
VANCOUVER, B.C.—C. E. Jarvis & Co., Holland Block



Insurance of your money and accounts made possible by machinery.

You should know the amounts and relative proportion of your cash sales, credit sales, payments received on account, money paid out. These figures you should compare with those of previous days and so test the health of your business.

A National Cash Register tells you the detailed history of a day's business, saves time and worry, pays for itself within a year, and then earns 100 per cent. on the money invested.

Let our representative call and explain our system to you.

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Please explain to me what kind of a register is best suited for my business.
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NEW BRUNSWICK MARKETS.

St. John. N.B., Mav 9, 1905.

BUSINESS is fairly active. A further decline in sugar during the past week, making 20 cents off from the highest point, does not help the situation. Prices are still much above last year. The situation is, however, still considered a strong one. There has been a further cargo of Porto Rico molasses received. This line attracts much interest. Prices so far have been quite firmly held, Barbadoes ruling high. In rice prices are, in the local market, rather higher, but rice is still cheap. There is quite a range in quality. Spices are unchanged. They are perhaps hardly as high in the original markets. Cream of tartar has ruled even for some time. Prices are not high. One particularly hopeful feature in business here is the improved situation in lumber, which is our most important product.

Oil.

In burning oil prices are still held at the very low figure quoted last week. The city trade are being supplied by the tank wagons at fifteen cents. Even at this price, however, the volume of business cannot be maintained. The longer day is a competition that cannot be overcome. Paint oils sell freely, while held quite firm. Linseeds are still low. Turpentine is quite high. There is a large business in lubricating oils at this season. Newfoundland non-freezing codliver oil, for medical purposes, is much lower than last year.

Salt.

In Liverpool coarse salt market is well supplied, with demand but fair. In both this line and factory-filled, prices are unchanged. Further supplies are expected about the middle of the month. Salt can always be bought to advantage while landing. In Canadian fine salt there is improved demand. Dairy and cheese salt in barrels are now in active demand.

Canned Goods.

There is a fair business. Stock of tomatoes is light and prices rather higher. There are quite a few American tomatoes here. They give good satisfaction; better than the American corn. This is, however, now being sold, but there is still quite a good stock of Canadian held. Peas are unchanged. Other vegetables are in good supply. Fruits have but a fair sale. There are ample stocks. Oysters are unchanged. Salmon is unchanged, with fair supplies held. Lobsters are very high, and few are sold.

Green Fruit.

A large business is being done. Bananas are the chief feature. One retailer offered three dozen for twenty-five cents. For best stock, however, prices are quite well maintained. Oranges are rather scarce. Prices are rather higher. In Californias, which are about the only line offered, small fruit is hard to get. Lemons are low. Apples show small business. Some native rhubarb is now being offered. Strawberries are lower, with quality just fair. Tomatoes are seen.

Dried Fruit.

Business is quiet. Seeded raisins are low. There is a fair sale. Other grades are firmer, but have little call. In prunes there is a fair business. Small sizes rather hard to get, though a fair stock is held here. The outlook for the Fall is for a light crop running to large sizes. The result will be rather higher prices with small fruit scarce. Apricots and peaches are too high for business. Dates are held firm. Figs have no sale. Currants are low. Evaporated apples are held firm, but have little sale. The Bermuda onions received have not been very satisfactory Egyptians are good and low.

Sugar.

Again prices are slightly lower, i.e., all twenty cents. While there is a full stock held, dealers are confident. The decline will affect the sale of the foreign sugar. This is the most important line in grocery business, and the outlook is watched with interest. Sales are reported somewhat slow.

Molasses.

The second cargo of Porto Rico has been received. There is also quite a quantity of old held. In this last prices are being shaded. Outside of two or three who are importers dealers are not holding large stocks. In spite of the high price quite a large quantity of new Barbadoes has gone into consumption, prices being well below Porto Rico. Stock of this grade is not large.

Flour, Feed and Seed.

While there is no change in flour, the market is hardly as firm. Feed is firmly held at full prices. Oats are still held at rather high figures. Oatmeal is a very large stock; prices are still high. Beans are rather dull.

Fish.

Gaspereaux are still in light supply. It is yet early for shad. A few salmon have been offered. Dry codfish are still very high. Supply is light. Pollock are very scarce, and there is little demand. Smoked herring are low. Pickled are a very light stock. It is years since the market was so poorly supplied.

MANITOBA MARKETS.

Special Report from the Winnipeg Office of THE CANADIAN GROCER.

Quotations corrected by telegraph up to 12 a.m. Thursday, May 11th, 1905.

A SLIGHT decline in the volume of business has been reported by most wholesale houses since Easter week, but the general outlook is considered satisfactory. The snowstorm last week, although somewhat out of season, is generally regarded as a disguised blessing for the crops were in urgent need of moisture and the snow is considered better than rain. Western Canada is directly dependent upon the crop for the prosperity of her business men and the snowfall is probably worth millions to the country.

Sugar is still the most interesting item in the list. On Friday of last week there was another general decline of 10 cents, reducing the Winnipeg price to $6.10 for Montreal granulated in barrels. The outlook in sugar is uncertain, but lower prices are generally expected. In canned goods the only item of interest is the arrival of new supplies of canned pineapples, quotations for which are given below. New spices will arrive soon and some declines may be expected to take place then. "Crown Brand" syrups have been reduced. Prunes continue very firm and advances are expected. Many kinds of fish are now off the market, and since Lent trade has been less active. There is a strong demand for white fish and scarcely any on the market. Fresh supplies of Lake Winnipeg white fish are expected within a fortnight. Rolled oats and cornmeal have both been advanced.

Sugar.

A further reduction in sugar was announced on Friday of last week, too late to be recorded in The Grocer of May 5. At time of writing sugar is on a basis of $6.10 for Montreal granulated in barrels. Further reductions are expected in some quarters, but it is dangerous to predict what will be the outcome. Merchants are buying only for immediate requirements as is usually the case on a falling market. Subject to possible corrections in our "Last Minute Manitoba Markets," we quote as follows:

Montreal granulated, in bbls	6 10
" " in sacks	6 05
" yellow, in bbls	5 60
" " in sacks	5 55
Wallaceburg, in bbls	6 00
" in sacks	5 95
Icing sugar in bbls	6 70
" " in boxes	6 90
" " in small quantities	7 30
Powdered sugar, in bbls	6 50
" " in boxes	6 70
" " in small quantities	6 95
Lump, hard, in bbls	6 80
" " in ½-bbls	6 90
" " in 100-lb cases	6 80

Canned Goods.

Supplies of new canned pineapples are arriving and quotations will be found below. We quote:

Apples, 3's, 2 doz. cases, per case	2 15	2 20
Cherries, red pitted, 2's, 2 doz		4 40
Currants, red, 2 doz. cases, per case		3 35
" black, " "		3 75
Gooseberries, " "		3 50
Lawtonberries, 2's, " "		3 35
Pears (Bartletts), " "		3 50
Peaches, 2's, " "		3 75
" 3's, " "		3 75
Raspberries, red, " "		2 90
" black, " "		3 00
Strawberries, " "		3 50
Plums, Lombard, 2 doz. per case		2 35
" green gages, 2 doz. case, per case		2 50
Pineapples, 2's, sliced, 2 doz. cases, per case		4 25
" 2's, whole, " " "		3 75
" 2½'s, whole, " " "		4 50
" 2's, grated, " " "		4 50
Tomatoes, 3's, per 2 doz. cases		2 85
Corn, 2's " "		2 50
Peas, 2's " "		1 90
Beans, 2's " "	1 90	1 95
Salmon, finest sockeye, per case		7 00
" humpback, "		3 75
" cohoes, "		5 25
Boneless chicken, lb. tins, per doz		3 5
" turkey " "		3 25
" ducks " "		3 25

Spices.

New spices will be on the market soon and some reductions are expected then. In the meantime prices continue as follows:

Pepper, black, per lb	0 20
" white, "	0 28
Cayenne, "	0 21
Cloves, ground "	0 25
Cassia, "	0 18
Allspice, "	0 14
Ginger, "	0 18
Cloves, whole	0 25

Rice, Tapioca, Etc.

Firm, but no quotable change. Prices are:

Rangoon rice, per lb	0 03¾ 0 03⅞
Patna " "	0 04½
Tapioca, per lb	0 03½
Sago, "	0 03¼

Pot and Pearl Barley.

Prices continue as follows:

Pot barley, per sack	2 45
Pearl barley, per half sack (49 lbs)	1 70
" " sack	3 40

Syrups and Molasses.

"Crown Brand" syrups have been reduced. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 10
" " 5-lb tins, per 1 "	2 50
" " 10-lb tins, per ½ "	2 30
" " 20-lb tins, per ¼ "	2 25
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03¼
Barbadoes molasses in ½-bbls, per lb	0 04
New Orleans molasses in ½-bbls, per lb	0 02½
" " in barrels	0 02⅜
Porto Rico molasses in ½-bbls., per bbl	0 04½

Coffee.

Coffee continues easy in tendency. We quote:

Green Rio, per lb	0 10½ 0 10½
Roasted, per lb	0 13

Cocoa and Chocolate.

The price of Baker's chocolate in ½-lb. packages is 37c., and ¼ and ½-lb. packages of cocoa are sold at 42c. per lb.

Jam.

Upton's jam is quoted at 50c. per pail in Winnipeg. The Brandon price is 52c., the price in Calgary and Lethbridge, 57c., and the Edmonton price, 60c.

Tobacco.

The recently increased prices of Tuckett's tobacco are repeated this week. We quote:

T. and B. plugs, 3's, 4's and 9's, per lb	0 77
"Lily" plugs, per lb	0 69
"Crescent," per lb	0 66
Cut tobaccos, in 1-12 lb. package, per lb	0 89
" " in 1-5 lb. pouches, "	0 91
" " in ½ lb. tins	0 90
" " in 1 lb. tins	0 86

Nuts.

Quotations are:

Almonds, per lb	0 12½
" (shelled), per lb	0 28
Filberts	0 11
Peanuts	0 11½
Jumbos	0 14
Walnut, per lb	0 12
" (shelled) "	0 25
Pecans, per lb	0 15 0 16
Brazils, per lb	0 16

Foreign Dried Fruits.

Hallowee dates have been advanced to 5½c. per lb. Prunes are firm and likely to advance. As noted last week, apricots are expected to be a normal crop and opening prices for July and August delivery are low. We quote:

Valencia raisins, Trenor's, per case f.o.s	2 00
" selects	2 20
" layers	2 25
California raisins, muscatels, 3 crown, per lb	0 06½
" " 4 "	0 07½
" " choice seeded in ¾-lb. packages per package	0 06¾
" " choice seeded in 1-lb packages per package	0 08 0 08½
" " fancy seeded, 1-lb. packages, per package	0 09½

Clark's Sliced Smoked Beef

First in Quality

Because of the Packer's Experience

First in Sales

Because of the Buyer's Experience

EPPS'S

GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS **COCOA**

"QUEEN BRAND"

Our stock is rapidly disappearing, and we intend clearing out the balance this month. Before placing your order, write us for prices on Peas, Gallon Apples, Catsup and Raspberry Pulp in gallon tins.

IT IS WORTH YOUR WHILE TO DROP US A POSTAL.

BELLEVILLE CANNING COMPANY, - - - BELLEVILLE, ONT.

TRADE MARK

This design a guarantee of quality

WATERPROOF WRAPPING PAPER

For Express and Long Distance Packages. Put up in rolls 36 in. wide, 250 and 300 yards in a roll. Clean paper on both sides—waterproof substance in the centre—therefore it will not soil or stain delicate goods, as ordinary waterproof paper will. Practically odorless. May be used either for case lining or wrapping packages.

SAMPLES AND PRICES WITH PLEASURE.

CANADA PAPER CO. TORONTO LIMITED MONTREAL

Keep Posted on Sugar

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER, No. 138 Front Street, NEW YORK

Prunes, 90-100 per lb	0 04½
" 80-90 "	0 04½
" 70-80 "	0 05½
" 60-70 "	0 05½
" 50-60 "	0 06
" 40-50 "	0 07½
" silver "	0 08½
Currants, uncleaned, loose pack, per lb	0 05½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 06½
" Vostizzas, uncleaned	0 06½
Hallowee dates, new per lb	0 05½
Figs, cooking in bags, per lb	0 03¾ 0 04
Apricots, choice (present delivery), in 25-lb. boxes, per lb	0 13½
Apricots, standard (present delivery), in 25-lb. boxes, per lb	0 12½
Apricots, choice (July delivery), in 25-lb. boxes, per lb	0 10½ 0 11
Apricots, standard (July delivery), in 25-lb. boxes, per lb	0 10 0 10½
Peaches, choice, " "	0 12½
" standard " "	0 12
Pears, (choice halves) " "	0 12½
Nectarines, choice " "	0 11
Plums, choice (dark pitted) per lb	0 10½
Candied Peel—Lemon peel, per lb	0 09
Orange "	0 09½
Citron "	0 14

Evaporated Apples.

Prices are firm. We quote again as follows:

Evaporated apples (new), 50-lb. cases	0 07½
" " 25-lb. cases	0 08

Beans.

Hand-picked beans are quoted at $2.10 to $2.15 per bushel, and the ordinary grade at $2.

Butter Tubs.

There is a brisk demand for butter tubs. Prices are now as follows:

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

BUSINESS CHANCES.

ESTABLISHED BUSINESS—Largely groceries; large stock; big turnover; best town; speak quick. Box 590, Peterboro. (19)

THE LOCATORS — H. B. Herbert, General Manager, 62 and 63 Merchants' Bank Building, Winnipeg, Man., the largest business brokers in Canada.

GROCERY business, Winnipeg; stock seven hundred; monthly turnover twelve hundred; six hundred cash handles. The Locators.

CONFECTIONERY, fruit and cigars; stock $2,000; one of the best snaps in Winnipeg; daily turnover $150; fifteen hundred cash.

GROCERY—Stock three hundred; good Winnipeg proposition; cash wanted. The Locators.

GROCERY—On the best retail street of Winnipeg; established twenty-three years; turnover thirty thousand; stock and fixtures three thousand; half cash handles. Locators.

GROCERY STORE WANTED.

WANTED—Small grocery business, with dwelling attached, or will rent store and dwelling suitable for grocery business. Apply R. REAR, Drayton. (19)

SITUATIONS VACANT.

WANTED—First-class clerk for country general store, duties to commence June 1st or soon after, must have had experience. Apply, stating salary, references, etc., Box 246, CANADIAN GROCER, Toronto. (21)

GEORGE ADAM & CO.

Wholesale Grocery Brokers and Commission Merchants,

WINNIPEG, - - MANITOBA.

The big crowd is heading for Western Canada. Get them buying *YOUR* goods. You can do so by corresponding with *US.*

Members Western Wholesale Brokers' Association,



Any quantity f fish shipped. ADDRESS—Mail P. O. Box 791, WINNIPEG, Man.

Tubs, wooden hoops, 2 in nest, per nest		0 45
" " 3 " "		0 73
" wire hoops, 2 " "		0 63
" " 3 " "		1 00

Fish.

A number of kinds of fish are out of the market now, either through close season or because the fish supply houses are unable to obtain them. White fish is in brisk demand, but there is scarcely any on the market. Supplies from Lake Winnipeg are expected very soon. We quote:

Lake Superior trout	"	0 08½
Gold eyes	"	0 03
Blue fish	"	0 18
Mackerel	"	0 15
Red snapper	"	0 15
B.C. salmon	"	0 14½
Halibut	"	0 11
Flounders	"	0 05
"Halifax" brand salt cod, fish cakes 24-1's	"	0 11
"Acadia" " " " 20-1's	"	0 09
"Bluenose" " " " 20-1's	"	0 07
"Acadia" " " 2-lb. boxes	"	0 09
" " " 4-lb. "	"	0 09
" " shredded, 24 cartons per bx.		2 00
" " " bulk, in 15-lb. boxs.		0 08
Large Labrador and Nfld. salt herrings per 100 lb.		5 00
" " " " per 20-lb. pail.		1 20
Salt mackerel, in 20 or 30-lb. pails		0 12½
Innanhaddie, in 15 or 30-lb. boxes		0 08
Smoked halibut strips		0 11
Kippered gold eyes, per doz		0 50
Yarmouth bloaters, 60 in box, per box		1 75
Lobsters, fresh boiled, per lb		0 25
Caviar, extra, small jars, per jar		0 40
Frog legs, 6 doz. in box, per doz		0 40

Breakfast Cereals.

Oatmeal and cornmeal have been advanced. We quote:

Rolled Oats, 80-lb. sacks, per cwt	2 10
40-lb. " "	2 15
20-lb. " "	2 20
8-lb. " "	2 50
Cornmeal, in sacks, per cwt	1 65
" in ½ sacks, "	1 70

Buckwheat Flour.

Price is $1.70 per half sack.

Maple Products.

New maple syrup from Sutton, Quebec, in 5-gallon tins, is selling at $5. Sugar in quarter and half-pound cakes is selling at $3 per 25-lb. box.

Honey.

Prices are as follows:

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, 8 in case, per tin	1 00
" " 60-lb tins, per lb	0 07
Fancy comb honey, 2 doz. to the case, per doz.	2 50

Eggs.

In good supply. The prevailing price paid by egg buyers at country points is 11c. per dozen.

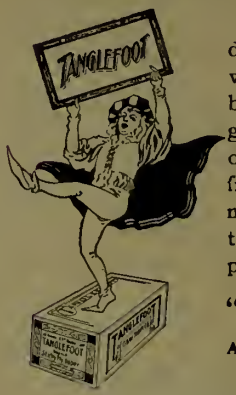
BIG CHANGE IN C.P.R.

A strong rumor is prevalent in well-informed circles that the C.P.R. are contemplating radical changes in the system of operating their western lines, namely, the handing over the work of the maintenance of ways department to private contractors. At the present time the maintenance of 6,000 miles of western lines entails an annual expenditure of $4,000,000, and if the contractors are able to see their way clear to do the work at a satisfactory figure it is thought that the C.P.R. will accept the best bid.

CABLE FROM JAPAN.

According to latest cable received by The Grocer from Yokohama the quality of tea showing on the Japan market which opened last week is better and prices rule ten per cent. lower.

"TANGLEFOOT" Sticky Fly Paper

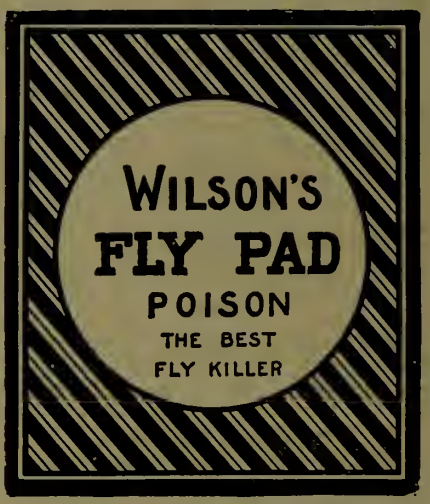


Is really the only device known that will catch and hold both the fly and the germ and coat them over with a varnish from which they cannot escape, preventing their reaching your person or food.

"Tanglefoot" Is Sanitary

Ask for "Tanglefoot"

Profit? Over 120 per cent. to you.



Stock the kind the housekeepers ask for. Avoid poor imitations.

COMMON SENSE

KILLS {Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.

TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

SALT SALT

TABLE, DAIRY AND CHEESE SALTS

FINE AND COARSE SALTS IN SACKS AND BARRELS

LAND SALT

C. R. COOPER

Toronto Salt Works

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

The Why and the Wherefore

There is a reason why **Blue Ribbon Tea excels** all other teas and why **favor** once won is **never lost.** That reason is the **Tea** itself.

Blue Ribbon *Ceylon* Tea

is the acme of tea excellence. Into it is imbibed all that **rich, creamy flavor** born of **superior growth,** aided by **delicate handling,** enhanced by discriminate picking—typifying, in one word, **Ideal.**

Blue Ribbon Tea is machine made. It constitutes only the young and, therefore, most **nourishing Tips,** and it undergoes the **strictest surveillance** from plantation to store. Put up in lead packages, permitting of no air nor moisture. **Worth 50 cents, but sold at 40 cents.** Order the **Red Label** line now—remember it's worth 50c., but sold at 40c.

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons

Hamilton Pottery **HAMILTON, ONT.**

Water Sets

B. H. M.

IN STOCK

READY FOR IMMEDIATE DELIVERY

Attractive Assortments, not too large, even for small dealers.

Packages of about $10 and $20 each.

FULLER PARTICULARS ON APPLICATION

BARNARD & HOLLAND CO.

MONTREAL

NEW ADDRESS :
CORISTINE BUILDING

FREIGHTS AND CHARTERS

DULLNESS still rules in freight for ocean tonnage. The prospects for improvement are good and there is every chance that a stiffening of rates will set in almost immediately. The volume of new business transacted is not great even this, the second, week of ocean navigation for the season from Montreal. Shippers say that the sharp decline in the price of wheat and corn on this side of the water was not responded to very freely in the Old Country and to between 2,000,000 and 2,500,000 bushels.

The early shipment of American corn and oats by the St. Lawrence route has been the cause of the increase. Last season at this time there was no American grain coming this way and none was booked for some time afterwards.

The first fruit boat has been unloaded and her cargo is to be sold on the docks. A number of American buyers have arrived in this city on the strength of the sale.

The different progressive railways are now putting on ice refrigerator cars to meet the demands of the large dairy produce trade which will set in at once. The C.P.R. and the Great Northern Railway have issued circulars to show just what territory will be covered and the days that the cars will be on the road. The I.C.R. and the G.T.R. have also announced their service.

To all shippers of dairy produce especial advice may be given to pay strict attention to these circulars and to follow the advice given by the different companies as all the arrangements noted therein will be kept to the very letter of the law. Last year a number of shippers lost considerable quantities of cheese and butter during hot weather just because they had failed to make sufficient note of the instructions given by the railway company. For instance, take the following lines: "Should any butter shipments be shut out owing to want of room in the iced cars, the shippers thereof must be advised to protect their property by returning it to cold storage until another iced car can be furnished." Further, this circular goes on to say: "Should they refuse to do so, they must be notified that the butter will remain at the station entirely at the risk of damage by weather, and the butter must be placed in a clean, dry part of the freight house."

Thus it may be seen readily that the railway companies protect themselves and shippers should pay great attention to the details insisted upon by the transportation authorities.

BERTH QUOTATIONS—Montreal.

Description.	Liverpool.	London.	Glasgow	Bristol.	Belfast.	Leith.	Aberdeen.	Dublin	Manchester.	Antwerp	Havre.
Lard, Beef, Pork, Tallow, Grease and Oleo in tierces, barrels or half-barrels	*13¼c	13/1½	15/9	15/	15/6	17/6	17/6	16/6	10/6	12/6	17/6
Bacon and Hams, Boxed Meats, Cases of Meat, and Lard in boxes and cases	*13¼c	13/1½	15/9	15/	15/6	17/6	17/6	16/6	10/6	15/	17/6
Canned Meats	*13¼c	13/1½	15/9	15/	15/6	17/6	17/6	16/6	10/6	15/	17/6
Canned Goods (gallon apples, fruit, soups, vegetables, etc.)	.....	13/1½	13/1½	†15/	†15/6	15/	15/	†16/6	.....	†12/6	15/
Oil, lubricating and other; also Wax; in barrels	10/6	12/6	15/9	15/	...	.....	.....	.....	10/6	12/6	.....
Oil-cake, Cottonseed Cake, Flour, Oatmeal, Cornmeal, Split-peas Starch, and Grape Sugar, in bags	6/6	7/	7/	*9c	10/6	10/	11/3	11/	7/6	*9c	11/3
Rolled Oats, Dog Flour, Flour Middlings, in bags	7/9	8/	9/4½	10/	16/6	12/6	14/3	17/6	8/9	10/	.....
Rolled Oats and other Cereals, papered, in cases	.....	10/	10/6	†15/	.....	.....	.....	.....	.....	†15/	.....
Glucose and Syrup, in barrels	8/9	12/6	12/6	10/	20/	.....	.....	22/6	8/9	10/	.....
Cheese, in boxes; also Condensed Milk	20/	25/	26/3	25/	.....	25/	30/	.....	20/	25/	.....
Butter, in cases and kegs; Cheese in crocks, boxed	25/	30/	31/6	30/	.....	30/	35/	.....	25/	30/	.....
Seeds, Timothy and Clover, in bags	12/6	15/	15/	12/6	.....	.....	.....	20/	12/6	12/6	.....
" Beans and Peas, in bags	10/6	10/6	10/6	10/6	20/	.....	....	17/6	10/6	10/6	12/6
Apples, Flour and Meal, in barrels	2/6	2/6	3/	2/6	.....	.....	.....	.....	2/6	2/6	.....
" and other Green Fruit, in boxes	12/6	15/9	15/9	15/	.....	.....	.....	17/6	12/6	15/	.....
" Evaporated, in barrels or boxes	7/6	10/	10/6	10/	17/6	.....	.....	.....	7/6	10/	.....
" Prunes and other dried fruit, in boxes	15/	20/	21/	20/	.....	.....	.....	.....	15/	20/	.....
Eggs, in cases or barrels	12/6	15/9	15/9	15/	.....	.....	.....	.....	12/6	12/6	.....
	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....

These rates are for general information only, and are subject to change at any time without notice; it is therefore important that all contracts must be reported by wire and confirmation obtained before closing with shippers, and unless specifically stated to be prompt shipment, or shipped within ten days after date of contract from the west.

The above rates are exchanged on basis of $4.80 to £1 Stg., excepting that when freight is prepaid, the ocean proportion of the through rate must be collected on basis of $4.86 to the pound sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

It is understood that when reporting Sack Flour engagements, a carload is considered 28,000 lbs.

It is also important that shipper's name be given for every engagement made.

* Rates quoted in cents are per 100 lbs. † Per 2240 lbs, No Primage via Montreal.

Steamship men believe in a firm market and space for all ports except Liverpool and Glasgow is booked for May. Some engagements have been made for June and the future looks well. There is another way of looking at the season's business so far. For instance, it is more than was done last year at the corresponding period. The grain engagements for the season so far amount to between 2,000,000 and 2,500,000 bushels.

Guava Jelly
Shelled Almonds
Indian Chutney

New Importations. Write for particulars.

W. P. DOWNEY,
26 St. Peter St. Montreal.



CAPSTAN BRAND
HIGH-GRADE TOMATO CATSUP

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see our travellers' samples.

The Capstan Mfg. Company
TORONTO, ONT., CAN.

Of Interest to Dealers in Fine Groceries

I carry in stock the FINEST and BEST ASSORTED lines of

French Table Delicacies

OLIVE OILS, TRUFFLES, PATE DES FOIS GRAS, VEGETABLES, PRESERVES, Etc.

I am the only Canadian importer of ***French Tomatoes,*** whole or sliced. These are the finest goods ever on this market. I have another shipment of nearly ***1,000*** Cases arriving per S.S. Montreal. Write me for particulars.

If you are looking for something fine and special in ***Sardines*** write me. I have values that will surprise you.

MY FIRMS ARE THE BEST IN FRANCE

J. H. CROSS
Direct Importer,
112 St. James St., : MONTREAL.

Quality

We make quality the first consideration in every line we sell you—we take no chances on goods we do not know to be thoroughly correct.

Prices

After quality, we consider prices. Some of our lines may cost you a trifle more than competing lines—the difference is due to extra quality and in the end it will pay you to pay the difference just as it pays us. Our prices are "right" on all lines and we invite comparisons.

Shipments

We are careful in our shipping department to see that goods go out promptly and when wanted, in good order; properly packed, checked and addressed. When complaints are made we go into them carefully and promptly.

Accommodating

We like to oblige our customers; it's a pleasure to us to supply information about goods whether it leads to a sale or not—we want you to feel that we are working in your interests as well as our own. You may not be one of our customers but we would like to know you and you to know us.

GORMAN, ECKERT & CO.
LIMITED
LONDON, CANADA
Makers of **Grocers' High-Class Specialties**

WE ARE ABLE TO GIVE OUR CUSTOMERS SOME LOW PRICES ON SPECIAL LOTS OF

Green Bananas

also

Navel Oranges

IT WILL PAY YOU TO KEEP IN TOUCH WITH US.

McWILLIAM Mc. AND E. EVERIST

TORONTO, - - ONTARIO

WILL HAVE FOR NEXT WEEK

4 Cars N. C. Strawberries
4 " Bananas
2 " Pineapples

AND FULL SUPPLY OF ALL OTHER

Fruits and Vegetables.

FRUIT AGENCY WANTED IN BRITAIN

Green and Canned, not Jams

House, with **20 years' connection,** in N.E. of England wants sole selling agency for that district. Unimpeachable business and bank references given. Only first-class firms represented.

J. W. LEAKE, - SCARBOROUGH

30 BARWICK STREET

Tel. Ad. "Leake, Scarborough."

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886

The

DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets. TORONTO

DRIED APPLES

We pay highest market prices for bright dry quarters and make prompt remittance.

The W. A. GIBB CO.

Packers and Exporters

5 and 7 Market St., HAMILTON

GREEN FRUITS
AND VEGETABLES

THE Thamesville Canning Factory has been leased for a term of years by four business gentlemen of Thamesville—C. A. Watts, D. J. Davies, H. J. Obeay and G. A. Fraser—and will be run under the name of the Thames Canning Factory. They have their acreage nearly completed, and everything well under way to start canning for the coming season. They will can corn and tomatoes, and expect to put up a brand that will equal anything on the market.

* * *

The new seedless apple has been pronounced a fraud by English experts.

* * *

W. B. Stringer & Co., fruit brokers, Toronto, have sold out their buying brokerage business to T. Smith.

* * *

New crop Bahamas pineapples are expected to be shipped in the course of the next three or four weeks and latest reports from the Islands indicate quality of maturing crops as of a high grade, and while the quantity offered is not excessive, prices remain at last year's low figures.

* * *

According to the Canadian Associated Press the Dominion Government is inviting tenders for a refrigerator steamship service between St. John, N.B., and London, England. The idea is to assist in the development of the export trade in Canadian fruit and produce.

* * *

Luther Burbank, of Santa Rosa, California, has succeeded in producing from a potato vine a luscious white, delightfully-palatable fruit that makes excellent preserves, and which he has called "pomato." The new fruit is smaller than a potato, and its meat is white. Its flavor is that of a fruit rather than a vegetable.

* * *

The apple shipments for the past season from Atlantic ports were 2,381,014 barrels. Of the number 666,354 were shipped from Boston, 636,047 from New York, 304,175 from Portland, 367,681 from Montreal, 354,275 from Halifax, 19,874 from St. John, 8,500 from Wolfville, N.S., and 24,108 from Annapolis. The shipments last season were: 3,462,759, and in 1903: 2,461,933 barrels.

* * *

The growing of citrus fruits on a commercial scale in Northern and Central California, while comparatively a new enterprise, is becoming each year of greater importance, and the output is rapidly increasing. Fortunately for the growers in that section of the State, their fruit ripens nearly two months earlier than that raised in Southern California, so that the marketing of the two crops is for the greater part done at different times, and they do not come into competition with one another.

Ontario Markets.

GREEN FRUITS.

Toronto, May 11, 1905.

NOTWITHSTANDING the cool weather the trade report a very satisfactory week's business in green fruits. Bananas have been literally slaughtered on this market during the past few days. One day last week there were no less than 15 cars on track, all of which were disposed of in good time. One member of the trade reports that he has never seen so many bananas disposed of on the Toronto market in such a short time. The steamer Jacona's cargo, which was sold in Montreal on Friday of this week attracted a large number of Toronto wholesale fruit men. Fuller details of the sale will be given next week.

Pineapples are 50c. easier in price than they were a week ago, and California navel oranges are selling at from $3 to $4.25 a box.

The price of strawberries fluctuates from day to day. At the close of the market, however, quotations were from 14 to 18c. The Chicago strike has seriously interfered with the arrival of stuff from California, particularly new cherries, very few of which have arrived on this market so far this season. Our quotations are as follows:

Bahama grape fruit	....	5 00
Havana pines per case	3 00	3 50
California navel oranges, per box	3 00	4 25
Oranges, Mediterranean sweets, per box	3 50	4 00
New messina lemons, 300's, per box	2 25	2 75
" 360's, per box	2 25	2 50
Bananas, large bunches, crated	1 40	1 60
Bananas, 8's, per bunch, crated	0 80	1 00
Bananas, 7-hand bunches, off track	0 65	0 75
Red bananas, per bunch	2 00	2 25
Apples, Winter varieties	1 25	3 50
Sweet potatoes, bush. crates	....	3 00
Cranberries, Jerseys	6 50	7 00
" per case	....	2 50
North Carolina strawberries, per quart	0 14	0 18

VEGETABLES.

A steadily-increasing volume of trade is reported in green vegetables, the only new arrival for the week being out-door rhubarb, which is quoted at 40c. per dozen bunches. Potatoes are slightly easier in price. Florida celery is down

to $2.50 to $3 per case. Southern rhubarb is out of the market. Florida tomatoes are 50c. easier than a week ago. New carrots are 25c., waxed beans 50c., and Charleston cabbage 25c. easier than last week. Florida cucumbers have arrived on this market and are selling at $2.75 to $3 per hamper. We quote the following prices:

Greenhouse lettuce, per dozen bunches	0 25	0 30
Greenhouse radishes, per doz. bunches	0 40	0 50
New Baltimore radishes, per hamper	1 25	1 50
Dry Mint, per doz bunches		0 20
Parsley, "		0 20
Sage, per doz		0 20
Savoury, per doz		0 15
Carrots, per bag		0 60
Beets, per bu		0 60
Beets, per bag		0 75
Dry onions, per bag	2 25	2 50
Dry onions, per basket		0 60
Onions, Yellow Danvers, per bush. crate		1 50
Bermuda onions, per crate	1 75	1 90
Egyptian onions, per crate	3 00	3 25
Green house water cress, per doz.		0 25
Potatoes, carlots on track Toronto, per bag	0 55	0 65
Potatoes, per bag		0 75
" car lots, Eastern	0 66	0 67
Parsnips, per bag		0 75
Cabbage, per doz	0 45	0 75
Turnips, per bag	0 30	0 35
Florida celery, per case	2 50	3 00
Hothouse cucumbers, per doz.		1 75
Florida cucumbers, per hamper	2 75	3 00
Oyster plant, per bush		1 25
Oyster plant, per doz. bunches		0 50
Greenhouse rhubarb, per doz	0 75	1 00
Outdoor rhubarb, per doz. bunches		0 40
" onions, large bunches		0 50
" " per doz		0 15
Southern rhubarb, per bush box		1 25
Florida tomatoes, per case	3 50	4 25
New beets, per doz. bunches		1 00
Spinach, per bush. hamper	0 80	0 90
Asparagus, per doz. bunches		1 50
Mushrooms, Illinois, per lb	0 80	0 90
Bermuda potatoes, per bush		2 50
New carrots, per doz. bunches		0 75
Waxed beans, per bush. box		3 00
Charlestown cabbage, per bbl. crate		2 25
Egg plants, per bush. crate	4 00	5 00
Kale, per bbl	1 75	2 00
New radishes, per doz. bunches		0 40

Quebec Markets.

GREEN FRUITS.

A tour of the fruit market shows a little quietness in the trade, although some lines, such as oranges, are selling well and meeting with a good demand. Dealers expect business to develop shortly and have good prospects for this season's trade. Among the steamers newly arrived the Jacona has a large cargo of fruits, consisting of 15,000 boxes of Messina lemons, 13,000 boxes Messina oranges, 2,500 half boxes Messina oranges, 200 half boxes Messina lemons, 2,000 boxes Catania oranges, 10,000 boxes Sorrento oranges and 1,500 boxes Sorrento lemons, which will be sold by auction on Friday, the 12th inst. Oranges are expected to bring a fair price on account of good demand. Also 2 cars of pineapples will be sold this week at from 50 to 75c. per crate cheaper, according to opinion of dealers. We quote:

Bananas		1 50
Cocoanuts, per bag of 100		3 50
Pineapples, 24 to case		3 50
" 30 to case		3 00
Cranberries, finest dark		11 00
" dark		9 50
Jamaica grape fruit, per box		4 00
Florida grape fruit, per box		5 00
California navel oranges, per box	3 50	4 00
New Messina lemons 300's	1 75	2 50
" " 360's		2 00
Apples Winter varieties	2 50	5 00
Sweet potatoes, per bbl		6 00
Almeria grapes, per bbl	8 00	9 00
Tomatoes, Floridas, crate	3 50	4 00
Lettuce, Boston		1 20
Strawberries		0 15
Florida celery		4 00

VEGETABLES.

Trade is good and steadily gaining in activity. Demand is gradually increasing and is fair in all lines on account of low prices. Early vegetables are selling freely at prices quoted and a still better business is expected for the following weeks. Florida celery is coming in good quantities and selling well. There are also arrivals of potatoes and Florida tomatoes. The new stock is in fine condition and meeting with good demand. We note a fall in prices:

Florida tomatoes, crate	3 00	3 50
" celery "		3 50
" cucumbers, basket		3 00
Hot-house " per doz		1 50
Bermuda onions, per box		2 25
New cabbage, per crate		3 00
Green and wax beans		4 50

"Florida Tomatoes"

Prices are greatly reduced, can be now retailed at 15c lb. Ours are Packing House goods, uniform pack and ripeness.

"Godinez Brand" Pineapples

Prices are down to low level, and advise taking hold for canning purposes.

WHITE & CO., WHOLESALE FRUIT, PRODUCE AND FISH, TORONTO

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

SUCCESSORS TO

Husband Bros. Co., Toronto; S. M. Culp, Beamsville; C. P. Carpenter & Son, Winona; Griffith & Wolverton, Grimsby; Titterington Bros., St. Catharines.

Car of Mexican Oranges, special, $3.00 Box, all sizes.
Pineapples—Try a few cases; they will please. Prices right.

W. B. STRINGER J. J. McCABE

ASK YOUR DEALER FOR ST. NICHOLAS LEMONS

W. B. STRINGER & CO. Fruit Brokers, 61 Front East, TORONTO.

EXTRA FANCY

Ripe Bananas, cheap.
"Golden Orange" brand Navels

Best Navel Oranges packed.
This brand is packed EXCLUSIVELY FOR US IN CANADA.
Send us your orders and get the BEST.

HUGH WALKER & SON, GUELPH, ONT.

This is the House! This is the Season!

STRAWBERRIES, TOMATOES, CUCUMBERS, CABBAGES, Etc.
are arriving at our premises freely

Look into Our Prices.

The F. T. JAMES CO., Limited, 76-78 Colborne St. TORONTO

STRONG
DURABLE
LIGHT



POROUS
AND
CHEAP

RUSH ORDERS

or Flower Pots, Fern Pans, Saucers, etc., filled on day of receipt.

Assortments No. 1 and No. 2 at $5.10 and $4.15 respectively are good buying. The waste is eliminated.

The FOSTER POTTERY CO.
HAMILTON. Limited

The Right Place
is a conspicuous spot on your shelves, and

The Right Article
to be there is

SAN-TOY STARCH

Ask your wholesaler about it or write us direct,

J. H. MAIDEN
Agent, MONTREAL

3 Lines to Sell

Sutton's Ammonia Essences

(Worcester)

Sauce

Write for list and particulars to

G. F. SUTTON SONS & CO
KING'S CROSS
London, Eng.

Asparagus, doz. bunches	4 00	4 50
Potatoes, carlots	0 50	0 55
Less than carlots	0 55	0 65
Bunch lettuce, per doz. bunches	....	0 75
Radishes, per doz. bunches	....	0 50
Mushrooms, per lb	....	0 90
Mint, per doz. bunches	....	0 20
Parsley, "	0 35	0 75
Sage, per doz	....	1 00
Savory, per doz	....	1 00
Beets, new, per doz	....	1 50
Egg plant, per dozen	....	2 00
Green onions, per doz	....	0 15
Egyptian onions, per bbl	....	2 50
Red onions, per lb. 3½c., per bbl	....	5 00
Yellow onions, in 80-lb. bags, per bag	....	2 50
Green house water cress, per doz	....	0 50
Green cucumbers, per basket	....	5 50
Green cabbage, per bbl	....	1 75
Waxed beans, per bush	....	1 05
Cauliflowers, home grown, per doz	....	2 50
Green peppers, per basket	....	0 75
Spinach, per bbl	....	2 25
Cucumbers, per doz	1 50	1 75

Manitoba Markets.

GREEN FRUITS.

Oranges are advaneing and ehanges will be noted below. We quote:

Oranges, fancy Washington navels, 96's and 112's, per case	3 25	3 50
Oranges, fancy Washington navels 126's, per case	....	4 00
Oranges, fancy Washington navels, 150's to 250's	....	4 50
Bitter oranges (for marmalade), 200's and 240's.	....	2 50
Lemons, fancy California, 300's to 360's, per case (10c. off 5 case lots of oranges and lemons)	....	4 00
Bananas, fancy Limons, per bunch	2 50	3 00
Apples, fancy XXX Spies, per bbl.	....	6 00
" fancy XX Spies, "	....	4 50
Pineapples, per doz	3 50	4 00
Strawberries, quarts, 2 doz. in case, per case	....	4 00

VEGETABLES.

We quote:

Egyptian onions, per lb	....	0 04½
Native onions, per lb	....	0 04
Carrots, per bush	....	0 40
Beets, "	....	0 80
Turnips "	....	0 40
Potatoes "	....	0 65
Celery, per doz	....	1 20
Florida tomatoes, per basket	1 00	1 10
Lettuce, per doz	....	0 50
Radishes "	....	0 50
Parsley "	....	0 40
Mint "	....	0 45
Green onions, per doz	....	0 30
New California cabbage, per lb	....	0 04

FREIGHT CONDITIONS ABROAD.

MR. H. D. ANNABLE, general freight agent for the C.P.R. in London, Eng., who was in Montreal a few days ago, says that Canadian trade in Great Britain is dull at present. The lumber market is dull, and in other respects as well very little business is being done. On the eontrary, the merehants of Britain are reaehing out to the colonies and the steel manufaeturers, for example, are doing now what they never did before—sending travelers to Canada. In that way a great deal of business is being done between merehants in Canada and the manufaeturers in Sheffield direct.

Mr. Annable is of the opinion that this eondition will beeome inereasingly apparent as the years go on, and the population of Canada becomes larger. It is a good sign, he thinks, at the present time, however, showing, as it does, that the English merehants are awaking to the necessity of adopting new methods. "England is not as backward as some people out here would have you believe," he remarked.

The merehants over there are now hustling for all they are worth. Possibly it may be true that in the past they have succeeded in spite of their methods rather than because of them, and may be said so again, but that will not be for long. The British merchant will remain in the vanguard.

The Name
DIAMOND

has a sound of Value and Purity about it, but the name DIAMOND on a can of Syrup means not only Value and Purity, but delicate, distinct flavor and aroma of fresh Sap Syrup direct from the sugar bush.

All Jobbers.

Sugars Ltd., = Montreal



Sixty Years of Popularity

COX'S GELATINE may now be had in a new form as

COX'S INSTANT POWDERED GELATINE

It dissolves instantly in hot water. No trouble. Recipes in every box.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH.

The GRAY, YOUNG & SPARLING CO., Limited
Salt Manufacturers

Granted the highest awards in competition with other makes.

WINGHAM
Established 187

45 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.



Trade-mark.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

No Chemicals are used in their manufacture.

Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use.

Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above trade-mark is on every package.

Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 86 St. Peter St., Montreal

A Delicious Cup of Coffee

Our 1-lb. tin ***"CLUB"*** brand ***COFFEE*** at ***33*** cents per lb. is without question the best value on the market. WE know it, YOU can prove it by asking us to send you sample—test it yourself. Supplied either whole roasted, or ground.

Cultivate your coffee trade, it will pay you, by buying the best—***"CLUB" BRAND.***

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

"Red Shield" Pickles

Mixed and Chow ***16-oz. Bottles***

PACKED 7 DOZEN IN BARREL

Unquestionably the Best 10-Cent Pickle on the Market

WARREN BROS. & Co., - - TORONTO

1/2



ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, Montreal

Flett's

PICKLE CERTAINTY

Buying pickles with the name "Flett" on the bottle is not a game of blind man's buff. It is pickle certainty. "High quality is assured."

ROSE & LAFLAMME

Agents, MONTREAL

MHS

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

DIAMOND EIGHTS

give the biggest profit to the RETAILER

ELITE

gives all the profit a line of its character will stand.

BOTH

give satisfaction to the consumer.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO. JOS. E. HUXLEY, WINNIPEG.

A TRADE WINNER FOR GROCERS.



The full flavor the delicious quality, and the absolute purity of Lowney's Cocoa distinguish it from all others. It is a natural product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the nutritive and digestible product of the choicest Cocoa Beans. A quick seller and a profit maker for dealers.

THE WALTER M. LOWNEY COMPANY,
No. 447 Commercial Street, BOSTON, MASS.
CANADIAN BRANCH: 530 St. Paul St., Montreal

BEAUCE MAPLE SUGAR

FINEST PRODUCED

D. RATTRAY & SONS

Import and Export Agents

QUEBEC Montreal OTTAWA

CONDITION OF GROWING FRUIT CROPS

CORRESPONDENTS of The Grocer report as follows on the growing fruit crops throughout the Province of Ontario:

E. E. Adams, Leamington.

Peach trees here have stood the Winter very well, but the fruit buds are largely killed out. While the Crawford class are completely cleaned out, many of the more hardy varieties are showing a good quantity of fruit, and I should say, judging from what few peach trees we have here in bearing, that we will have 20 per cent. to perhaps 25 per cent. of a crop. Plums promise a good crop. I have not examined pears as yet. Cherries will be a good crop.

Strawberries will give a far better crop than last season, from the fact that during the Winter of 1903-04 a large quantity of the plants were killed out by frost. Many growers had almost none, while from last Spring's plantings, which have now come through the past Winter in good shape, I fully expect to see a nice crop. I am not sure that we will have a larger apple crop than last season, as we had a good crop then. A little later on more perfect information can be given.

I may say that the tomato crop for shipping to grocers or others throughout Ontario promises to be about normal from the present outlook. The crop of early cabbage will be much larger from the fact of larger plantings which are now in the ground. Wax beans, green peas, green corn, musk melons, cucumbers also will be in larger supply than formerly. This business is assuming large proportions here and paying well. My own sales from vegetables alone, all grown on my own farm, amounted to $2,000 last year, and I purchased nearly $3,000 worth from my neighbors to supply the trade. There are several growers here whose sales run from $1,000 to $3,000 in a season. Peaches have been somewhat of a "disaster" to many growers here, for we no sooner get an orchard in bearing than extreme frosts come and clean them out. I have lost over 5,000 trees in the last 7 years.

J. Depew, Southend.

Strawberries and other fine fruits look very promising at the preeent time for a good crop. Peaches, plums and pears also promise well. It is too early to give any close information in regard to the apple crop, but as far as I can judge they show a good average crop. The acreage of strawberries will be larger than last year.

This report covers the County of Welland and extends to Niagara-on-the Lake.

L. Wolverton, Grimsby.

The past Winter has been favorable for a good fruit crop. The peach trees are in excellent condition and are full of fruit buds. So are the cherry trees, even tender varieties of English sweet cherries being well laden with fruit buds. Pears look well, especially Duchess and Bartlett. Apples promise a fair crop. Not, perhaps, a very heavy crop of Baldwins, but a good crop of Spys may be expected. Strawberries promise well.

E. L. Jemmett, Beamsville.

The prospects for fruit, generally speaking, are very good at present. Peach trees have stood this last Winter all right, but at least 10 per cent. were killed the Winter before; this, together with the large acreage destroyed by scale and frost in other districts, would indicate that peaches will be good property for several years.

Strawberries will be much more plentiful here than last year; but not an extra large crop, and the canners are already offering a good price for them. Raspberries promise well, but owing to the canners' demand, will be about the same price as last year. Plums are likely to be cheaper than last year. There are not many apples grown here.

Milton Backus, Chatham.

Strawberries are just coming into bloom and have come through the Winter in fine shape. Pears promise a full crop. The Alexander and other early peaches promise a light crop, early Crawfords a medium crop, and Elbertas and Crosbys a full crop. Snowapples are a failure; Spies a full crop, also Baldwins and greenings promise a medium crop. Most other varieties will yield medium crops. It is a little early to give a comprehensive report as vegetation has made but little progress during the last three weeks.

C. H. Crysdale, Oshawa.

Fruit prospects up to date in this section are all that could be desired. There is, however, yet danger of a late frost and, therefore, for a week or so the prospects cannot be definitely estimated.

J. C. Smith, Burlington.

Peaches wintered well and promise a full crop. Plums, pears and apples also wintered well and promise an abundant bloom. Strawberries stood the cold weather well, but owing to the very dry Fall of 1904 did not make as many vines as usual. Therefore, I hardly look for as good a crop as last season. Raspberries and blackberries promise an average yield.

Jas. Hiscott, Virgil.

Peach trees, where cared for, have wintered fairly well. Many orchards have disappeared through the scale aad lack of care. Apples look well, yet, on account of the abundant crop of last season, one can scarcely look for more than a quarter crop this year. Strawberries promise well.

B.C. Correspondent.

A correspondent in British Columbia writes that it is too early to make forecasts of the fruit crop. So far, however, the prospects are much better than the average at this time of the year. The fine weather of late has had



Open up well.

The average customer is pleased at first sight with Mooney's

PERFECTION CREAM SODAS

The package itself is attractive and inspires confidence.

But the important point is that Perfection Cream Sodas open up well.

They Look Fresh
They Taste Delicious
They Inspire Confidence

in the grocer who supplied them. They clinch the customer's trade.

Better order a few clinchers now.

3-lb. Cards or Tins.

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

a splendid effect on the orchard bloom and the fruit is already setting. Everything now depends upon the early May weather.

S. M. Culp, Beamsville.

It is a little early yet to know what the fruit will be like; the buds are just opening, and from appearances everything has stood the Winter well and prospects are good at present for a fruit crop.

I do not know yet what the apple crop will be like; re strawberries, I have been making inquiries to find out if there is as large an acreage bearing this year as usual and have not received the information yet.

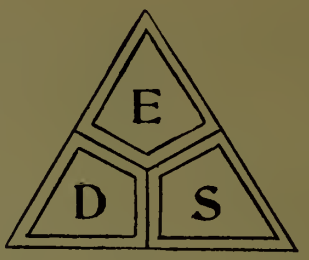
Mr. Titterington, St. Catharines.

The small fruit crop promises to be better this Summer than it has been for a number of years past. One reason for this is that fruit growers have realized that to get the best results they must use every means to endeavor to overcome the scale pest. All the up-to-date growers have adopted the spraying method which, while it is an expensive and tedious process, not only increases the yield, but greatly improves the quality of the fruit as a whole. This season's crop will probably convince growers that the time and expense incurred in spraying is a good investment.

PREPARING FOR NEXT YEAR.

The trade of St. John, N.B., are beginning to prepare for next Winter's export business, and at present it looks as if at least one new wharf would be built. A movement is reported to be on foot, on the part of the contractors for the West India steamers, to have St. John cut out as a port of call. The feeling in St. John is that the Government will not consider the proposition seriously because of the large trade interests involved and the fact that the port of St. John is excellently situated for import and export business. The St. John Board of Trade have taken a strong stand on the question.

THE SIGN



The Sign
E. D. S.
on
Jams, Jellies, etc.,
is a sign of worth. It is a sign that Smith, of Winona, the man with a standard, is the maker. What more could you desire?

E. D. SMITH'S
FRUIT FARMS
WINONA, - - ONT.

We beg to advise the Grocers of the Dominion that we are making the finest **MILK CHOCOLATE** produced in the world, and are using pure Canadian Milk.

COWAN'S COCOA (Maple Leaf Label) Absolutely Pure.

THE COWAN CO., LIMITED, TORONTO

Spring Drink

VAN HOUTEN'S COCOA

Spring Food

The Grocer who recommends Van Houten's Cocoa confers a favor on his customer that the latter will appreciate.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

We could talk here for a month and tell you all about how much better our COFFEES are than anybody else's, but what you want is Coffee that will sell and please your customers, and build up your Coffee Trade. Do you know that there is a lot of money for you in handling ***Piper's Coffees*** —you can prove this by letting us know what kind you want. We will satisfy you on every count—quality, price and treatment. Write us.

A. M. PIPER & Co.,

116 Jarvis Street, TORONTO, ONT.

Our Quebec Trade

PLEASE take notice that the well-known and reputable firm, Messrs. Boivin & Grenier, Quebec City, have the sole right of our goods for that Province and are having a fresh stock sent on from week to week.

They have mostly a full range of our goods in stock and all orders entrusted to them will have the same attention as if sent us direct.

Imperial Biscuit Co. Limited

Biscuit and Confectionery Mnfrs.

GUELPH

Toronto Branch: 60 Front St. E.



THEY Sell Well

Show a Nice Profit

Give Satisfaction.

WHY?

Because they are

CANADA'S BEST

ROSE & LAFLAMME - - MONTREAL

The faith of the many has never been shaken in the product on which we have built up a big business—**Orange Meat**—and never will that faith be shaken. It is our pleasure to have many patrons, and all these have been won by merit — the **Orange Meat** itself. We trust to have still more patrons; yet no matter what increased favors we receive in the future, we shall continue to manufacture only the highest grade of

Orange Meat

Orange Meat is a delicacy the value of which need not be reiterated. There is scarcely a home but what has tried it and in many cases uses it regularly. **Orange Meat** as a breakfast food finds many friends, and this friendship is not usually of the evanescent order. Our **Orange Meat** is the one you should handle, because it is Canadian-made, because it is well-made, and because we have a reputation for honest dealing and good goods.

Let us hear from you.

THE FRONTENAC CEREAL CO., LIMITED

Kingston, Ont.

Flour and Cereal Foods

Grain Prospects.

CORRESPONDENTS throughout the grain-growing sections of Ontario report that the season is distinctly backward. The lack of moisture is a serious consideration in most localities, notwithstanding the fact that wheat and clover came through the Winter in good condition. With rain and sunshine from the present time onward there will be a much better Fall wheat crop than was harvested last year, when large areas were ploughed up because of Winter-killing. Reports from Manitoba and the Territories are generally cheerful, the tone of the weekly railway crop reports just issued being more favorable than was looked for. Seeding has been practically completed, only a small percentage remaining to be done. Some points still report dry weather, and the sudden cold snap has retarded growth in Manitoba, though not to any great extent. Parts of Assiniboia and Manitoba have suffered badly from heavy winds drifting the seed on dry soil, and it is estimated that 10 per cent. of this must be re-sown. The acreage already seeded shows considerable gains over the same period last year, the open Fall having enabled farmers to do a larger amount of plowing than usual.

World's Wheat Crop.

STATISTICS of the world's wheat production for 1904, according to Bradstreet's, show a decrease of 68,129,000 bushels, or 2.1 per cent., as compared with 1903, which was the record year. With the exception of 1903 no other recent year shows a yield above 3,000,000,000 bushels excepting 1902, which yielded 3,148,404,000 bushels. The following is a detailed statement:

(Three figures omitted.)

	Bushels.	
Countries.	1903	1904
United States	637,822	552,400
Ontario	22,583	13,030
Manitoba	41,381	40,397
Rest of Canada	20,000	23,000
Mexico	12,000	12,000
Chili	13,000	13,000
Argentina	100,636	120,598
Uruguay	5,240	7,000
Great Britain	49,144	38,043
Ireland	1,176	1,040
Total U. K.	50,320	39,083
Norway	260	300
Sweden	5,547	5,417
Denmark	4,461	4,000
Netherlands	4,258	4,300
Belgium	12,350	12,500
France	364,320	296,606
Spain	128,979	110,000
Portugal	8,000	4,000
Italy	179,200	150,400
Switzerland	4,000	4,000
Germany	130,626	139,803
Austria	46,198	53,646
Hungary	161,958	137,078
Croatia-Slavonia	14,664	10,274
Bosnia Herzegovina	3,923	3,000
Total Aus-Hungary	226,743	203,998
Roumania	73,700	53,738
Bulgaria	38,582	42,000
Servia	10,885	9,186
Montenegro	300	200
Turkey in Europe	26,000	23,000
Greece	8,000	7,000
Russia proper	454,596	514,182
Poland	19,255	21,241
North Caucasus	77,941	81,055
Finland	150	150
Total Russia-Europe	551,942	616,628
Siberia	48,670	—
Central Asia	20,995	48,142
Transcaucasia	40,437	42,000
Total Russia in Asia	110,102	90,142
Turkey in Asia	33,000	33,000
Cyprus	812	2,283
Persia	16,000	16,000
British India	297,601	357,162
Japan	21,000	21,000
Algeria	30,000	26,087
Tunis	7,523	10,519
Egypt	11,000	12,000
Cape Colony	2,000	2,000
West Australia	1,017	1,935
South Australia	6,555	13,626
Queensland	6	2,514
New South Wales	1,635	28,196
Victoria	2,650	29,425
Tasmania	905	791
New Zealand	7,693	8,140
RECAPITULATION BY CONTINENTS.		
North America	733,786	640,827
South America	118,876	140,598
Europe	1,828,372	1,726,159
Asia	478,515	519,587
Africa	50,523	50,606
Australasia	20,461	84,627
Total	3,230,533	3,162,404

Discriminates Against U.S.

The New York Produce Exchange have registered a protest against the new German tariff, which they claim will impose a discriminative duty on exports from the United States in favor of European countries, particularly Russia.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

To please your customers is to hold their trade—

BORDEN'S



"Eagle" Brand
of
Condensed Milk

and



"Peerless" Brand
of
Evaporated Cream

are lines that always please on account of their absolute purity and healthfulness.

They pay you better than any other lines on the market.

WILLIAM H. DUNN, - MONTREAL

JOS. IRVING, 92 Wellesley St., TORONTO.

ERB & RANKIN, Halifax, N.S.
SCOTT, BATHGATE & CO., Winnipeg, Man.
W. S. CLAWSON & CO. St. John, N.B.
SHALLCROSS, MACAULAY & CO., Victoria and Vancouver B.C.

We beg to call the attention of the trade to the fact that we have the most modern machinery for manufacturing the following goods:

Rolled Oats
Gran. Wheat
Gold Dust
Family Oatmeal
Ground Wheat
Sd. and Gr. Oatmeal



Pot and Pearl Barley
Ground Oats
Flaked Wheat
Split Peas
Pea Meal
Ground Corn
All kinds of Feed

Consequently the goods are the best in the market.

PHONE, WIRE OR WRITE US FOR QUOTATIONS.
PROMPT DELIVERY IN MIXED CAR LOTS OR OTHERWISE.
LETTER ORDERS A SPECIALTY.

WM. McCANN MILLING CO., OFFICE and MILLS FOOT JARVIS STREET **Toronto**

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Good Chance for an Ad.

HAVE you ever thought of the most attractive spot in a cigar store for an ad? Nearly all the experts have exhausted the opportunities, but recently a new one occurred. It is the little lamp where the light is kept burning to ignite the oil-covered torches. As a rule the lamp is red and this glass is blank, and it is amazing why the American Tobacco Co. or some other equally enterprising concern does not get up some nice lamps, say of the Moorish type, with letters burned in the glass so that the light, however faint, would show off the name. Have two or three or a dozen different kinds of globes and change them frequently. This would draw attention and could not escape the most casual observer. Grocers who wish to be first in the field with a novelty can make a hit by suggesting this idea to travelers and make it mutually profitable.

Boldness in Cigar Ads.

"The best cigar for five cents in all Canada," is the striking card that appears from day to day in a well-known city cigar retail shop. It has really been a surprise to the dealer himself to find the number of people who have called just to ask if it is a fact that he has the best cigar in all Canada. The credulous public do not believe everything that is put in the windows, but it is the nerve of the man who puts it there that inspires the benefits of advertising which lie in just such acts as these. The caller is interested by the cleverness of the man behind the counter and it is like all other business propositions—to get a hearing is the main chance.

Then this is just a hint. Think of the manifold ideas there are to be evolved from this one: War pictures in a window as adopted by Mr. Michaels of Montreal, and the latest theories of the Japanese-Russian war.

Get up a vote for the most popular fireman and give a good prize; it will pay well. Then if you do not believe in the prize business. get up a nice hand-painted card, showing a man looking very comfortable and cosily smoking one of your specials, put the name on it and put your name prominently on the box of tobacco lying on the table which may be painted on the card.

To get your name known is to draw business to that name, and all your personality will be carried with you provided you should move from one place to another.

Big Grocer's Tobacco Department.

The howlers regarding grocers handling cigars and tobaccos should subside after they learn of the well-known firm Fraser, Viger & Co., of Montreal, making such strides in their tobacco department. Here is a firm acknowledged to be a leader in the Dominion, and surely it should serve as a model for the smaller houses everywhere. The firm have made an elaborate extension of their department of cigars, cigarettes and tobaccos. The department has been assigned special quarters in the rear of the warehouse, in the Nordheimer building, and it will now be conducted under the management of Mr. Charles P. Macklaier, a connoisseur in catering to the smoker's pleasure.

The new quarters have been fitted up in an attractive style, and the department will carry a complete line of smokers' supplies, with special attention to the higher grades of tobaccos, cigars and cigarettes. The firm is sole agent in Canada for the smoking mixtures of the London manufacturers, Carreras, whose Craven mixture was made famous by Barrie, in "My Lady Nicotine," under the name of "Arcadia." It is also sole agent for Carreras and Marcianus cigarettes, Craven mixture cigarettes, the Marcian cigarettes, and the Savory cigarettes.

In cigars, the department carries complete lines of imported goods, ranging in prices from $7 to $28 per hundred, and including such world famous brands as Murias' "Presidentes," Manuel Garcia's "Invincibles," Villar & Villar's "Colonels," Henry Clay's "Perfectos," and Eden's "Deliciosos." In addition to complete lines of these manufacturers, the department also carries cigars from many such houses as Upmann, Diaz y Garcia, and Bock y Ca.

The present extension of this department is, it is understood, an initial step towards a still further extension of the business in this direction.

A New Tobacco Store.

Beauty is written all over the commodious new premises of the Havana Import Co., which opened in Montreal last Monday, May 8. Horse Show week

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

TOURIST TIME

is not far off. Perhaps you will recall your last year's experience—how that the men from Uncle Sam's land—inveterate Cigar Smokers—asked you for a *good* cigar. Some of you didn't keep cigars at all ; some did, but you weren't too sure of the cigars you sold ; and some of you set forth our **Pebble** for a 5-center, and our **Pharaoh** for a 10-center, with pride and with assured confidence. You sold and sold again. What about Cigars for 1905 season ? Hadn't you better write us about it ?

J. BRUCE PAYNE, LIMITED, Mnfrs., Granby, Que.

Letters to Tom, the Grocer.—No. VIII.

HAMILTON, May 12, 1905

Dear Tom :

That typewritten letter you sent out to your customers the other day, filled in with names and signed by you, and sent out with a 2-cent stamp, was good business, and we hope you will keep it up whenever you get hold of another particularly good line.

Have you a list of smokers ? It would be a good thing to send out a letter to them, cracking up ***T. & B.*** (10-cent size) We'll be glad to help you with the letter. Think it over.

Yours truly,

GEO. E. TUCKETT & SON CO., LIMITED.

Per J.

gave the firm opportunity to decorate their windows with flowers and curtains, also pictures of horsey character. The interior is fitted up in a style never before seen in Canada. The walls are all solid marble and interlaced with mirrors. Fresh cut flowers were disposed throughout on the counters and cabinets, while solid glass partitions right up to the ceiling divide show rooms, where may be seen the choicest products of the tobacco leaf. At the rear is a magnificent lounging room fitted with leather couches and fine easy chairs. The location of the new place is in the old stand made famous on St. James street by Hymans, and is just at the head of St. John street, handy to the brokers, lawyers and wealthy smokers and about-town spenders, as well as being a convenient rendezvous for contractors and politicians. The proprietors deserve public congratulation for their enterprise.

C. B. Desrochers & Cie. have registered as tobacconists, Montreal.

McDOUGALL'S
CLAY PIPES
THE BEST IN THE WORLD
D. McDOUGALL & CO., Glasgow, Scotland.

SWEET CAPORAL


CIGARETTES
STANDARD OF THE WORLD
Sold by all Leading Wholesale Houses.

KING—BUFFALO KING—BUFFALO
K B K B K B K B
King Buffalo Cigar
A First Quality Cigar. A winner from the word go. At 5 cents there isn't a mate for it made. Smoke one to prove it. Sample free.
$35 00 per M. All the advertising matter you desire to help sell it. Express paid on sample hundred if cash accompanies order ; also on all time orders of ½ M. or over. Smokers : Return pockets, and thereby secure set of fine art pictures.
CANADA CIGAR CO., Makers, LONDON, ONT.

The Enormous Increase
in the sale of our Tobaccos has established in the most solid fashion the fact that
The Public Likes Them.

SMOKING
Tonka
Solid Comfort
Pinchin's
Hand Made

McALPIN
Consumers'
Tobacco Co.,
Limited, Toronto

CHEWING
British Navy
King's Navy
Beaver
Apricot

WM. BRAID & COMPANY



TEA AND COFFEE IMPORTERS

The Big Tea and Coffee House of the Great West

We are the largest importers of Teas, Coffees and Spices in the Canadian North-West. We deal in them exclusively, therefore are in a position to take care of your smallest orders or handle your largest ones—Satisfaction guaranteed.

Write us for samples and quotations.

VANCOUVER, B. C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

May 11, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—	
Bee" brand, 48 5c. pkgs., per case	$1 75
" " 27 10c. pkgs, "	2 00
" " 10 25c. pkgs, "	1 75
Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
3 doz.	12-oz.	3 40
½ doz.	2½lb.	10 50
¼ doz.	5lb.	19 75

JERSEY CREAM BAKING POWDER.

¼ Size, 5 doz. in case	$0 40
½ " 4 " "	0 75
1 " 3 " "	1 25
2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	75

Freight paid. 5 p.c. 30 days.

MAGIC BAKING POWDER.



Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ¼ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ¼ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

"BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	$3 50
" " 36 10 "	4 00
" " 24 16 "	4 50
"Beaver" brand, 24-16 pkgs	4 80



EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ½ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box	$1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.



JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

Bee" brand, 5 oz., cases, 60 pkgs.	2 25
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 45
" 5-doz. 10c. "	0 90

Boeckh's Brooms.

Bamboo Handles, A, 4 strings	$4 50
" " B, 4 "	4 20
" " C, 4 strings	3 95
" " D, 4 "	3 70
" " F, 4 "	3 40
" " G, 3 "	3 10
" " I, 3 "	2 70

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	0 18½

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 25
Chocolate—	per lb
Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 23

Icings for cake—	Per doz.
Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs.	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ½-lb. boxes	1.30



"The best business man is the one who learns wisdom from his own mistakes."

If you have made the mistake of not keeping

Paterson's Camp Coffee Essence

Learn wisdom—and learn it as soon as possible—you may have a call for Paterson's any time, as it is a fast seller, and then it looks so bad to be "just out."

ROSE & LAFLAMME, MONTREAL
AGENTS.

SHREDDED WHOLE WHEAT

A GOOD FOOD IN STORE

The best foods you can have in your store are

Shredded Whole Wheat Biscuit and Triscuit

These products are the standard wheat foods of today and the most popular. They sell easily and are steadily demanded. They are marketed in a straightforward manner, with no premium, gift or other schemes to create bother and expense for you. ¶ This year they will be more heavily advertised than ever before. Be ready for the demand which they will bring to bear upon you.

The Canadian Shredded Wheat Company Limited

Niagara Falls Centre, Ont.
Toronto, Ont.

FRY'S.

Chocolate—	per lb.
Caracas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb tins, 4½ doz. to case, per doz.,	$ .90
1 " " 4 " " "	2.40
½ " " 2 " " "	4.75
1 " " 1 " " "	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.



	Per lb.
Mott's Brome	$0 36
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ¼s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ¼s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
remium No. 1 chocolate, 12-lb. boxes	$0 35
anilla chocolate, 6-lb. boxes	0 47
erman sweet, 6-lb. boxes	0 26
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins	40c.
6-lb. boxes, 12 boxes in case, ½-lb, tins	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins	40c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44
Sweet chocolate powder—	
6-lb. boxes, 12 boxes in case, ¼-lb. tins	32c.
6-lb. boxes, 12 boxes in case, ½-lb. tins	34c.
Premium chocolate—	
6-lb bxs., 12 bxs. in case, ¼-lb. pkgs	33c.
12-lb. bxs., 6 bxs. in case, ¼-lb. pkgs	33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs	35c.
Medallion sweet chocolate—	
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs	44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	44c.
Milk chocolate—	
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs	35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	35c.
Vanilla sweet chocolate—	
3-lb. bxs. 24 bxs., in case, ¼-lb. pkgs	32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	32c.
Tid-Bit chocolate—	
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs	30c.
12-lb. bxs., 6 bxs. in case, ½-lb pkgs	30c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ¼-lb. pkgs	23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs	23c.

Condensed Milk.

Anchor" brand, cases 4 doz., per case $5 00
" evap. cream, op. 4d. " 4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20





TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.) $4 65
"Reindeer" brand per case doz) 5.60





Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" 2 lb. tins, cases, 15 tins	8 70
"Beaver" coffee, 24-1 lb. pkgs	4 80
"Sun" brand, 25 and 50 lb. tins—	
Gem, roasted or ground	0 30
Extra, " "	0 26
Fine " "	0 22
Fancy " "	0 18
"Beaver" (ground only compound)	0 15

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20

Higb Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 12

JAMES TURNER & CO.

	Per lb
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and band-picked Mocha	0 50
1-lb. fancy tins cholce pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 60

100 lb. delivered in Ontario and Quebec.

Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	10 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers an Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

The consumption of Corn Syrups in Canada has, during the past few years, nearly doubled itself. One of the leading factors to this increase, if not THE leading factor, is the magnificent quality of

"CROWN" Brand

TABLE SYRUP

PUT UP IN TINS—

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ½ Brls. **Kegs and Pails.**

Freight paid on 5 cases and over to all railway stations East of North Bay.

It is the acme of production of the pure essence of the finest selected corn, absolutely pure, clean, golden, healthy and nourishing. Every one using it, likes it. Try a case of 2-lb. Tins—for sale by every jobber.

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT.
Works: CARDINAL, ONT.
164 St. James St., MONTREAL, P.Q.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
doz. packages (12 to a case)	0 75
doz. packages (12 to a case)	0 95

Cleaner.



	Per doz.
4-oz. oans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents

The Davidson & Hay, Limited, Toronto

Fly Pads.



Wilson's Fly Pads, in boxes of fifty 10 cent packets, $3 per box, or three boxes for $8.40.

Food.

Robinson's patent barley ½-lb. tins	$1 2 5
" " " 1-lb. tins	2 2 5
" " groats ½-lb. tins	1 2 5
" " 1-lb. tins	2 2 5

	Per doz.
"	5 doz., at.. $ 1 40
"	1 doz., at.. 1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1
2-lb. tins, 2 doz. in case per lb.	0
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 06½
7 and 14-lb. wood pails per lb.	0 06½
30-lb. wood pails "	0 06½
Pure Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—	
1-lb. glass jars (16-oz. gem) 2 doz. in case per doz.	1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper per lb.	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5-lb. boxes per lb.	0 40
"Acme" pellets, 5-lb. cans per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$ 3 60
3 cases "	3 50
5 cases or more	3 40

Matches.

UNITED FACTORIES, LIMITED. Per case.

Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

WALKERVILLE MATCH CO.

	1 case.	5 cases.
Parlor—		
Imperial	$5 75	$5 50
Best	3 75	3 50
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins per doz.	0 85
" ½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins per lb.	$ 0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars per jar	0 70
1-lb. jars "	0 25



Orange Meat.

Cases, 36 15c. packages... $4.50
5 case lots.... 4.40 (Freight paid.)
Cases, 20 25c. packages... 4.10
5 case lots.... 4.10 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

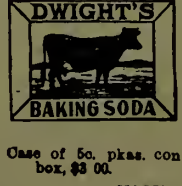
Cement stoppers (pints) per doz.	$ 2 30
Corked " "	

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case) $1 45

Soda.

COW BRAND.



Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 60 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. "}	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 55
5 cases	2 75

"BEE" BRAND.

"Bee" brand, 8 oz., cases, 120 pkgs.	Per case
" " 10 oz., cases, 96 pkgs.	$2 75
" " 16 oz., cases, 60 pkgs.	

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors per gross	$10 20
" " black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 60
Straw hat polish "	10 20

Many Books Sold at $1.00 are worth ten times their price to those using them.

$1.00

"100 Good Ads. for a Grocery Store,"

sold by us at $1.00, is worth easily a dollar in suggestiveness, to say nothing of 100 ready-made ads. for the busy man.
Sent on approval if desired.

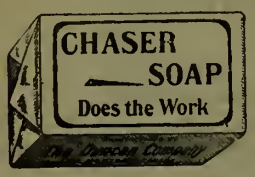
THE CANADIAN GROCER, 10 Front St. E., Toronto

BABBITT'S.



Babbitt's "1776" 6-oz.pkgs.$3.50 per box. 5 boxes as freight paid and half box free.
Babbitt's "Best" soap, 100 bars $4 10 per box.
Potash or Lye, bxs each doz., $2 per box.

WM. H. DUNN AGENT.



CHASER SOAP.

case $2 40
Special quotations for quantities.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 04½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
"Bee" brand starch—	
" laundry, 64-12 oz. pkg. per case	$5 00
" " 32-12 " per ½ "	2 50
" corn starch 40-16 oz. pkg. " "	3 00
"Sun" borated starch, 40-16 oz. pk. per case	3 00
" borated starch, 50 box. 100 lb. keg	0 06½
" laundry " 50 " " " "	0 05½
"Gem" " " 100 & 200 lb. kegs	0 05½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 04½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 06½

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 06½
Durham corn starch, 40 lb.	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 04½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 26 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½



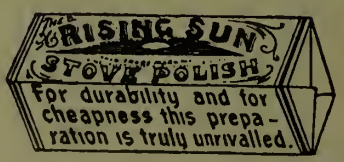
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

SAN TOY STARCH.

10c. pkges, cases 5 doz., per case.... 4 75

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



W. H. DUNN, AGENT.



Enameline No. 0 38 4 bxs., ea. 3 dz.	
Enameline No. 0 65 6 bxs., ea. 3 dz.	
Enameline liquid, bxs, ea. 0 80 3 doz.	
Blackene, 5-lb. 0 10 cans, per lb.	
Enameline stove dressing, per doz.	0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

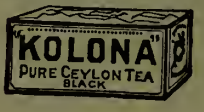
5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70



Teas.

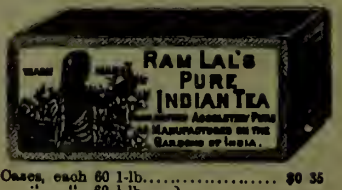
SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 35	0 50
Gold Label, 1's	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c	0 23
Green Label, " 40c	0 26
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. / 30 ½-lb.	0 35
" " 120 ¼-lb.	0 36



LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND

	Wholesale.	Retail.
Red Lacel, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 10	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" 1 40-lb. boxes	$0 42½
" 11 40-lb. boxes	0 40
" III 80-lb. boxes	0 35
EMD AAA Japan, 40 lb "at	0 30
" AA " 40 "	0 27½
Blue Jay, basket fired Japan, 70 lbs.	0 27½
"Condor" IV 80-lb. "	0 30
" V 80-lb. "	0 26½
" XXXX 80-lb. boxes	0 22½
" XXXX 30-lb. "	0 23½
" XXX 80-lb. "	0 20
" XXX 30-lb. "	0 21
" XX 80-lb. "	0 18½
" XX 30-lb. "	0 19
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½
"Condor" Ceylon black tea in lead packets	
Green Label, ½s, ¼s and 1s, 60-lb. cases retail	0 25 at 0 30
Grey Label, ½s, ¼s and 1s, 60-lb. cases retail	0 30 at 0 35
Yellow Label, ½s and 1s, 60-lb. cases retail	0 35 at 0 26
Blue Label, ½s, ¼s and 1s, 50-lb. cases retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases retail	0 at 0 40
Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 39
Amber, 8s. and 3s.	0 39
Chewing—Stag, bars, 10½oz.	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s.	0 44
" Currency, 12 oz bars, 12s.	0 47
" " 6½s. and 12's.	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½oz b'rs, sp'o'd 6½	0 51
" Pay Roll, 7s and 6½s.	0 39
" Fair Play, 8s. and 13s.	0 36

Vinegare.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 42½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 45
100 10c. "	7 80
100 5c. "	3 90

1 case 50 5c. packages free with 5-case lots
Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz
Washboards, Victor	$1 30
Crown	1 35
Improved Globe	1 50
" Standard Globe	1 60
" Original Solid Globe	1 80
" Superior Sld. Bk. Globe	1 95
" Jubilee	1 90
" Pony	0 90
Diamond King (glass)	2 90
Tubs, No. 0	11 25
" " 1	9 00
" " 2	8 00
" " 3	7 00
Pails, No. 1, 2 hoops	1 85
" No. 3, "	2 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz.	1 05
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " 3 doz. 5c.	1 00
" " 3 doz. 10c.	1 00

CANE SUGAR SYRUP

We have a very fine lot of Choice Pure Cane Sugar Syrup, bright, sweet and heavy.

In Barrels, Half-Barrels, 2-lb., 3-lb., 5-lb., 10-lb. Tins.

For prices and samples write to

The Dominion Molasses Co.,

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GEO. MUSSON & CO.,	TORONTO
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GEO. H. GILLESPIE,	LONDON
JOSEPH CARMAN,	WINNIPEG



The merry month of May

ushers in the season for green stuff on the table and a demand on the grocer for a good wholesome vinegar. There's nothing like

CIDER VINEGAR

for this use, the pure juice of the apple.

Had you not better get in a position to supply a vinegar that will make the housewife's dishes more palatable?

GOLDEN RUSSET BRAND

will do it. Write for terms.

THE W. H. WILSON CO., LTD.
TILLSONBURG, CANADA

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For Retailing

By JOHN H. BLAKE

PART I.

The Tea Gardens of the World.
Tea from Seed to Leaf.
Tea from Leaf to Cup.
The Tea Marts of the Orient.

PART II.

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Where to Buy Teas.
Is it Wise to Place an Importation order?
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How to Establish a Tea Trade.
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We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

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COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of keeping it always in Stock.

Salt and Pepper Shakers



with

Non-Corrosive Tops

We cannot overstate their merits. They never corrode, never rust, never become dented, never gather verdigris, never require polishing and cleaning and are always bright and beautiful under all conditions in addition to keeping salt dry.

We have the exclusive agency for this line for Canada and would like you to write us for particulars of a sample or trial package we are sending out.

Gowans, Kent & Co.
Toronto



"Perfectly clean from our kitchen to your customers."

You are the merchant we want to convince—you are the one we know will do better and more profitable business if you sell

Wethey's Mince Meat

The best way to get you thoroughly sure of this is to have you ask your customers. They'll tell you that Wethey's is the best, cleanest, most wholesome on the market. Ask them and see.

J. H. Wethey, Limited
ST. CATHARINES, ONT.

Purveyors by Warrante Royale

Established in ye yeare 1706

Crosse and Blackwell

Ye Olde Sauce & Pickle House.

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THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision and Food Stuffs Trades of Canada.

VOL. XIX. MONTREAL AND TORONTO, MAY 19, 1905. NO. 20.



The Blueing of the clothes in the Laundry is always associated with the words

Keen's Oxford Blue

the selling of

Keen's Oxford Blue

by the grocers of Canada is always profitable.

Sold Everywhere in One Ounce Squares—FULL WEIGHT.

Stick

to Christie's Zephyr Cream Sodas if you want your Customers to Stick to You.

Christie, Brown & Co.,

TORONTO and MONTREAL Limited

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 25

"GANG WARILY"

With many patent preparations it is necessary when the off season arrives to "gang warily." They are boomed for a season and then drop out. This is one of Nature's Laws, that everything that is not of use disappears.

MATHIEU'S SYRUP
Of Tar and Cod Liver Oil

has always been a ready, steady seller. It has been a force on the market through many seasons. **There** is no off season where it is concerned People get the cough habit even in summer; they are apt to drop into your store for a bottle of Mathieu's Syrup.

Don't be out of stock. They will naturally infer you are not abreast of the times. The sale is sure, the profit worth having.

No doubt your customers often speak to you about their aches and pains, Neuralgia, Headaches, etc. The best thing to alleviate these things is

MATHIEU'S NERVINE POWDERS

You can always safely recommend them. In fact they will sell themselves if displayed somewhere.

J. L. MATHIEU CO.,
PROPRIETORS, SHERBROOKE, P.Q.

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We are producing some nice goods these days, and the people are hearing about them. You have been told quite a bit about ***Peacock Brand Cream Cheese,*** but we also manufacture A1 grades of :: :: :: :: ::

Unfermented Wines

of all kinds. We are now making a special line of ***Grape*** and ***Cherry.*** These wines are totally non-alcoholic, manufactured right here on Francis Street, and manufactured by men who know the business. This is a trade, Mr. Retailer, that means sales if looked into.

The BATES MANUFACTURING CO.,
Limited
9-11 Francis St., TORONTO.

National Licorice Co.



Y. & S., SCUDDER and M. & R. Brands of **PURE STICK LICORICE,** Acme Licorice Pellets, M.& R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.
Illustrated Catalogue on request



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is pure, unadulterated and appetizing. It is made from high quality ingredients, and from a first-class recipe. Price, $1.20 dozen. 2 dozen in a case. In 5-case lots, freight prepaid. Order through your wholesaler.

PALM GROVE GOLDEN DATES

½-lb. and 1-lb. packages, 4 dozen in a case. Every grocer should handle dates put up in this way, as they are much cleaner than when in bulk. We guarantee these dates to keep for any length of time.

The Merchants' Mfg. & Supply Co.
58 Colborne Street, TORONTO

The "Thistle" Brand Fish



The fact that for twenty years we have sold the "Thistle" Brand of Canned Haddies, Kippered Herrings, etc., is pretty good evidence of the high standard of quality of the goods. By high quality we mean, first, the very best fish put up in the very cleanest way; second, the preservation of the rich, delicate, natural flavor by prompt action after the fish are caught.

There has never been any attempt by the owners of the "Thistle" Brand to produce their goods as cheap goods—quality has been their watchword first, last and always. They have never pretended to compete on the basis of price and they never will. The "Thistle" Brand is to be the best by every test and regardless of expense.

The Manager of the company is unsurpassed as a fish-curer, as his father was before him. The buyers of the "Thistle" Brand can be absolutely sure of perfection. It is the standard from which the quality of all other brands is judged.

Not the Cheapest but Always the Best

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Have you got something you wish to ship in these cars?

We will reship, sell or store for you. Write us.

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Brandon, Man.

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Increase your business by appointing us your Western Representatives. If you have anything to sell write us.

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Wholesale Commission, Teas and Geueral Groceries. Established 30 years.
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Write me for snaps in Ceylons, Blacks and Green, also Japans, Gunpowders and Young Hysons, direct consignments. Buy direct from producer. I am quoting Kippered Herrings, plain and in tomato sauce, inside prices. Write for quotations.

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Established 1885

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WHOLESALE GROCERY BROKER and MANUFACTURERS' AGENT
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COMMISSION BROKERS.
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Member Western Wholesale Brokers' Association
Union Bank Block, Rooms 722 and 723
Winnipeg, Man.
Open for good Canned Goods Agency
Correspondence Solicited

Stuart Watson
Manufacturers' Agent and Wholesale Commission Broker.
WINNIPEG, MAN.
Highest References. Correspondence Solicited.

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Wholesale Grocery Brokers and Commission Merchants,
WINNIPEG, - - MANITOBA.
The big crowd is heading for Western Canada. Get them buying *YOUR* goods. You can do so by corresponding with *US.*
Members Western Wholesale Brokers' Association,

EASTERN MANUFACTURERS
—AND—
SHIPPERS.
All **EYES** are turned on
MANITOBA AND THE WEST.
WE
Represent some of the leading houses in
CANADA and the U.S.
INCREASE YOUR TRADE. WRITE US.
NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.

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Canned Goods, Apples, Grain, Maple Syrup and all Canadian products.

WE EXPORT
English and Continental Groceries, Sweetmeats, Oils, Colours, Chemicals, etc.
Let us hear from you.

T. B. BOWYER & CO.
80a Fenchurch Street, London, Eng.

Anything That's HEINZ Is Safe To Buy.

Heinz Pure Food Products Stand All Tests

The grocer who puts on his shelves any one of Heinz 57 Varieties may rest perfectly sure that he has something which is pure and which will pass the pure food laws of any state.

Moreover, when the grocer sells Heinz products to his customers he guarantees them to suit the taste of everyone. If any one of Heinz Varieties fails to please we authorize the grocer to return the purchase price. *Ask us about our free Retailers' Advertising Service.*

H. J. HEINZ CO.
PITTSBURGH, - - U.S.A.



There is no such a thing as neglecting the smallest detail in the manufacture of

Sterling Brand Pickles

We know that perfection consists in watching the little things and in every particular the greatest care is exercised in the manufacture of these famous pickles.

This is why grocers find that these pickles give satisfaction to the most exacting customers and bring them back again.

THE T. A. LYTLE CO., LIMITED
MANUFACTURERS "STERLING" BRAND PICKLES
124-128 Richmond St. W.
TORONTO, CAN.

BY ROYAL APPOINTMENT

CEREBOS TABLE SALT

Used like Common Salt but contains the Vital Phosphates of Whole Wheat.

USED IN ALL THE ROYAL HOUSEHOLDS AND ALL THE BEST HOTELS AND FAMILIES IN EUROPE.

Sold wholesale by the following firms:

Quebec: Whitehead & Turner.
Montreal: D. H. Rennoldson.
Ottawa: H. M. Bate & Sons, Ltd.
Kingston: Geo. Robertson & Son.
Toronto: W. G. Patrick & Co.
Hamilton: James Turner & Co.
Winnipeg. The Kenneth Mackenzie Co.
Victoria: R. P. Rithet & Co., Ltd.
Vancouver: Kelly, Douglas & Co.

SALT

ALL KINDS

PROMPT SERVICE NO BETTER PRICES

VERRET, STEWART & CO.

MONTREAL

It is a remarkable fact that once your customers try the **good, pure, clean, healthy** teas of

JAPAN

No other grades will please them. There is something so distinctly satisfying about them that every person of taste must like them.

Try some of your particularly critical customers with **JAPAN TEA**. You will make a friend of him or her.

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND"

MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.



ROSE & LAFLAMME, AGENTS, MONTREAL.

Flett's

A Pickle Fact

Pickle sales jump up as soon as you push **FLETT'S.**

High quality the reason.

Satisfied customers the natural result.

ROSE & LAFLAMME

Agents, MONTREAL

MHS

Made in Canada

These words are the key to the success that every true Canadian heartily desires for this fair Canada of ours!

Why should we buy goods of any description that are made in a foreign country? The making of foreign goods does not give employment to our artisans. It does not retain money in this country.

Why use Foreign Salt? We have CANADIAN SALT that is superior to any foreign salt that is made.

Why not help build up Canada by using

Canadian Salt

and thereby employ Canadian labor, Canadian works, and Canadian capital?

Demand of your wholesale grocer Canadian Salt, and if he does not keep it write to us for prices and samples.

ADDRESS

THE DOMINION SALT AGENCY

LONDON, ONT.

Telephone No. 1971

Offices: 2nd FLOOR MERCHANTS' BANK BUILDING. Entrance on Queen's Avenue.

Red Feather



Ceylon Tea

BLACK - GREEN - MIXED

There is so much more satisfaction in selling a good tea—a forty cent grade—than a cheaper line. You make more money and your customer is better pleased. "Red Feather" tea has come to stay and is already finding a ready sale. You should have it.

One grade only. Retails at 40 cents.

RED FEATHER TEA CO., TORONTO

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT



¼-lb. tins—3 doz. in case.

SOLD BY ALL JOBBERS

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

BOOKS FOR BUSINESS MEN . . . . . .

Manufacturing Cost

This book is a new departure in the way of a book on "cost accounting." In it you find treated the principles of the science instead of a description of what some one else has done. Other people's systems do not interest you unless you can apply them to your own uses, hence only those which can be applied to your own needs are touched upon.

Pamphlet about it sent on request.

Handsomely Bound in Cloth $3.00, CARRIAGE PREPAID

Thorne's Twentieth Century Book-Keeping and Business Practice

A new and model work on Book-Keeping. Not a re-written work, but an absolutely new book from cover to cover. Not an old or out-of-date method or illustration in it.

If you are a book-keeper you cannot do without it.

If you are a business man it will be worth money to you.

Pamphlet about it sent on request.

350 pages, Bound in Half Leather $3.00 POST PAID

Business Short Cuts

The largest, the best, the most practical book of experts' short cuts ever published. Some of these systems, methods and schemes get $50.00 a day for their originators.

Pamphlet about it sent on request.

160 pages, fully illustrated, Bound in Art Boards with Title Label in Two Colors $1.00 POST-FREE

Successful Advertising—How to Accomplish It.

By J. Angus MacDonald

A book that is a veritable mine of suggestions to merchants—not a book of theory, but a book of practical value. While it is a text book on advertising, its chief value lies in the help it gives to the merchant who wants ideas—ideas that will make his business bright, that will stimulate sales.

Easily worth its price

400 pages, Cloth $2.00 POST PAID

TECHNICAL BOOK DEPARTMENT

The MacLean Publishing Co. Limited
10 Front St. E., TORONTO

A Perfect Polish

YORK

Liquid or Paste. Quick, clean, brilliant. 10c. and upwards.
Free sample with every order.
Sample free to any dealer for trial.

ANGLO-CANADIAN SUPPLY CO.
3 Wellington St. E., TORONTO

To the Wholesale Trade

We are now fully equipped and prepared to give quotations for the Manufacture of any Woodenware Specialties.

Our Shelf Box is selling itself. Write for prices.

The Bennett Mfg. Co.
Pickering, Ont.

GROCERS, ATTENTION!



What is your most valuable asset? Is it not your list of customers? What is most necessary to insure the success of your business? Is it not public confidence? By using **THE TOLEDO SCALE** which **INVITES** every **CUSTOMER TO SEE THAT YOU GIVE THEM JUST WHAT THEY ASK FOR**, you gain **PUBLIC CONFIDENCE**, thereby **ADDING TO YOUR MOST VALUABLE ASSET**, your list of Customers, and the great point is that you accomplish this without having to give down or over weight. No springs, no poises to shift, and no weights to lift on and off; the goods weigh themselves, absolutely correct, and do it instantly.

A postal will prove the foregoing. Think and act.

DEAN & McLEOD, Canadian Agents

TOLEDO COMPUTING SCALE CO.,
21 John St. South, Hamilton, Ont.



SCRUBBING

Is back-breaking and heart-breaking work. Women want to get rid of this trial. Sell them

The Tarbox Self-Wringing Mop

Not the common kind that won't do good work, but a mop with a good substantial cotton mop cloth and a device that makes it self-wringing.

Your Jobber Sells Them.

TARBOX BROS., Toronto

Butchers, Merchants and Hide Buyers

Should write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freights. He pays full market values. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.



They Cost Something, Of Course.

But enough Allison Coupon Books to last a year won't cost as much as the amount you will lose by the careiessness of your clerks in forgetting to "charge up" numerous small purchases; and disputed pass-book entries, where you have to allow your customer's kick, or lose him.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON "GLEANER"
might bring inquiries. Better write for rates to
I. C STEWART, Halifax.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

...ESTABLISHED 1849...
BRADSTREET'S
Capital and Surplus, $1,500,000. Offices throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying, and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

—OFFICES IN CANADA—

HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

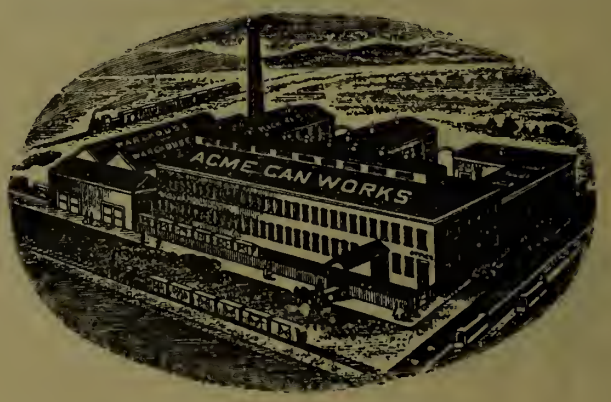
THOS. C. IRVING, Gen. Man. Western Canada Toronto.

Brunner Mond & Co.'s
WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda
Casks, 560 lbs.

Winn & Holland
Montreal
SOLE AGENTS FOR CANADA.



When In Need of Cans, Serve Your
Best Interests and Consult Us

Acme Can Works
make the largest assortment of any factory in America of TIN CANS by the latest up-to-date antomatic machinery

We are the only makers in Canada of
KEY-OPENING MEAT CANS, POULTRY CANS.
They are our specialties.

Manufacturers for Canada of—

Jewett's Self-Heating Can.

We solicit inquiries for prices on

Baking Powder, Oil, Syrup, Lye, Paint, Varnish, Condensed Milk, Poultry, Fruit, Vegetable } Cans
Lard, Syrup, Butter } Pails

ACME CAN WORKS
Ontario Street East, - - MONTREAL, P.Q

Arriving on next C. P. R. Steamer

1,500 cases of

Choice French Goods

from

Bayle & Fils Freres

P. M. Loubrie

and other leading French packers

Ask for quotations for

Macaroni, Vermicelli, etc., best quality on the market—Marseilles product.

Tapioca—all sized packages.

Pickles—choicest brands from France.

Mustard, in fancy decorated jars, of latest designs.

Let me hear from you if you want the best goods at right prices.

J. H. CROSS

Direct Importer,

112 St. James St., : MONTREAL.



The business of this store increased 25% following the installation of

WALKER BINS

Store fixtures have three distinct uses: your own use and convenience, the convenience of your customers, the IMPRESSION on your customers.

This latter is a real and tangible force for business-building. A good impression means increased business.

Stores fitted up by us have improved the character, quality and volume of business. The fixtures soon save their cost.

WALKER BIN FIXTURES will last your business lifetime and look their best all the time.

May we submit plans and prices?

Write for Booklet

The Walker Pivoted Bin and Store Fixture Co.

HEAD OFFICE: Board of Trade Building, TORONTO.



GREIG'S WHITE SWAN Jelly Powders and Cake Icings

ALL TRUE FRUIT FLAVORS.

Goods that the most exacting housewife can always depend on—goods, too, that give the dealer a nice profit.

The Robert Greig Co., Limited

White Swan Mills

TORONTO

More Light-

That's what we all need. You'll get it by using "BON AMI"—the best window cleaner known.

HASN'T SCRATCHED YET

A Metal Polish and Glass Cleaner unequalled.

W. H. GILLARD & CO., HAMILTON

Wholesale Grocers, Tea and Coffee Importers.



AS TO CHARACTER

It requires ***CHARACTER*** *in goods to hold the public.*

During 25 years ***WOOD'S COFFEES*** *have been building, maintaining and developing a character that now stands with the highest.*

Increase in public estimation, increase in sales, and ***INCREASE IN ADVANTAGE TO THE GROCER,*** *have marked their progress.*

It is because they are known as pure, finely blended, beautifully roasted Coffees, that ***WOOD'S*** *are so popular and so widely distributed.*

CANADIAN FACTORY AND SALESROOM
428 ST. PAUL ST., -- MONTREAL.

If you were offered a bonus of 50 cents per barrel on Sugar, would you not buy your sugar from the wholesale house who made the offer? Are your customers built differently from you? Human nature is very much the same the world over. If you offer them an inducement of handsome premiums with "Social" goods, will not they patronize you and send their friends to you?

Catch On?

SOCIAL TEA CO.
HAMILTON, ONT.

By ordering at once a full line of **'Social' Teas, 'Social' Coffees, 'Social' Cocoas, 'Social' Baking Powder, 'Social' Buckwheat Flour, 'Social' Breakfast Food,** we will send you a handsome premium for yourself or to advertise the goods, with the first order. The value of the premium would be according to quantity ordered. If 'Social' goods are not sold in your town, secure the agency.

Window and Interior Displays

Timely Hints and Suggestions

How to Make An Interior Attractive.

THE wide awake grocer is always on the lookout for new ideas that will enable him to further cement the feeling of good fellowship between himself and his customers. In the first place he must convert them to the idea that his grocery is the only one in the town. In order to bring this about he will take every care to have the interior as neat and attractive as possible, the service prompt, and new features from time to time not only to brighten up the place but to lend additional interest to shopping and give an impetus to business, which is apt to get into a rut when the old routine is adhered to year in and year out without variation.

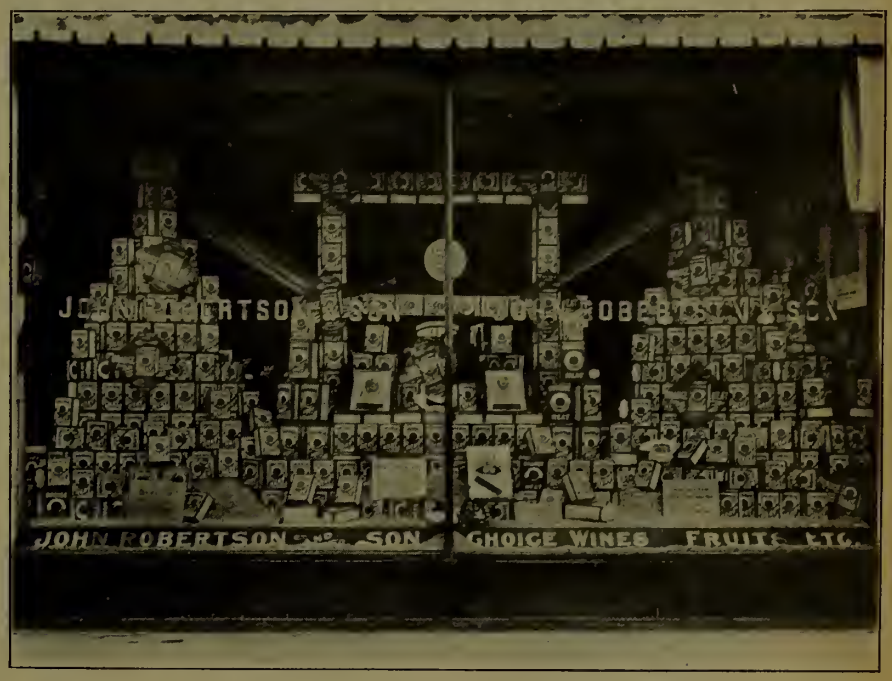
CARRY CUT FLOWERS.

One feature that has been successfully worked out by many grocers is the stocking of cut flowers. If anything will attract a crowd to a grocery store it is a display of cut flowers. Once a customer has been secured for even half a dozen carnations, it rests entirely with a salesman whether her purchases are to be increased or not. City grocers are unanimous in saying there is a nice margin of profit in cut flowers, and that they more than pay for themselves in brightening up the store and attracting additional trade.

The present season is just the time for featuring potted plants, such as ferns, geraniums, coleus, etc., and young annual seedlings, such as pansies, asters and verbenas. If there is not a florist near by, then all the more reason for cultivating this trade. Most householders send to the city seedsman and florist for their Spring supplies of seeds and flowering plants. Ninety per cent. of such householders could be easily induced to patronize their local grocer, if he only made a point of keeping in stock a few of the plants and flower seeds they require. It may be contended that flower seeds are carried now by most grocers. Yes, and every gardener will tell you that notwithstanding this fact he finds it convenient to make up a little assorted order every season for the city florist.

Grocers who have gone into the flower business have been able, almost without exception, to build up a large and increasing trade, not only in cut flowers, but seeds, plants and bulbs. One grocer in particular, when he first started a flower counter, carried but a few flowers secured from wholesale florists. Trade began to increase and he engaged a bright girl to look after this part of the trade. The girl became interested in her work and studied up very carefully on the subject. At her suggestion a line of seeds, bulbs and plants was added. She spent a part of each day calling on various customers and suggesting that they beautify their homes by planting small gardens. She was so well read on the subject that she could suggest the proper laying out of the garden, select the seeds and plants and instruct the customer on the caring for them. Naturally she sold them the necessary seeds, etc., as well as such fertilizers and spraying preparations as would need be used. She became so skilled in this work that her services were in great demand, and her sales ran into a considerable figure, making it an exceedingly profitable investment for the grocer. What this grocer accomplished is among the possibilities to any member of the trade who will take the trouble to start things going.

Spring is the season par excellence for the grocer to freshen up his store. The paint and varnish pot and paperhanger have been doing good work during the last few weeks. Many grocers have already taken the initiative in introducing uniformity of dress among their clerks, realizing that the motley array of clerks' costumes seen in many stores is anything but conducive to a neat and businesslike appearance. Not only this, but the average customer is very sensitive to an untidy clerk, and as quickly appreciates a neatly dressed and spick and span looking salesman. In many grocery establishments the clerks wear black sateen coats. This introduces the desired uniformity and is economical as far as laundry bills are concerned. Others prefer white duck jackets, on the ground that they impart an air of cleanliness to an establishment, and are less sombre than dark-colored garments. It seems rather odd to speak of a salesman as of decorative value in a store, but a half dozen or dozen clerks wearing freshly laundried white coats are nothing less. One up-to-date Toronto grocer requires his female clerks to dress uniformly in black; and provides his male employes with white jackets, which are sent to the laundry sufficiently often to keep them immaculately clean. The impression one gets in going into such a store is excellent, to say the least, and the grocer who cares to cultivate the sympathetic attitude among his customers will make no mistake in following such a lead.



Window Display by John Robertson & Son, Montreal.

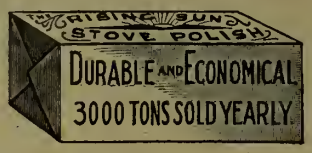
A Tea Window.

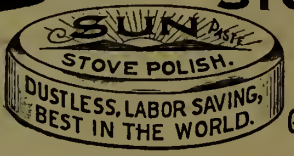
A unique window display was made recently by Ledingham & Corlett, general merchants, Williamsford, Ont. The floor of their large grocery window being neatly carpeted, a china tea set was placed on a small table in centre of window. Large samples of the various teas carried by the firm were displayed in glass and china dishes. A steaming kettle on a small oil stove stood near the table. A large card, with "Try our special blends of black and green teas," completed a most effective tea window.

This Week's Illustration.

The breakfast foods and cereals in package form which have firmly established themselves in public favor within the last few years, provide excellent material for window displays. As a rule the packages are gaily colored and can be easily built up into a variety of shapes, such as pyramids, castles, etc. They are most effective when used as one-line displays, and by the exercise of a little care can be arranged to make a successful appeal to anyone passing the store. In this illustration the general effect is enhanced by a liberal sprinkling of price and advertisement cards through the window.

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE.





SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers ; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

Among the Boards of Trade

THE Halifax Board of Trade is urging the Federal Government to give a more frequent steamship service between Canada and the West Indies in order that Canadian goods can compete on an equal footing with those going via United States ports.

* * *

The second quarterly meeting of the King's County, N.S., Board of Trade was held in Canning on April 26, with representatives present from Berwick, Lakeville, Cambridge, Centreville, Kentville, Wolfville and Pereaux. The chief items of interest were addresses by J. W. Chute on "Mutual Fire Insurance," and R. E. Harris on "A Recent Trip to England."

* * *

At the annual meeting of the Brampton Board of Trade on May 10 the following officers were elected for the ensuing year: President, J. H. Boulter, re-elected; vice-president, T. W. Duggan; secretary-treasurer, W. C. Young; council, G. L. Williams, James Golding, E. S. Anderson, T. Thauburn, J. L. Stork, R. H. Pringle, G. W. Crawford, C. A. Irvine. The president called attention to the fact that certain desirable important firms were in correspondence with the Mayor, with a view to locating here. He impressed upon the Board of Trade the necessity of their laying down some clearly defined and energetic policy as to their attitude in the matter of prospective industries for this town. It was moved by Dr. Roberts, and seconded by Dr. Sharpe, and carried without dissent that: "It is expedient and advisable in the interest of Brampton, subject to the approval of the executive committee of the Board of Trade, to grant a free site and other material assistance to manufacturers proposing to locate in Brampton."

The Welland Board of Trade have organized and elected the following officers: President, D. Ross; vice-president, G. C. Brown; secretary, J. McCaw; treasurer, Jas. O'Neal; council, G. W. Sutherland, O. H. Garner, W. H. Crowther, J. H. Crow, Louis Blake Duff, J. Goodwin, J. J. Sidey, J. H. Burgar.

Four or five propositions from factories wishing to locate there have been received, a deal with one of which is nearly closed.

FEDERATED MERCHANTS MEET.

A MEETING of the Federated Retail Merchants of Montreal was held on May 10 at 88 St. Denis street, G. Thompson officiating as chairman.

A letter from Sir Wilfrid Laurier was read advising the Montreal retail trade that the House had not yet been able to consider the trading stamp question. Messrs. Daoust, Lemire, Watson, Rouleau, Lariviere and Lamoureux were appointed a committee to interview Mr. Gervais, M.P., further, on this subject.

Mr. Gervais has promised that in case the effort to crush the Traders' Advertising Co. is not successful he will endeavor to pass legislation in the Quebec Legislature imposing a tax on all merchants using trading stamps. Mr. Lariviere suggested that the press be asked to exert their influence to abolish trading stamps, and a proposal to this effect was adopted by the meeting.

The Mount Royal Assurance Co. have offered a rebate of 30 per cent. to all members belonging to societies affiliated with the federation. Mr. Lariviere said that the Montreal-Canada Insurance Co. would probably make similar offers within a short time. Many merchants have already taken advantage of this offer.

The secretary, J. A. Beaudry, announced that the druggists and hardware dealers would shortly unite with the federation.

OIL STORAGE.

MUCH attention has been given the question of safe oil and gasoline storage of late, the result of a serious loss of life in the Northwest.

A merchant was obliged to go down in the basement soon after dusk, to get a can of oil, and in some way upset his lantern. The flames caught up a small stream of oil that had leaked out of an old tank, and before the merchant could extinguish the flames his clothes were ablaze and the tank ignited. In the catastrophe which followed, the unfortunate man was burned to death, and his store destroyed.

Only a few days previous, a representative of a tank manufacturing firm called upon this merchant and endeavored to convince him of the disadvantages of his method of handling oil, and the advantages which a good substantial self-measuring oil outfit would offer. His reason for not buying was that there was not much profit in oil, and he did not feel he could afford a new tank. Upon a return visit, shortly after the fire, this salesman had little trouble in placing his outfits in the stores of the other merchants in the town referred to.

In its endeavor to place a perfect self-measuring oil outfit upon the market to overcome this danger of fire, the firm of S. F. Bowser & Co. have made a careful study of the question, and have now perfected an outfit which meets all the requirements of handling oil in a safe, convenient and economical manner. Not only is it absolutely safe, but convenient, durable and in all respects satisfactory. This outfit merits the careful attention of all merchants who desire to insure the safety of their stores and the lives of themselves and clerks.

MANUFACTURING PICKLES.

Purnell, Webb & Co., malt vinegar brewers, Redcliff street, Bristol, England, recently added a pickle and sauce factory to their manufacturing business. "Purnell's pure malt vinegar" is favorably known to the British trade, and will serve as an excellent recommendation for "P.W. sauce" and "Purnell's pure pickles," which this firm are placing on the market.

RIO COFFEE

Just to hand, a car of choice flinty greens.

MOLASSES

Car of "Cakewalk" just in, bbls. and halves.

Samples on Application

LUCAS, STEELE & BRISTOL, WHOLESALE GROCERS, **HAMILTON**

To Our Customers in the West

In order to be in close touch with our trade in the West, our representatives can now be reached at any time. Following is the territory they are covering and their addresses.

TERRITORY :

ONTARIO, Port Cardwell West MANITOBA ASSINIBOIA to Swift Current Saskatchewan	MR. H. E. TOMS P.O. Box No. 745 Office and Sample Room No. 324 McIntyre Block WINNIPEG, Man.
ASSINIBOIA, west of Swift Current ALBERTA, C.N.P. Ry. Points BRITISH COLUMBIA, C.N.P. Ry. Points—Slocan Trail Creek and Boundary Districts	MR. W. B. GRANT care of Hume Hotel NELSON, B.C.
ALBERTA, Calgary-Edmonton Ry. Points—C. P. Ry. Main Line from Calgary West. BRITISH COLUMBIA, North-east Kootenay and Okanagan Valley	MR. J. M. FIFE care of James Turner & Co. CALGARY, Alta.

All orders will receive the personal attention of Mr. Vila who has recently returned from the West, after an active experience of a number of years, and we feel we are able to offer better handling, quicker shipment and more satisfaction to the western trade than any house in Canada.

JAMES TURNER & CO., Wholesale Grocers **HAMILTON**

Tartan BRAND

All Guaranteed by

Goods are sold from sea to sea, and are all of the first quality. If you have not stocked them you are missing a good thing.

TARTAN	TEA	TARTAN	CANNED VEGETABLES
"	COFFEE	"	CANNED FRUITS
"	BAKING POWDER	"	CANNED SALMON
"	SPICE	"	SOAP

BALFOUR & CO. WHOLESALE GROCERS **Hamilton, Ont.**

PROMPT SHIPPERS. LONG DISTANCE PHONE 596.

Maconochie's Marmalade

A High Grade Imported Article
in 1-lb. Glass Jars and 7-lb. Tins

Write for Prices

THOMAS KINNEAR & CO.

"WHOLESALE GROCERS"

TORONTO and PETERBORO



For Sale by all Grocers

RETURNED
JUN 7 1905
To Owner
N Book 36
Page 16

Business Changes

ONTARIO.

G. HOOD, wholesale confectioner, Ottawa, has assigned to W. A. Cole; meeting of creditors held May 15.

H. L. Pullen, grocer, St. Thomas, is dead.

S. Hinds, grocer, Colborne, has sold to G. A. Lemon.

J. Armstrong, grocer, Listowel, has sold to J. H. Gunther.

G. Powell, grocer, Hamilton, has sold out to H. M. McGregor.

E. Prieur, general merchant, Ottawa, has assigned to W. A. Cole.

J. H. Primeau, grocer, Ottawa, has added liquors to his business.

G. Wray will open up a new grocery store in Beeton about June 1.

A. Landriault, grocer, Hawkesbury, has been succeeded by W. Pilon.

D. Wiltse, grocer, Athens, has sold his business to R. Tassie, of Rideau.

J. Beatty, grocer, Terra Nova, has been succeeded by W. R. Campbell.

J. V. Burns, general merchant, Yarker, has advertised business for sale.

G. Stothers, grocer and confectioner, Teeswater, has sold to J. H. Pentland.

Mr. Marsh, grocer, Trenton, expects to move into his new store in a few days.

Ruppel & Co., Elmira, are making extensive improvements to their grocery store.

A. Betts, baker and confectioner, Georgetown, has assigned to R. J. McNabb.

The stock of T. H. Ferguson, confectioner, Kingston, has been sold by sheriff.

R. Hunter, grocer, Almonte, is retiring from business on account of ill health.

F. X. Trepannier, grocer, Ottawa, has given up his grocery store and started a hotel.

A. R. McLennan & Co., Wabigoon, have disposed of their general store business.

Prentice & Sproule have opened up a new grocery and provision store in Collingwood.

Trussler Bros., general merchants, Trout Creek, have advertised their business for sale.

The assets of S. Daignard, general merchant, Lemieux, were sold by auction May 16.

W. Lumax, grocer and baker, Beachburg, has been burned out. He carried small insurance.

Welsh's grocery store, Sarnia, has been badly damaged by fire; building and stock partially covered by insurance.

J. H. Hall, general merchant, Stecleton, has assigned to A. Hinsperger, Sault Ste. Marie; meeting of creditors held May 13.

The firm of N. R. Gardiner & Co., general merchants, Lynn, has been dissolved and the business will now be carried on by O. Mallory.

QUEBEC.

O. Cotnoir, grocer, Coaticook, has assigned.

C. Demuy, grocer and liquor dealer, Montreal, is dead.

M. Rosenthal & Son have registered as grocers, Montreal.

J. A. Godbout & Co. have registered as grocers, Lauzon.

Lionais & Cie, grocers, Montreal, have dissolved partnership.

Champagne & Cie., general merchants, Lachine, have registered.

Gauthier & Co. have been registered as crockery dealers, Montreal.

The firm of S. Hyman, Limited, have registered as tobacconists, Montreal.

The assets of A. Provencher, general merchant, Daveluyville, are to be sold.

The assets of M. A. Gauvreau, general merchant, St. Raymond, have been sold.

J. Render & Co., biscuit manufacturers, Montreal, have dissolved partnership.

F. X. Borduas has been appointed curator to P. Morin, general merchant, Acton.

Paquet & Paquet, manufacturers of preserves, Montreal, have dissolved partnership.

The assets of J. H. Donville, general merchant, St. Ferdinand, are to be sold May 19.

A meeting of the creditors of J. A. Bourget, grocer, Lac Aux Sables, was held May 17.

The assets of L. Ferland, general merchant, St. Alexandre, were advertised to be sold May 18.

We want your order for

CANNED MEATS

CLARK'S and LIBBY'S

Five Case Lots Freight Prepaid

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

The consent to the assignment of J. M. Taylor & Co., produce merchants, Montreal, has been signed.

J. A. Fortin, general merchant, Sherrington, has assigned. A meeting of creditors will be held May 27.

NOVA SCOTIA.

D. Nelson, general merchant, Tatamagouche, has suffered loss by fire.

NEW BRUNSWICK.

G. E. Barbour, wholesale grocer, St. John, has been succeeded by G. E. Barbour & Co.

MANITOBA AND N.W.T.

W. Creasy, confectioner, Sidney, has sold out.

S. E. Riggs, confectioner, Manitou, is selling off his stock.

E. E. Valley, confectioner, Newdale, has sold to Currie & Harris.

T. G. Denney, general merchant, Dubuc, has sold to McAsh & Waldon.

L. E. Bond, baker and confectioner, Gladstone, has sold to L. J. Kiely.

John Brooks, general merchant, Belle Plaine, has assigned to C. H. Newton.

F. Gill, of Pembina, has opened up a fruit and confectionery store at Emerson.

Chesney & Hicks, grocers, Calgary, have been succeeded by Brown & Knight.

J. Clinkskill, general merchant, Saskatoon, has advertised the Battleford branch for sale.

W. L. Campbell & Co., general merchants, Carman, have dissolved partnership; G. W. Campbell retires.

BARBADOES MOLASSES.

Since last week there has been no change in quotations from the island, but buyers have been ready to take what small quantities planters have been willing to offer at 21½c. for wine gallon first cost, puncheon included, or equal to about 35c. landed gauge. The latest cables indicate that the crop is just about finished, it being now estimated that there are only the equivalent of 1,500 punchcons remaining unsold, and these are held by planters who are not disposed to sell at present prices.

The SS. Naparima has arrived in port with the first shipment of this season's stock to reach Montreal. The whole of the consignment is addressed to D. Rattray & Sons, which firm have also another steamer, the SS. Yoruba, about leaving Barbadoes with molasses for Quebec, Montreal and western points.

Up to the present but few Montreal firms have placed any orders, and it is expected that as the crop draws to a close there will be keen competition to secure the necessary requirements for the Montreal market.

ABOUT THE FRUIT CROP.

CORRESPONDENTS of The Grocer continue to report on the growing fruit crops of Canada as follows:

Lequime Brothers & Co., Kelowna, B.C.

All indications point to a large crop of all fruits. The trees have all wintered well, and the show of blossom is larger than ever before.

T. A. Sharpe, Agassiz.

Peaches are not commercially grown in the Lower Fraser, but as the Winter was a very mild one the few trees that are grown promise a fair crop. Strawberries were injured in some places by a late frost, and the result may be a lighter crop in consequence. Plums, apples, pears and cherries at this date promise a full crop.

M. C. Lawler, Whitby.

Apples, pears, plums and cherries will be a full crop in this locality and all small fruits seem to be in good shape, although the latter are hardly forward enough as yet to speak with precision.

Farmers' Exchange, Armstrong, B.C.

All fruit trees in this section have wintered well, and are at present in full bloom. The apple crop will be larger on account of the increased acreage of bearing trees. In small fruits, such as strawberries, raspberries, the yield will be larger than last year, as the season so far has been more favorable.

Biggs Fruit & Produce Co., Burlington.

The outlook is all that can be desired. Everything, of course, depends on the weather, but if that is favorable the crop should be a large and fine one. This applies to all fruits, both large and small. Mr. A. Biggs is the inventor of a new apple box for the export trade, for which he has applied for a patent. The box has been tested and used for two years, giving excellent satisfaction. It is made specially for the high-grade apple trade.



UPTON'S

Orange Marmalade

is a well-known, reliable brand, and is easier to sell than the unknown kind. The wise grocer will take the hint.

Experience Teaches The Grocer That It's a Good Thing to Push Fish

WITH a little attention he could make it a good all-the-year-round seller, and just as good for summer business as for winter —particularly if he were pushing the well and favorably known

"HALIFAX," "ACADIA," and "BLUENOSE" BRANDS of PREPARED CODFISH or HALIFAX FISH CAKE or HALIFAX SHREDDED COD

Show your customers they are a nice light diet as well as a substantial one for summer, as well as being tasty and appetizing, and clean and convenient to handle in the kitchen.

BLACK BROS. & CO., LIMITED

HALIFAX and LaHAVE, N.S.

Agencies:

A. H. BRITTAIN & CO.,
Board of Trade Building, MONTREAL.

REGINALD LAWSON,
Winnipeg, Man.

CHAS. MILNE,
Vancouver, B.C.

Fresh and Cured Fish

OPENING PRICE FOR SALMON.

THE question of the price to be paid for sockeyes on the Fraser River this season has already begun to agitate the minds of white and Japanese fishermen in British Columbia. The former have taken no steps in the matter as yet, although the latter have gone so far as to ask the Fraser River Canners' Association to name their scale.

It is unlikely that any announcement will be made till the latter part of May. A record run is expected during the coming season. Over thirty canneries will be operated on the Fraser, and during the height of the season will be kept busy to their full capacity if the fish appear in the large numbers expected.

On the Columbia River the run of Spring salmon is so light and the demand so great that, according to special advices from Astoria, there has been much breaking of rates on the part of the canners.

There has been little, if any, improvement in the run of fish on the lower river. Catches are still light, although more salmon have been packed already than were put last year by May 1. The quality of the fish being taken is excellent, which in large measure accounts for the general demand.

While the catch on the lower river is small, it is larger upstream, the reason given for this being that in the deeper water at the mouth of the river the stream is clear and the fish are swimming very low, thus escaping the nets. Farther upstream, where the depth is less and the nets reach closer to the bottom, the catches are better.

W. J. GUEST FISH CO.

W. J. Guest, fish dealer, Winnipeg, has disposed of his retail establishment to Innis and Co., who will continue business at the old stand. Mr. Guest will devote all his attention now to his wholesale trade, and the business will be carried on under the name of the W. J. Guest Fish Co. A warehouse will be built this Summer.

NEW SALMON HATCHERY.

Final arrangements for the erection of a twenty-million-egg salmon hatchery at McTavish Creek, Okewano Lake, Rivers Inlet, are being made by F. H. Cunningham, superintendent of fish culture for the Dominion. The construction work will be pushed as rapidly as possible in order that hatching operations may be commenced before the end of the present season.

In British Columbia to-day there are three large hatcheries in full operation under the control of the Dominion Government, in addition to one at Seton Lake under the direction of the Provincial authorities. The Federal Government has under construction a large hatchery on Birkenhead River, Pemberton Meadows, and contemplate the erection of two large establishments, on the upper Skeena and at Alberni, which will be undertaken as soon as suitable sites are decided upon.

APPLYING TO GOVERNMENT.

The town of North Sydney, C.B., is asking the Dominion Government to assist in the establishment of a cold-storage bait plant at that port similar to the one at Canso. The enforcement of the Newfoundland Bait Act is sending numbers of Gloucester and French fishing vessels to North Sydney for supplies, and the erection of a cold-storage plant there is expected to build up an immense business.

ANOTHER INDUSTRY FOR B.C.

Another fishing and trading company has been organized to enter the fish trade of Northern British Columbia, with headquarters at Hartley Bay. All kinds of fish will be smoked and salted, and oil will be manufactured.

FISH GOSSIP.

Last year's salmon business in Alaska was worth $3,000,000 more than the United States paid for the whole territory.

The lobster factory at Abbott's Harbor, Yarmouth, owned by G. Shand, was destroyed by fire last week. Loss estimated at $5,000, including $2,000 worth of canned lobsters.

J. J. Cowie, the Scottish fishing expert, who conducted a series of demonstrations in herring curing at Canso, N.S., last year, is en route to Canada to continue similar experiments this year in the Maritime Provinces and British Columbia.

IMPRESSIONS OF CANADA.

THE Toronto offices of The Grocer were favored this week with a call from Mr. E. Spencer Wyatt, colonial manager of Crosse & Blackwell, London, Eng, who is visiting Canada in the interests of his firm.

Mr. Wyatt said Crosse & Blackwell are getting a fair share of Canadian trade, and are planning to get more. They are thoroughly alive to the wonderful industrial future in store for Canada, and it would be a wonder if they didn't turn the possibilities to good account.

When asked what were his first impressions of Canada, Mr. Wyatt said: "What I noticed as soon as I landed in Montreal was the flood of immigrants pouring into Canada from Europe. I was disappointed to see so many foreigners and so few Britishers. These people will probably become naturalized in time, but it is a question whether they will make the best kind of citizens. They may disarrange conditions of labor for the simple reason that they will underbid the Canadian laborer every time they get a chance. I wouldn't be surprised if there were "rocks ahead" for Canada in this matter of immigration.

"Englishmen who contemplate doing business in Canada should come out and see the country. In fact it is a necessity if they expect to get any adequate idea of the Canadian market. What I have seen so far has been a veritable eye-opener. In the first place it is difficult for one who has spent his life in the 'tight little island' to appreciate what a big place Canada is. At home we measure distances by hundreds of miles; here business men think nothing of paying regular visits to clients living a thousand miles away. What delighted me especially was the Niagara fruit district, which I should call the garden of Canada.

"I experienced one disappointment since I came out. I had read some very pretty romances about the Canadian homestead. The real thing, however, is entirely different from any preconception of it. I can appreciate now what the hardships of the Canadian pioneers must have been."

Mr. Wyatt left on Wednesday, May 17, for Winnipeg and the west. He expects to return to England about July 1.

A GOOD MOVE.

A move in the right direction has recently been made by E. W. Gillett Co., of Toronto, in placing an order for gasoline business rigs to be used by them for advertising purposes throughout the Dominion, and for delivering their goods to the grocery trade in Toronto. Motors for business purposes are being largely used in England, as well as other European countries. In the large U.S. cities to-day they are almost as common as wagons drawn by horses. The express companies in most of the American cities have adopted the use of the horseless vehicle to a very great extent.

From actual tests it has been found that one business motor wagon will deliver as many goods in a day as can be delivered by twelve teams of horses. It will not be surprising to find that other large concerns will gradually fall into line.



INGERSOLL, CANADA—FACTORY.

AN EASY ONE.

Added to our splendid assortment of
GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St. Louis, Mo., 1904.** Proven the **purest** and **best.** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

We highly value our reputation for straightforward dealing.

It is a guarantee to our customers.

TODHUNTER, MITCHELL & Co., TORONTO

Importers and Manufacturers of
High Grade Coffees, Spices, Cocoas, Chocolates, Etc.

STOCK UP WITH THE OLD RELIABLE



"Horse Shoe"
SALMON

DEMAND WILL SOON BE ON.

In Cheaper Grades

SPRINGS—"Columbia" Brand.
COHOES—"Tiger" Brand.
PINKS—"Jacques Cartier" Brand.

J. H. Todd & Sons
Packers

Whose name is guarantee of quality.

SOCKEYE **SALMON**







"Sovereign" and "Lynx"
Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

NEW BRUNSWICK MARKETS.

St. John, N.B., May 17, 1905.

While there is a fair volume of business the general feeling is not the best. With sugar a half cent lower than the price ruling the first of the year, and flour off twenty cents, even though the latter was not perhaps unexpected, it is not possible there should be that snap there would be if there was a firmer feling in these staples. The more so when the trade are carrying a large stock of sugar. They have not yet, however, lost confidence in this line. Of course pork products are rather higher, but except in lard there is light business. It has been decided to increase the wharfage accommodation, so that the largest of the new steamers will find our facilities for the Winter export and import business of Canada equal to the increased demand.

There is much indignation over a report that the West India steamers would use Halifax exclusively, but considering that this was originally a St. John service only, and that a very large business is done here, it is not believed the Government will allow this unfair discrimination. It is said, even by some supporters of the Government, that this is one of the outcomes of our electing Opposition members, but the people generally are slow to believe such an imputation against the honesty of the Government.

Oil.

The very low prices in burning oil still rule. There is a good business for the season. Lubricating oils are quite active. Paint oils have a good demand. Price of linseed is still low, with turpentine at quite full figures. Market is firm. Cod oil is very quiet.

Canned Goods.

While there is little change in corn and tomatoes, increased quantities of American are received. Prices there are firmer. There are plenty of peas. Fruits have a fair sale at even prices. Salmon is unchanged. Lobsters are high. Meats begin to move more freely. In the retail stores quite a little American goods are seen. In domestic fish, canners are beginning to pack haddies. There have been large sales made ahead. New clams are freely offered.

Dried Fruit.

Business is quiet. Seeded raisins keep low. Loose show better value. Prunes have a fair sale. The outlook for Fall is for higher prices, particularly in small sizes. There are few apricots and peaches here; dealers will not pay the price. Currants are still low. Evaporated apples are very dull. The outlook for peels, particularly citron, is for higher prices. Dates are higher. In onions, Egyptians are now low. Quality this year but fair. Valencias are now quoted.

Sugar.

There has been another decline this week. The market has dropped off thirty cents quite quickly. The cream is certainly gone. Stocks, as a rule, are large. Dealers are not discouraged, and still look to make a good profit on their holdings. The decline affects the sale of foreign sugar.

Molasses.

There is much interest in this line as to the outcome. Barbadoes is firm at full prices. In Porto Rico new is freely offered. There is still considerable old held. Quite full prices asked.

Fish.

It is the same old story, high prices and light stocks. While this is not the season of demand, still much of the demand there is, is unfilled. Dry and pickled fish are very scarce. There is a full supply of smoked herrings, price low. In fresh fish a fair catch of gaspereaux, but shad are very scarce.

Flour, Feed and Seed.

The drop of twenty cents in flour has affected the sale. Manitobas have the chief demand; the more so when the price is as close as now to Ontarios. Oats and oatmeal keep quite firm. Cornmeal is unchanged. Beans are firmer but dull. Peas and barley are scarce and high. Feed holds at full figures. In seed the season is about over. The business has been perhaps a little disappointing. Clovers are very high.

For the Hot Weather

The most nutritious of all breakfast cereals.
It has that rich nutty flavor.

YOU WILL FIND YOUR SALES OF

NO LOSS NOR WASTE

2-lb. cartons to retail at 10 cts.

6-lb. cotton sacks to retail at 25 cts.

The best and cheapest on the market.



IT PAYS YOU A HANDSOME PROFIT.

SPECIAL QUOTATIONS ON 5-SACK LOTS DELIVERED AT YOUR STATION.

STEADILY INCREASING DURING THE SUMMER SEASON.

IT DOES NOT HEAT THE BLOOD

"Contains all the nitrates and phosphates of the whole wheat."

ORDER A TRIAL SHIPMENT. :: WE GUARANTEE IT.

THE EBY, BLAIN CO., LIMITED

Sole Wholesale Agents, - TORONTO

RETURNED MAY 18 1905

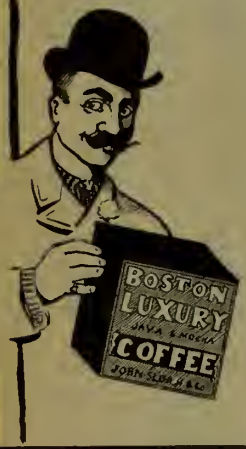


Never a Kick—from your customers.
Never a streak—on the linen.

—Did you ever stop to think for a moment when handing out to —your customers a pkg. of BLUE, how you might do them a good —turn and at the same time make a better profit for yourself, by —selling "**BLUEOL**"—the only Blue that **Never streaks?** Try it.

For sale by all first-class wholesale grocers.
Write for particulars and sample.

J. M. DOUGLAS & CO., : Montreal



Red Feather Tea

Our sales for **Red Feather Tea** are increasing daily, and if you are not already handling this tea, you cannot begin too soon.

JOHN SLOAN & CO.,

TORONTO **BELLEVILLE**

SHORT= CUT PORK

We have a very nice lot of this in stock, made out of Dressed Hogs when they were cheap. We could not make it to-day at the price asked for it, and would advise buying now.

F. W. FEARMAN CO. Limited
HAMILTON, ONT.

WE ARE DAILY BUYERS OF

EGGS AND BUTTER

Correspondence solicited.

WRITE, TELEGRAPH OR TELEPHONE US WHEN YOU HAVE ANY TO OFFER.

THE PARK, BLACKWELL CO. LIMITED
TORONTO
TELEPHONE M 3960

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

THE BACON SITUATION.

LOCAL packers report large receipts of hogs for the week, a decided improvement being noted in this regard over the last few weeks. The price of bacon on the other side of the line shows considerable increase, and as a result importations from that quarter noted a week ago have fallen off, until practically nothing whatever is coming forward at the present time. The price of hogs continues about on last week's level, viz., $6.85 to $7.

The English market has registered a decline owing to the proximity of the Whitsuntide season, and the price of export bacon now ranges about 54 to 57 shillings. English houses are pressing the sale of Danish bacon, which has interfered considerably with the sale of the Canadian product. Trade over there will in all probability continue light until after May 24.

WILL NOT REMOVE CATTLE EMBARGO.

The President of the British Board of Agriculture has taken a decided stand on the cattle embargo question, and given specific instructions that as long as he occupies his present position there will be no change in the existing regulations barring Canadian stock cattle from the markets of Great Britain.

Notwithstanding this decision, the British embargo upon Canadian cattle is claiming increasing attention in Great Britain. The Balfour Government has been forced into the admission that the embargo is maintained, not for its ostensible purpose of safeguarding British herds from disease, but solely in the interests of British cattle raisers. The Liberal leader. Sir Henry Campbell-Bannerman, has pledged himself to remove the embargo when a Liberal Government takes office. Meanwhile, the unwisdom of continuing it is being impressed more and more upon the British public at large.

The matter was discussed at the recent annual dinner of the York Butchers' Association, when the opinion was expressed that the supply of sound, wholesome food for the people was a national question. The principal difficulty of the English farmer at the present time was the high price of store stock, and there were only two ways of meeting it. Either British breeders must breed more than they did now, or they must bring in store cattle from some other country. They were largely dependent upon Ireland for their store cattle, and it seemed reasonable that Canada should ask to be put on an even footing. Since the imposition of the embargo nine years ago it was estimated that the consumers of Great Britain had lost $25,000,000 by the exclusion of Canadian live cattle.

RUSSIAN BUTTER EXPORTS.

It appears according to a recent issue of the Board of Trade Journal, that Russian exports of butter to Great Britain and Denmark have been falling off of late. The reason for this as given by the Board of Trade Journal is that Germany is coming forward as a large consumer of Russian butter. On the other hand, the imports into Great Britain from Russia have also been reduced owing to increased colonial receipts. Higher prices in the German markets have also had an influence on the situation; the average having been considerably higher in 1904 than in the two previous years, while in Denmark the price has appreciably fallen. In any case, Russia is actively engaged in developing this export trade with Germany.

Members of the trade in Canada may be interested in the following extracts from the Board of Trade Journal :

"Three years ago, with only 40,523 metric cwts., Russia stood third as a butter exporter to Germany, while in 1904, with 118,242, she occupied the first place. During the same period the export of Russian butter correspondingly decreased to Great Britain (17 per cent.), and to Denmark (9 per cent.) The increase in the Russian export to Germany is partly due, too, to the now direct despatch of this product from Russia, and not, as formerly, via Denmark."

The following table shows the quantity of butter exported from Russia to the countries named :

To.	1902. Metric cwt.	1903. Metric cwt.	1904. Metric cwt.
Germany....	40,523	76,536	118,242
Great Britain.	248,966	246,038	205,596
Denmark	141,486	127,516	.....

NEW FIRM.

A big business known as the Thos. Smyth Co., Limited, with capital of $125,000, commenced operations at St. John's Newfoundland, last week. The firm will deal in wholesale provisions, and will be managed by Mr. T. Smyth, who has already achieved such success in this line. Mr. Alan Doodridge will be the secretary of the company. Mr. T. T. Cartwright, who has had such long experience in the tea line, will also be one of the company, and will be able to give the benefit of his experience to the handling of teas, which it is proposed to do on an extensive scale.

DAIRY AND PROVISION NEWS.

According to reports from St. John, N.B., New Brunswick dairymen are looking forward to a prosperous season. Already three factories have opened; two have sold their output on West Indian account, and others will follow shortly.

The Oak Point Cheese & Butter Co., Ste. Anne's, Man., began to operate on May 8.

LOW RATE ON BUTTER.

The Australian butter makers have concluded a contract with steamboat lines for a freight rate on butter three-eighths of a penny a pound instead of three-quarters, as at present. Last season's output was twelve thousand tons, the freight on which amounted to £84,000.

SENDING POULTRY TO GREAT BRITAIN.

An experiment in the importation into England of poultry from the colonies has been successfully accomplished by the Government of Queensland. The poultry was collected in Queensland by agents specially employed by the Government and shipped under adequate conditions of refrigeration. The entire consignment has been disposed of in the British market at prices yielding a satisfactory return to the producers in Queensland.

OFFICERS APPOINTED.

The new officers of the Brockville Dairymen's Board of Trade are as follows: President, W. Stafford Lyn; first vice-president, M. K. Everts, Smith's Falls; second vice-president, E. M. Bracken, Seelev's Bay; secretary-treasurer, C. J. Gilroy, Glen Buell; auditors, J. Bissell, R. J. Jelly, Brockville; salesman, A. D. McDougall, Brockville.

COMPANIES INCORPORATED.

J. Rattray & Co., Limited, Montreal, have been incorporated with share capital of $100,000, to carry on a wholesale tobacco and cigar business. Provisional directors: C. N. Marshall and J. M. W. Seers, of Montreal, and E. A. Badenach, of Toronto.

The Walter M. Lowney Co., of Canada Limited, Montreal, have been incorporated with share capital of $250,000, to carry on a confectionery business. Provisional directors: G. W. MacDougall, L. Macfarlane, A. Swindlehurst, G. S. Papineau-Couture, and W. J. Henderson, all of Montreal.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—The regular Summer demand for smoked meats is now beginning and prices tend to additional firmness, particularly in rolled bacon and large shoulder hams, in both of which there has been an advance of half a cent. Large shipments are being sent to Upper Lake ports and an active demand is reported throughout the city and country trade. The price of hogs remains practically unchanged from last week, viz., $6.85 to $7. We quote the following:

Long clear bacon, per lb		$0 10
Smoked breakfast Bacon, per lb	0 12½	0 13
Roll bacon, per lb		0 10½
Small hams, per lb	0 13	0 13½
Medium hams, per lb		0 13
Large hams per lb	0 12	0 12½
Shoulder hams, per lb		0 10
Backs, per lb	0 15	0 15½
Heavy mess pork, per bbl	16 00	16 50
Short cut, per bbl	19 50	20 00
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb		0 10
" tubs "	0 10	0 10½
" pails "	0 10½	0 10½
" compounds, per lb	0 07½	0 08
Plate beef, per 200-lb. bbl	11 00	11 50
Beef, hind quarters	9 00	10 25
" front quarters	5 50	7 25
" choice carcases	7 25	8 50
" medium		7 00
" common	6 00	7 00
Mutton		0 10
Lamb, yearling		0 14
Veal	0 07	0 09½
Hogs, street lots		9 00

Butter—Supplies of butter are coming very freely, with the result that there has been considerable accumulation. Prices are easing steadily. Creamery prints and both dairy prints and rolls are down 1c. from last week. We quote as follows:

	Per lb.	
Creamery prints	0 19	0 20
" solids, fresh	0 18	0 19
Dairy prints	0 16	0 17
" large rolls	0 15	0 16

Cheese—Stocks of old cheese have practically reached the vanishing point, and prices have firmed from 1-4 to 1-2c. on remaining stocks. New cheese is arriving freely on the market and is in active demand. There is an easier tendency in the market for new cheese. Our quotations are as follows:

	Per lb.	
Cheese, large		0 12
" twins		0 12½
New, "	0 10½	0 11
" large	0 10½	0 10¾

CHEESE BOARD REPORTS.

(For week ending May 16.)

Board.	Boxes.	Price.
Madoc	250	0 09 9-16
"	100	0 09½
Tweed	260	0 09 9-16
Winchester	165	0 09¾
Belleville	715	0 09¾
London	460	0 09½
Cornwall	1,227*	0 09¾
Alexander	363*	0 09¾
Canton	257	0 12½
Watertown	3,374	0 11½
Ottawa	394	0 09¾
Napanee	470*	0 09¾
Iroquois	568*	0 09¾
Farnham	30	0 09¾
South Finch	760	0 09¾
Kemptville	315*	0 09¾
Campbellford	1,841	0 09 11-16
Sterling	210	0 09 9-16
" (on curb)	150	0 09½
Picton	830	0 09 13-16
Brockville	2,000	0 10
Cowansville	60	0 09½
"	119	0 09¾
"	23	0 09¾

* Colored.

Montreal.

Provisions—Owing to small receipts of hogs packers have to pay for what they want. Market is very firm and unchanged from last report. Dressed hog market is strong, and $9.75 to $10 per 100 is best that can be secured. Fresh-killed abattoir are nearly 2 1-2c. per lb. higher than same time last year. Good demand for hams and bacon. Lard is high in consequence of the scarcity of live hogs.

Canadian short cut mess pork	$20 00	$21 00
American short cut clear	19 00	20 00
American fat back	19 00	21 00
Bacon, per lb	0 12	0 14
Hams	0 11½	0 13
Extra plate beef, per bbl	11 50	12 00
Lard, Boar's Head" brand, tierces, per lb		0 06¾
" " ½-tierces, per lb		0 07
" " 60-lb. fancy tubs		0 07
Cases, 20 3-lb. tins, per lb		0 07¾
" 12 5-lb. tins "		0 07¾
" 6 10-lb. tins "		0 07½
20-lb. wood pails, each		1 45
20-lb. tin pails, each		1 35
Wood net, tin gross weight—	Wood.	Tin.
Pure lard, pails	2 10	2 20
" tubs	0 10	0 10½
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08½	0 09¾
" cases (24 3-lb. tins)	0 08½	0 09¾

Eggs—Market is firm. Receipts light and local trade can absorb what is arriving. Outside points are still drawing on Montreal for supplies. Farmers are holding out for firm prices, and 14c. at country points is what buyers report having to pay. Fresh-gathered selling at 15c. wholesale lots. Pickling has been suspended as prices are too high to warrant doing much now.

Cheese—Cheese market is somewhat unsettled this week. Easier prices are looked forward to, though at present 9 7-8 to 10 1-8c. are ruling prices for finest Ontarios. Quality of goods is fair. Shipments are going forward



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better, though not so heavily as last year at this time. Exports during last week from this port were 26,268 boxes, as against 33,574 previous week. Quebec cheese among local houses is steady at 9 5-8 to 9 7-8c.

Butter—Market is tending somewhat easier, though the looked for decline has not taken place. Townships creamery sold at 18 3-4c., though 18 1-2c. was most generally paid. Receipts are commencing to come in heavier, and shipments to outside points are not heavy, so with larger receipts local market is commencing to fill up. Quality is not particularly good, as usual with first grass and part grass makes.

Finest creamery	0 18½	0 18¾
Fine	0 18¼	0 19
Medium	0 16½	0 17½
Fresh rolls	0 17	0 17½
Fresh dairy tubs	0 17	0 17½

St. John.

Provisions—Business is quiet. Pork is firmly held. Beef is rather high. In pure lard there seems a range in prices: they are, however, quite high. Refined lard, while rather higher, is still low. Smoked meats are firmly held. In fresh meats there is a fair business. Beef is unchanged. Veal is freely offered at rather lower prices. Lamb is still high. Pork dull. Mutton a limited sale.

Mess pork, per bbl	$17 00	$19 00
Clear pork "	18 00	20 00
Plate beef "	13 00	15 00
Mess beef "	....	12 00
Domestic beef, per lb	0 06	0 08
Western beef "	0 07	0 09
Mutton "	0 07	0 08
Veal "	0 05	0 07
Lamb, each	3 00	5 00
Pork "	0 08	0 09
Hams "	0 13	0 14½
Rolls "	0 10	0 13
Lard, pure, tubs "	0 10½	0 10¾
" " pails "	0 10½	0 11
Refined lard, tubs	0 08	0 08
" " pails	0 08½	0 09

Butter—Prices continue to hold quite high. Considerable western is being received. Dealers carry light stocks, expecting lower prices.

Creamery butter	0 23	0 25
Best dairy butter	0 20	0 22
Good dairy tubs	0 18	0 20
Fair "	0 17	0 18

Eggs—There is no change in price. There is a steady sale, and quite full values rule.

Eggs, hennery	0 24	0 25
" case stock	0 15	0 17

Cheese—Prices are rather easier. Not many western have been bought this season. Already domestic are being offered.

Cheese, per lb	0 11½	0 12

Winnipeg.

Creamery Butter—Supplies are more liberal, and the big houses predict a decline during the next two weeks. We quote:

Finest fresh creamery, in 56-lb. boxes	0 27
" " in 28-lb. boxes	0 27
" " in 14-lb. boxes	0 27
" " in 1-lb. bricks	0 28

Dairy Butter—Also in better supply. Buyers are paying following prices at country points:

Dairy, assorted pkgs., selected	0 16	0 17
" " round lots		0 15

Cheese—We quote:

Finest Manitoba, large	0 12½
" Ontario, "	0 13
" " twins	0 13½
Square cheese	0 13

Lard—No change since the decline noted last week. We quote:

Lard, 50-lb. pails, per pail	5 35
" 20-lb. " "	2 15
" 3-lb. tins, per case 60 lbs	6 75
" 5-lb. " " "	6 60
" 10-lb. " " "	6 45
Pure lard in bbls, per lb	0 10

Cured Meats—Prices are:

SMOKED MEATS.

Hams, selected stock, special mild cure	0 15
Bacon, " " "	0 18
Backs, " " "	0 11½
Picnic, " " "	0 09
Hams, sugar cured, assorted sizes	0 13
" heavy, 20 to 30	0 12½
Picnic, " assorted sizes	0 08½
Shoulders, "	0 08½
Bacon, " breakfast bellies	0 13
" " breakfast backs	0 11
" " Wiltshire sides	0 15½
" " spiced rolls, long	0 10
Manitoba butts	0 09½
" " skinned	0 10
" " boneless and rolled	0 11
" rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 09
" " " smoked	0 09¼
" " " boneless backs	0 10
Shoulders " "	0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl	18 00
" " " per ½ bbl	10 50
Standard mess pork, per bbl	16 00
" " " per ½ bbl	9 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00

Sweet pickled spare ribs, not cooked, per lb		0 04
" hocks, " "		0 04

Halifax.

Beef and Pork—The price of beef and pork continues firm. American beef is quoted here at $15 to $16, and Canadian at $13. Pork, American fat back, $19 to $20; mess, $18.50; Prince Edward Island, $16.50; hams, 12 1-2 to 13c., roll bacon 10 to 11c., and side bacon 14c. Lard is scarce and high, offering in pails at 10 1-2c. At an underwriter' sale here this week of general cargo salved from the steamer Amelia, which ran ashore on the eastern coast, the goods brought high prices considering their damaged condition. American plate beef fetched $16 per barrel, pork $14, flour from $2 to $3.50 and lard in pails 9 1-2c. All these goods had been under water for several days.

Butter and Eggs—The supply of eggs is equal to the demand. Receipts from points in the province and P.E. Island are fairly good. This is the most favorable season for pickling, and this will tend to keep the market steady for some time. Nova Scotia stock is quoted at 15 cents. and P.E. Island at 14c. These are wholesale figures. The butter market continues strong, and prices are well maintained. The demand is good, and the market is not overstocked. The quantity available for export is limited. Dealers expect that prices will become easier as soon as the pasture improves. Choice creamery in boxes is quoted at 23 cents, dairy at 22c., and rolls and tubs at 21c. There is a scarcity of choice butter in small tubs for family use.

Cheese—Cheese is becoming scarce, and prices are firm. September is quoted at 12 1-2 to 13c. There are no fodders to speak of as yet on this market.

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PRICES FOR PRODUCE.

IN a circular letter addressed to the western trade by the secretary of the Retail Merchants' Association, attention is directed to the ruinous competition of country merchants in the prices paid for farm produce such as butter and eggs. The subject is timely for something should be done at once to remedy what is a very unsatisfactory state of affairs.

Probably there are few among the general public who would credit the statement that many town and country merchants are so foolish as to pay more to the farmers for butter and eggs than they in turn can collect from the big produce houses to whom they must sell. Yet every merchant knows that this is being done all the time, the payment being made in goods at regular prices. In explanation of this policy each merchant blames his rivals who are paying these ruinously high prices and force him to do the same or lose trade.

This policy is foolish and unjust, not only to the merchant himself, but also to his cash customer. In all fairness and justice, the merchant who pays cash for his goods should be given any favors that are going. If discounts are to be allowed at all, he should receive the benefit of them. But the fact is that he is slighted. The farmer's wife brings to the store her butter and eggs to exchange for goods and she is allowed perhaps a cent more per pound for her butter and a cent more per dozen for her eggs than the regular market price. The merchant runs the risk of loss on this produce and has all the expense of handling it and yet, strange to say, he seems to prefer it to cash. By paying a cent per dozen too much for eggs he allows a very substantial discount, and if his customer buys sugar or salt or some such staple on which there is little or no profit, the transaction may mean an actual loss. Moreover, customers are often allowed credit for months and payment is finally accepted in produce at more than the market value. The cash customer is probably given no discount but the long credit customer is allowed several months' time and then given the equivalent of a substantial discount. Since he does not know he is being paid too much for his produce, the merchant has not even the somewhat doubtful reward of his gratitude. Many merchants doing a large business are struggling under this handicap, making little profit and receiving no sympathy from a public which would not believe that any men would conduct business by such methods.

What is the explanation of this state of affairs which prevails not only in the West, but in all parts of Canada? Ask any merchant and he will reply that he knows the policy is foolish, but he has to do the same as his rivals. Perhaps he can come to an agreement with his rivals in the same town, but some merchant in a neighboring town is causing the trouble. Ask merchant No. 2, and he will probably blame merchant No. 1.

In almost all cases this could be remedied if only merchants could come together and understand each other. The association idea is designed to remedy this condition and we are glad that the western association intend dealing with it. The movement should command the hearty support of every merchant who is handicapped by these conditions but can do nothing himself. The association can do what one merchant cannot do.

THE TREND OF IMMIGRATION.

ACCORDING to the Western Chronicle, of Kentville, N.S., the movement of farmers and sons of farmers to the Great West is beginning to assume alarming proportions in the Maritime Provinces, particularly Nova Scotia. The comparative failure of the Nova Scotia crops last year, and the boom in the Northwest have resulted in an exodus of "blue-noses" within the past few months which, if continued, is going to place the east in a serious predicament. The farms down by the sea must be tilled, and the Atlantic fisheries manned, and the only condition under which this is possible is that the requisite number of fishermen and agricultural laborers is forthcoming. It looks as if the history of western immigration might be repeated in Eastern Canada in the near future, only, instead of the tide being from the Maritime Provinces westward, the settlers will come from beyond the seas. Let us hope that the eastern provinces may be more successful in solving the immigration problem than the States to the south of us, where they have laborers and to spare, but of such a class as to emperil at times the peace of the nation.

COMMERCIAL TRAVELERS' TAX IN BRITISH COLUMBIA.

THE policy which has been adopted in British Columbia of restricting interprovincial trade by means of a tax on commercial travelers has been carried to its logical conclusion by the Town of New Westminster. According to the Trades' License By-law all travelers taking orders for clothes to be made outside the city must pay a license of $50, and hereafter this regulation will be strictly enforced. The representative of a Vancouver house was the first to suffer and was summoned to appear in the police court for his neglect to pay the amount specified. He had to promise to pay the license before the charge was withdrawn.

We may be uncharitable in our view,

but it looks like a particularly timely example of Nemesis that a British Columbia house should be compelled to swallow the medicine which it has itself been forcing the wholesalers of the other provinces to drink. The unfairness and selfishness of the western province in its commercial tax legislation has been already condemned. The citizens of the province will now have a chance to see what their disintegrating policy will eventually lead to. The picture of every town in the province erecting a prohibitive protective wall around itself and closing off commerce from all its neighboring towns is decidedly mediaval. Its tendency is directly opposed to the unity and strength of the country as a whole. Such local prosperity as may be developed under the New Westminster system is got at the expense of the townspeople themselves. It is the consumer who pays.

GOOD BUYING.

GOOD buying is no less important than good selling. The profit on a year's business often represents the margin made by taking advantage of the best market for each individual purchase. By skillful buying the selling price can be made so attractive that a quick turnover of stock is assured. Good merchandising does not consist in making big sales from a big stock, but in making big sales from as small a stock as will permit of giving efficient service. There is no good purpose subserved in doing a big business, if the merchant has to have so much money tied up in his stock that his profits, great as they may be, just pay interest on his investment.

If the markets are carefully watched and the demands of his trade systematically studied, a retailer should be able to get the best results out of a fair investment. The trade paper will keep him posted on the one and his daily experience should provide him with the facts on the other.

There are two extremes to be guarded against in buying. The one is overstocking. By this a man is prevented from keeping his stock as well assorted as he should in those lines which prove most popular. He has laid in such a large and varied supply that he cannot afford to encourage the sale of what customers really want, for it would mean the shelving of his present stock. Full advantage cannot be taken of the passing fancies of the people and the stock continues to grow. The other thing to be guarded against is the living from hand to mouth, which is just as disastrous to good retailing. There are times when a staple is manifestly low in price. The acute merchant will seize that time to lay in a future supply, whether his present wants require it or not.

It is by watching these things, buying when the market is advantageous and keeping the stock within fair bounds, that successful business is accomplished. Competition is too keen to allow the old free-and-easy methods of buying and selling to continue. The man who can buy for a fraction less than his rival and whose yearly sales are in a proper proportion to his investment, is the one who will survive.

OUT NEXT WEEK.

WITHIN the past decade retail grocers and general merchants throughout Canada have learned to appreciate our aim to make The Canadian Grocer, and particularly its special Spring and Fall numbers, an epitome of all that is of interest or of service to the grocery trade in its widest sense.

This year trade conditions in Canada are almost unique, in so far as foreign nations are beginning to realize that instead of being a land of ice and snow Canada is likely to become before many years one of the greatest manufacturing countries in the world, and on this account they are wasting no time in establishing themselves in the Canadian market. On the other hand, Canada's industrial development during the past year is almost without precedent in history. Two new provinces have been carved out of the Great West, and the western population is increasing at such a rapid rate that within five or ten years that country will probably be as thickly settled as the provinces of Ontario and Quebec. The foreign trade of Canada has shown a satisfactory increase particularly with the West Indies, and Canadian exporters are making an organized effort to establish themselves in the markets of Mexico and Japan.

On the whole, next week's issue of The Canadian Grocer will serve as a valuable compendium of up-to-date information concerning the grocery, cereal, provision, fish, crockery, confectionery and fruit trades of Canada, and as a barometer of our position in the world's export markets.

DROP IN SUGAR.

IT has become a maxim of commercial speculation that undue inflation of the market value of an article is sure to be followed sooner or later by a reaction just as far or farther in the oposite direction. Six months ago witnessed an unprecedented advance in Canadian refined sugar, and during the past month there has been a decline of 30c., two drops of 10c. each being recorded since last week's issue of The Grocer. At the moment the market appears to be in the hands of speculators, and until this feature is eradicated it will be difficult to forecast the future of the market.

CANADA'S GROWING TIME.

FROM all parts of Canada reports of building operations on a large scale are being received — big hotels, manufacturing establishments, business blocks, all being included in the lists of permits issued.

In Toronto building permits issued by the city architect for the four months, January to April, represent an expenditure of $2,084,914 in new houses, warerooms and factories. In April the amount was $896,196 for 365 buildings, compared with $492,432 for 236 buildings in April, 1904. During the first ten days in May permits were issued for buildings valued at upwards of $400,000, this including 90 dwellings, costing approximately $250,000, and two large warehouses, one for the Massey-Harris Co., to cost $125,000, and one for Brereton & Manning, to cost $25,000.

In Winnipeg, so far this year, 730 building permits have been issued.

covering 980 buildings, to cost $6,010,800 compared with 520, aggregating $2,403,350 last year.

In Montreal similar activity exists, as during the month of April 158 permits were issued for buildings, valued at $658,001, as compared with 111 permits, representing an outlay of $438,243, for April, 1904. Ninety-one permits were also issued for alterations, valued at $98,347, as compared with 84 permits, representing a value of $67,595, for 1904. The first week in May also shows permits issued for about $180,000 worth of new structures.

Vancouver also makes a good showing, $180,000 being the value of the permits issued in April, about $100,000 of this being for dwellings valued at $3,000 or under, and indicating that there is a big demand for houses.

Statistics cannot be secured from all the towns and cities, but enough has been written to show that the growth is substantial, as in every city the growing population find it difficult to secure roofs to cover their heads. This is Canada's growing time, and while land-speculating booms may over-reach themselves in Fort William, Port Arthur, or Winnipeg, there is little possibility of more houses being built than there are people to fill them. Canada will see a wonderful development during the next quarter of a century in both the older industrial districts and the newer sections to be opened up by the new railway systems.

All this is an index to greater things. The increase in population means larger consumption of manufactured articles. It is an index as well to an industrial expansion, and is only a part of a broader development that Canada is bound to see within the next few years. Villages are becoming towns in a short time, and many places where forest or prairie exist at the present, a few years hence will find active commercial and manufacturing centres.

ANNUAL MEETING.

AT the annual meeting of the Ontario Wholesale Grocers' Guild, held on Tuesday, May 16, in the Board of Trade Building, Toronto, there was a large and representative attendance.

Among other interesting questions discussed was that of the Ontario retail trade not receiving a sufficient margin of profit on many lines of proprietary goods. It was the unanimous opinion of the meeting that the trade should insist upon the manufacturer allowing the retailer a fair margin of profit. For instance, the manufacturer turns out an article which he decides should retail at 10c per dozen, whereas the retailer should get at least 20c. if he is to make any profit. At the present time the retail trade are suffering a real grievance, owing to the fact that they are forced to handle certain staple package foods and other lines in which the retail price is named, and the margin of profit wholly out of proportion to the expense of handling these goods.

In view of the rapidly increasing number of package foodstuffs now being put on the market, it is interesting to note an opinion expressed at the meeting, namely, that the average retailer was making a mistake in handling too big an assortment of articles of a similar nature. In order to buy to advantage he was obliged to take at least five cases, which meant that he very often found himself overstocked.



G. H. BRISTOL
Re-elected President Ontario Wholesale Grocers' Guild.

Reports presented showed that the year had been a fairly profitable one for wholesale houses. It was commonly remarked that the price of sugar would continue to go down, this calculation being based on the prospect of a bumper beet crop this Fall.

As usual, the 500 travelers in the employ of members of the guild will receive two weeks' holidays, from July 29 to August 12.

Geo. H. Bristol was re-elected president, the other officers being: First vice-president, T. B. Escott, London; second vice-president, W. G. Craig, Kingston; auditor, A. G. Osborne. Messrs. J. F. Eby and Thomas Kinnear, Toronto; H. C. Beckett, Hamilton, and T. B. Escott, London, were appointed a price committee to arrange standards that will prove alike satisfactory to the wholesaler and the retailer.

CHAT WITH A RAISIN GROWER.

MR. F. W. ROWLEY, of F. W. Rowley & Co., London, England, and Denia and Valencia, Spain, who is spending a few weeks in Canada, was met by a representative of The Grocer in Toronto this week.

Naturally the conversation was directed to the coming season's raisin crop in Denia, and Mr. Rowley stated that the yield this year would probably reach from 20,000 to 25,000 tons, and would be ready for shipment about the last of August or first of September. From present indications prices would be moderate.

The whole country within a radius of twenty miles of Denia is devoted to the cultivation of the raisin grape exclusively, the fruit-growing district extending thirty miles inland and north to the City of Valencia. It is interesting to know that the Denia raisin is treated altogether by hand. The difference between the Denia and Malaga raisin is that the latter is entirely sun-dried, while the former is a lye raisin —in other words, Denia fruit is placed in a liquid solution and dried afterwards in the sun.

Mr. Rowley's firm is also interested in the culture of almonds. Valencia almonds are not so large in size as the variety shipped from Alicante Province, but the trade is growing every year. The shipping facilities of Denia, moreover, are unsurpassed. Valencia and Denia onions are also claiming increased attention in the markets of Canada and the United States.

Mr. Rowley is anxious to see a bigger trade developed between Great Britain and Canada, particularly in canned goods. What the English market requires is goods of fine appearance and first-class quality, and Canadian canners are in a position to supply them. True, the higher-class trade are prejudiced in favor of bottled goods, but there is an enormous sale for tinned fruits and vegetables among the middle and poorer classes. Canada ought in time to capture this trade.

The Argument of Common Sense



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BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Groceries.

THE conditions of trade among the jobbers is reported as fairly satisfactory, and while the volume is not greater than last year this time, the outlook for good trade during the next few weeks is bright. The decline in sugar which has taken place during the past few weeks has drawn considerable attention to this article. A further decline of 10c. per 100 lbs. was made by the refineries on Tuesday, and it is surmised that lower figures will yet be quoted. The raw sugar market is easy, and the heavy receipts of Scotch and Russian sugars have had an effect on the trade. It is reported that one large importer of Scotch sugar is anxious to get out before a further drop is instituted. At present prices it looks as if refiners were not coining money any too fast, as purchases of beet must have been made at higher prices than are ruling now. As the fruit season is not many months off, the uncertain situation of sugar is causing some uneasiness and uncertainty. Usually at this time contracts are pretty well in for season's requirements. Teas on the local market are flat and little turning over. London is reported as having turned down some fairly large offers on local buyers. Ceylon greens and blacks, as well as Chinas, are firm but still at prices at which teas are being offered it would seem that it was good buying to buy now. Samples of April pickings Japans are in the hands of certain houses and show value in draw and style. Molasses is firm, and as the Barbadoes shipments are all well closed out it is not expected that any serious changes downward will occur. Syrups are in somewhat less demand this week. Canned goods trade about as usual. Foreign dried fruits quiet, and with the exception of currants little new obtainable. As to currants, we publish in another column an extract from the New York Journal of Commerce and Commercial Bulletin the position of the Greek situation on this subject, which will be found interesting. Coffees, rice and spices are unchanged and featureless. Fish trade is getting better. Brook trout are arriving and selling well. In maple products, beans and evaporated apples there are no new features to chronicle, business being about as last week. The provision market is strong. Live hogs are scarce, and dressed hogs in sympathy very firm. Buying is of a hand to mouth character. Eggs are holding up well in price, country dealers holding out and getting 14c. Pickling on account of this has been suspended. Butter has shown a slight weakening during the past few days, receipts being somewhat better. Cheese situation is unsettled. Easier prices are looked forward to.

SUGAR.

A drop of 10c. per 100 lbs. was made on Tuesday by refiners. This is undoubtedly due to the weaker feeling noticeable in raw, also the arrival of Scotch granulated, of which one importer here is said to be loaded up with. It is thought by some dealers that prices are likely to ease off still further, though this view is not shared by direct importers.

Granulated, obls.	$5 25
" ½-bbls	5 20
" bags	5 20
Paris lump, boxes and bbls	5 75
" ½-boxes and 1½-bbls	5 85
Extra ground, bbls.	5 60
" " 50-lb. boxes	5 80
" " 25-lb. boxes	5 90
Powdered, bbls	5 40
" 50-lb. boxes	5 60
Phoenix	5 20
Bright coffee	5 10
" yellow	5 05
No. 3 yellow	5 00
No. 2 "	4 85
No. 1 " bbls.	4 75
No. 1 " bags	4 70
Raw Trinidad	4 50
Trinidad crystals	4 85 4 90

SYRUPS AND MOLASSES.

No change. Situation firm, and the statistical position would indicate that there is not much likelihood of a decline in the near future. Newfoundland is short this year and bought freely all it could get hold of. Only a fair amount of business is doing in the local trade. Corn syrups reported quiet during the week.

Barbadoes, in puncheons	0 38
" in barrels	0 40½
" in half-barrels	0 41½
New Orleans	0 22 0 35
Antigua	0 33
Porto Rico	0 45
Corn syrups, bbls.	0 02½
" ½-bbls.	0 02¾
" ¼-bbls.	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

TEA.

Trade in the street is quiet, in fact as one broker expressed it as flat as a pancake. Cables to hand from London make China greens and blacks firm. London also firm for Ceylon, both green and black. Several large offers have been turned down on local buyers. Some demand for gunpowders, pingsueys, etc. No change in Japans and little business going.

Cable from Jardine, Matheson & Co., from Yokohama, May 13th, says: "Settlements to-day are 13,000 piculs, as against 43,000 piculs on May 16th last year. Supplies are coming in slowly, the lowest price paid so far being 39 1-2 yen, which is equivalent to 25 1-3c. if overland quotations are unchanged."

Japans—Fine	0 26 0 28
Medium	0 20 0 24
Good common	0 18
Common	0 12½ 0 15
Ceylon—Broken Pekoe	0 35 0 38
Pekoes	0 17 0 20
Pekoe Souchongs	0 15 0 20
Indian—Pekoe Souchongs	0 15 0 18
Ceylon greens—Young Hysons	0 16 0 18
Hysons	0 14½ 0 15
Gunpowders	0 13½ 0 14
China greens—Pingsuey gunpowders	0 12 0 12
Congous—Kaisows	0 12
Pakling boxes	0 12 0 14

COFFEE.

Business dull. The demand generally is about as usual. Stocks are fairly good locally, though mild coffees are somewhat more in demand. We quote:

Good Cooutas	0 10 0 10½
Choice "	0 11½ 0 12½
Jamaica coffee	0 10½ 0 11
Java	0 18 0 22
Mooba	0 17 0 20
Rio	0 09½ 0 11

SPICES.

Conditions of last week unchanged. Business is quiet, and no particular one more than usually interesting. Prices unchanged.

	Per lb.
Peppers, black	0 16 0 22
" white	0 25 0 30
Ginger	0 12 0 20
Cloves, whole	0 17 0 30
Cream of tartar	0 25 0 30
Allspice	0 12 0 15
Nutmegs	0 25 0 50

CANNED GOODS.

Business in all kinds of canned goods shows an improvement. Prices are low, and while this tends to make trade livelier it is not encouraging for buying new pack. Orders for new packs have been placed by some of the jobbers, but as a whole the trade is holding back.

Salmon, pink	0 90 1 00
" spring	1 55
" Rivers Inlet red sockeye	1 65
" Fraser River red sockeye	1 50 1 75
Lobsters, talls	3 45
" 1-lb. flats	3 50 4 00
" ½-lb. flats	2 25
Canadian Sardines, ¼s	3 65 4 00
California asparagus	4 50 5 00
Asparagus tips	3 50 3 75

VEGETABLES.	Per doz.
Corn, 2-lb. tins	$1 20
" 2-lb. sucotash	1 25
Gallon corn	5 00
Tomatoes, 3-lb. tins	1 30
Gallon tins	3 60
Sugar beets	$0 85 0 95
2's Asparagus Tips	2 50
2's Beans, Golden Wax	0 80
2's " Refugee or Valentine	0 82½
2's " Crystal Wax	0 92½
2's Peas, No. 4 "Standards"	0 82½
2's " No. 3 "Early Junes"	0 85
2's " No. 2 "Sweet Wrinkled"	0 95
2's " No. 1 "Extra Fine Sifted"	1 30
2's Table Spinach	1 40

FRUITS.

Pears—Flemish Beauty, Bartletts and pie in 2, 2½ and 3's	$1 15 $2 20
Peaches—White, yellow and pie, 1½'s, 2's, 2½'s, 3's.	1 25 2 62½
Gallon pears	3 15 3 67½
" peaches	3 55 4 50
Pumpkins, 3-lb. tins	0 72½
" gal	2 50
3-lb. squash	1 00
2's Cherries, red, pitted	2 20
2's " red, not pitted	1 75
2's " black, pitted	2 20
2's " black, not pitted	1 75
2's " white, pitted	2 40
2's " white, not pitted	2 00
2's Currants, red, heavy syrup	1 57½
2's " red, preserved	1 77½
Gals. " red, standard	4 75
Gals. " red, solid pack	7 00
2's " black, heavy syrup	1 75
2's " black, preserved	2 05
Gals. " black, srandard	4 00
Gals. " black, solid pack	8 00

2's Gooseberries, heavy syrup	1 62½
2's " preserved	1 85
Gals. " standard	7 25
2's Lawtonberries, heavy syrup	1 57½
2's " preserved	1 85
Gals. " standard	4 97½
2's Pineapple, sliced	2 25
2's " grated	2 35
3's " whole	2 50
2's Plums, Damson, light syrup	1 00
2's " " heavy syrup	1 20
2½'s " " " "	1 57½
3's " " " "	1 85
Gals. " " standard	2 95
2's " Lombard, light syrup	1 05
2's " " heavy syrup	1 35
2½'s " " " "	1 62½
3's " " " "	1 90
Gals. " " standard	3 15
2's " Green Gage, light syrup	1 15
2's " " heavy syrup	1 47½
2½'s " " "	1 72½
3's " " "	2 00
Gals. " " standard	3 45
2's " Egg, heavy syrup	1 52½
2½'s " "	1 80
3's " " "	2 10
2's Raspberries, red, heavy syrup	1 40
2's " preserved	1 60
Gals. " " standard	5 00
Gals. " " solid pack	8 00
2's " black, heavy syrup	1 35
2's " " preserved	1 50
Gals. " " standard	4 75
2's Rhubard, preserved	1 15
3's " "	1 90
Gals. " standard	2 62½
2's Strawberries, heavy syrup, 1903 pack	1 47½
2's " " 1904 pack	1 60
2's preserved	1 75
Gals. " standard	5 50
Gals. " solid pack	3 50

RICE.

The drop of 10c. noted last week is reported to have stimulated buying somewhat. Jobbers say this is quite noticeable this week. We quote:

B rice, in 10 bag lots	2 95
B rice, less than 10 bags	3 05
C rice, in 10 bag lots	2 85
C rice, in less than 10 bag lots	2 95

Fish.

An interview with prominent fish merchants shows the business good and demand for fish of all kinds steadily increasing. There are fairly large arrivals of lake trout and white fish of fine quality which meet with ready demand. Season for dore opened on the 15th instant, but dealers do not think there will be any arrivals of it before the end of the week. Prices are firm and yet unchanged. Brook trout are in good demand, and fair quantities are arriving from the Laurentian Lakes. Haddock and cod also in good demand. Fresh and boiled lobster trade is good and active. Fair demand for smoked fish haddies, kippers and bloaters.

Fresh white fish	0 08
Lake trout	0 08
Brook trout	0 18
Fresh salmon	0 16
Standard bulk oysters, per gal	1 40
Selects	1 60
Haddies	0 07½
Bloaters in boxes, 100 fish	1 00
Yarmouth bloaters, 60 fish per box	1 10
Smoked herring, per box, new	0 11
Fresh haddock, per lb	0 04½
Fresh pike	0 06½
Fresh halibut	0 10
Fresh steak cod	0 06
Frozen dore or pickerel	0 07 0 07½
No. 1 Labrador herring in 20-lb. pails	0 80
" " half bbl	3 00
No. 1 Holland herring, per half bbl	6 50
No. 1 Scotch herring, " "	6 50
" " per keg	1 00
Holland herring, per keg	0 65 0 75
No. 1 salt mackerel, pail of 20 lbs	2 00
Boneless cod, 1 and 2-lb. blocks, per lb	0 06½
" fish " " "	0 06
" fish, loose, in 25-lb. boxes	0 05½
Labrador salmon, half bbl	9 00
" " (200 lbs.) bbls	16 00
" " large (300 lbs.)	24 00
B.C. salt salmon, bbl	14 00
" " ½ bbl	7 50
Lake trout, salt, 100 lbs	4 50
Sea trout in bbls, 200 lbs	9 50
" half bbls	5 50
Marshall's kippered herring, per doz	1 40
Canadian kippered, per doz	1 00
Canadian ½ sardines, per 100	3 75 4 00
Canned cove oysters, No. 1 size, per doz	1 30
Canned cove oysters, No. 2 size, per doz	2 25

Foreign Dried Fruits.

Business is on the quiet side. No changes reported by brokers and importers. The rise in price of currants in Greece a few weeks ago is so far maintained. Market is firm, and the proposed arrangement by the Greek deputies for a betterment of the currant industry is being actively looked after. So many attempts have been made during the past few years in this direction without success that no strong hopes are built on this present movement turning out satisfactorily. No changes in raisins or nuts. News scarce, and what little there is of no great interest on the moment.

VALENCIA RAISINS.

Fine off-stalk, per lb	0 05 0 06
Selected, per lb	0 06½
Layers, "	0 07 0 07½

DATES.

Dates, Hallowees, per lb	0 04 0 04½

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb	0 13½
Peaches, "	0 10½
Pears, "	0 13

MALAGA RAISINS.

London layers	2 00
"Connoisseur Clusters"	2 50
" " ½-boxes	0 80
"Royal Buckingham Clusters," ½-boxes	1 10
" " boxes	3 50
"Excelsior Window Clusters,"	4 50
" " " ½s	1 35

CALIFORNIAN RAISINS.

Loose muscatels, per lb	0 07½ 0 08
" " seeded, in 1-lb. packages	0 08 0 09
" " 2 crown	0 06
" " 3 crown	0 06½
" " 4 crown	0 08

PRUNES.

	Per lb.
30-40s	0 08½
40-50s	0 08
50-60s	0 07
60-70s	0 06
70-80s	0 06
80-90s	0 05
90-100s	0 05
Oregon prunes (Italian style), 40-50s	0 08
" " 50-60s	0 07
Oregon prunes (French style), 60-70s	0 06
" " 90-100s	0 04
" " 100-120s	0 04

CURRANTS.

Filiatras, uncleaned	0 04½
Fine Filiatras, per lb., in cases	0 04½ 0 05
" " cleaned	0 04½ 0 05½
" " in 1-lb. cartons	0 05½ 0 06
Finest Vostizzas "	0 06½ 0 07½
Amalias "	0 06

SULTANA RAISINS.

Sultana raisins, per lb	0 06½ 0 08
" " 1-lb. carton	0 09

ELEME TABLE FIGS.

Six crown, extra fancy, 40-lb. boxes	0 13
Four crown, fancy, 10-lb. boxes	0 09
Three crown	0 07 0 07½
Glove boxes, fine quality, per box	0 11
Fancy washed figs, in baskets, per basket	0 20
" pulled figs, in boxes, per box	0 22
" stuffed figs, " "	0 28
12-oz. boxes	0 06½ 0 07

Country Produce.

HONEY.

Trade is pretty dull and stocks are scarce, particularly in the finest qualities. Demand is slow and shows no sign of increase. No changes in prices to report.

White clover, extracted tins	0 07 0 07½
" kegs	0 07½ 0 07½
" comb	0 13 0 13½
Buckwheat	0 06 0 06½

MAPLE PRODUCTS.

Demand is fairly good, and business is active, in fact trade is better than at the same time last year. Dealers expect that trade will continue fair for some time yet, owing to cool weather. Actual stocks are quite sufficient to meet requirements. Prices firm and unchanged.

Maple syrup, in wood, per lb	0 06 0 06½
" in large tins	0 07½ 0 07½
Pure new sugar, per lb	0 10
Pure Beauce County, per lb	0 06 0 07

BEANS.

Nothing of importance to report for this week. Dealers, however, report that stocks are considerably reduced, and that owing to this fact prices should go higher shortly. They are the same for this week.

Choice prime	1 60 1 70
Lower grades	1 40 1 50

EVAPORATED APPLES.

Dealers have little to say but that business is very quiet and demand small. Goods are scarce and prices expected to go higher shortly. Quotations for evaporated apples 7 to 7 1-2 cents. Dried dull at 3 to 3 1-2 cents.

HOPS.

Trade is dull in hops. The demand has become smaller on account of high prices asked by holders, and also owing to the fact that most dealers have signed contracts with holders for their supplies. Local prices remain unchanged as yet, but are liable to go up within a short time.

B.C.	0 32 0 35
Choice Canadian	0 25 0 30
Fair to good	0 24 0 26

Flour, Feed and Meal.

FLOUR.

Leading flour dealers report that business continues active and is slowly but steadily improving. The demand is good and also increasing. Nothing of note to report. Prices are the same as last week.

Manitoba spring wheat patents	5 50 5 60
" strong bakers	5 20 5 30
Winter wheat patents	5 50 5 75
Straight rollers	5 20 5 35
Extra	4 55 4 60
Straight rollers, bags, 90 per cent	2 50 2 60

FEED.

Mill feed is in good demand at prices quoted. Trade is steady and shows little more activity. Nothing of importance to note. Prices unchanged, as last reported.

Manitoba bran, in bags, per ton	18 00 19 00
" shorts	20 00 21 00
Ontario bran, in bulk	17 00 18 00
" shorts	19 50 20 50
Mouille	25 00 28 00

ROLLED OATS.

Little business is being done in rolled oats. The trade is dull, and the demand is small. Prices are firm and unchanged.

Fine oatmeal, bags	2 60
Standard oatmeal, bags	2 60
Granulated "	2 50
Rolled oats, "	2 40 2 50
" bbls	5 10 5 25

HAY.

There is not much change in the local market. Demand is fair and prices steady. Export business is looking up, and last week some 4,746 bales were shipped from this port, and 13,423 bales from St. John, N.B.

No. 1 timothy	9 00 9 50
" 2 " choice	8 00 8 50
" 2 " ordinary	7 00 7 25
Clover	6 50 7 00
Clover mixed	7 00 7 25

The demand for onions is enormous, and will continue so till our own crop is marketed. White & Co., Toronto, received a full car Bermudas in crates and two cars Egyptians in bags this week.

ONTARIO MARKETS.

Groceries.

Toronto, May 18, 1905.

GROCERY trade for May shows considerable improvement over the same period a year ago. The quietness which was so noticeable a week ago is slowly giving place to more lively business. The traveling representatives of the different wholesale firms are unanimous in their opinion that things are beginning to look up in the country, and that the farmers are beginning to enter the market again as buyers of foodstuff.

The Grocer heard the opinion expressed during the week that the price of foodstuffs had about reached the upper limit. During the past year farmers and growers of produce generally have been getting an abnormally high price for everything, and it is only a question of a few months until prices begin to readjust themselves. The particular tradesmen in question hazarded the opinion that we would shortly see cheaper prices for all kinds of produce. The event of the week has been two declines of 10c. each in the price of Canadian refined sugar—one coming into effect just after Grocer went to press last week; the other on May 16. The refined situation seems to have resolved itself into a reaction following the phenomenal jump of last fall, and present indications point to a fluctuating market until the speculative element is eradicated.

Canned goods, teas and rice, and Valencia raisins are all moving very freely. A scarcity of molasses on spot is reported, as well as a firm market. In the provision markets the chief topic of interest is the recent arrival of new cheese, which is meeting with ready sales.

CANNED GOODS.

A steady demand continues for canned tomatoes, corn and peas. The special feature of this week's canned vegetable market is the frequent inquiries for large lots of tomatoes. The Canadian trade prefer domestic to American packed, and do not hesitate to pay 10c. per dozen more for Canadian goods. Canned pumpkin is in active request. Canned fruits are also moving very freely in all varieties. Our quotations are as follows :

Tomatoes, 3's	1 25	1 30
Corn, 2's	1 10	1 20
Peas, 2's	0 82½	1 30
Sliced beets, 2's	....	0 85
" " 3's	....	0 95
" " whole	....	0 95
Pumpkin, 3's	....	0 75
" gal.	....	2 50
Squash	....	1 00
Asparagus tips, 2's	....	2 75
Golden waxed beans, 2's	....	0 80
Refugee or Valentine beans, 2's	....	0 85
Crystal waxed beans, 2's	....	0 92½
Spinach, 2's	....	1 40
" 3's	....	1 80
Baked beans, plain, 1's	....	0 45
" " 2's	....	0 72
" " 3's	....	0 90
Tomato sauce, 1's	....	0 50
" " 2's	....	0 78
" " 3's	....	1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	....	0 90
" " gal.	....	4 50
" jugs	....	7 70
Apples, standard, 3's	85	90
" preserved, 3's	....	1 47½
" standard, gal.	1 70	2 00
Pears, Flemish Beauty, 2's	....	1 52½
" " " 3's	....	2 00
" Bartlett, 2's	....	1 87½
" " 3's	....	2 82½
" whites, 2's	....	1 72½
" " 3's	....	2 67½
Peaches, pie, 3's	....	1 25
Cherries, red, pitted, 2's	....	2 20
" " not pitted, 2's	....	1 75
" English black, pitted, 2's	....	2 20
" " " not pitted, 2's	....	1 75
" white wax, pitted, 2's	....	2 42
" " " not pitted, 2's	....	2 00
Lawtonberries, heavy syrup, 2's	....	1 57½
" preserved, 2's	....	1 75
" standard gal.	....	4 97½
Plums, Damson, light syrup, 2's	....	1 00
" " heavy syrup, 2's	....	1 30
" " " 3's	....	1 85
" Lombards, light syrup, 2's	....	1 05
" " heavy syrup, 2's	....	1 35
" " " 3's	....	1 90
" green gage, light syrup, 2's	....	1 15
" " heavy syrup, 2's	....	1 47½
" " " 3's	....	2 00
" egg, heavy syrup, 2's	....	1 52½
" " 3's	....	2 10
Pineapple, sliced, standard, 2's	....	2 35
" extra " 2's	....	2 47½
" grated, " 2's	....	2 62½
Raspberries, red, heavy syrup, 2's	....	1 40
" preserved, 2's	....	1 60
" black, heavy syrup, 2's	....	1 35
" preserved, 2's	....	1 50
Rhubarb, preserved, 2's	....	1 15
" " 3's	....	1 90
" " gal.	....	2 62½
Strawberries heavy, syrup, 2s	....	1 60
" preserved, 2's	....	1 75
Lobster, talls	....	3 50
" 1-lb. flats	....	3 75
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, Sockeyes—		
1-lb. talls, 5 cases and over	....	1 77½
1-lb. talls, less than 5 cases	....	1 80
1-lb. flats, 5 cases and over	....	1 90
1-lb. flats, less than 5 cases	1 87½	1 92
½-lb. flats, 5 cases and over	....	1 17
½-lb. flats, less than 5 cases	....	1 20
Salmon, "Clover Leaf."		
Chums	0 95	1 00½
Sardines, Sportsman ¼'s	....	0 14
" ½'s	....	0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ½s	0 25	0 27
" P. & C., ¼'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04½
" " ¼'s	0 09	0 11½
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies, per doz	....	1 10
Haddies, per case	....	4 25
Kippered herrings, domestic	....	1 10
" " imported	1 40	1 45
Herrings in tomato sauce, domestic	....	1 00
" " imported	1 40	1 45
California ripe olives, tins, per doz	....	4 75
Corned beef, 1s, per doz	....	1 50
" 2s, "	....	2 70
" 6s, "	8 00	10 00
" 14s. "	....	18 00
Lunch tongues, per doz	....	3 00
Potted meats, ½s, "	....	0 50
" ¼s. "	....	1 00

SUGAR.

Since last week's issue there have been two declines of 10c. in the price of Canadian refined, one effective on Friday, May 12, the other on May 16. The market seems to be in the hands of speculators at the moment. The Canadian market is influenced directly by Europe and until the price of beets there gets down to a steady basis and the speculative feature is obliterated the course of the market is bound to be uncertain. The recent decline is undoubtedly a reaction from the phenomenal jumps of last Fall, and may be the tendency will, as is usually the case, be towards exaggeration. We quote the following:

Paris lumps, in 50-lb. boxes	5 93
" in 100-lb. "	5 88
St. Lawrence granulated	5 33
Redpath's granulated	5 36
Acadia granulated	5 43
Berlin granulated	5 28
Phoenix	5 18
Bright coffee	5 18
Bright yellow	5 08
No. 3 yellow	5 08
No. 2 "	4 93
No. 1 "	4 83

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

SYRUPS AND MOLASSES.

A strong advance is reported in molasses, as well as a scarcity of supplies on spot, particularly of medium syrups. Maple syrup in barrels is out of the market. It is more or less difficult to give exact quotations on New Orleans molasses at the present time, owing to the fact that American exporters are dubious about the Canadian market on account of the new test regulations. We quote as follows :

Syrups—		
Dark	....	....
Medium	0 33	0 34
Bright	0 36	0 37
Corn syrup, bbl., per lh	....	0 02½
" ½-bbls "	....	0 02½
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. " "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10
Molasses—		
New Orleans, medium	0 28	0 35
" ½ bbls	0 30	0 35
" open kettle	0 45	0 50
Barbadoes, extra fancy	0 45	0 50
Porto Rico	0 42	0 48
West Indian	0 32	0 35
Maple syrup—		
Imperial qts	....	0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 40
Qts. " "	....	6 00

COFFEES.

The coffee business has been a little on the quiet side this week, and the wholesale trade are inclined to hold back purchases on account of the very firm position of the speculative market in Rio coffee. The market is in such a peculiar condition that, were it not for the duty, coffee could be bought in New York for ½ to ¾c. less than in Brazil. It is believed that the United States have got nearly all their coffee in sight, and on account of Europe drawing upon American supplies it is expected that the supply of visible coffee in the States will shortly show a further decrease, thus tending to give additional firmness to the market. We quote the following prices :

	Per lh.	
Green Rios, No. 7	0 10	0 10½
" " No. 6	....	0 11
" " No. 5	....	0 11½
" " No. 4	....	0 12
" " No. 3	....	0 12½
" Mocha	0 21	0 23
" Java	0 22	0 35
" Santos	0 11	0 13
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
Green, Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracaibo	0 16	0 23

TEAS.

A good demand for teas of all descriptions is reported by the wholesale trade during the week, an interesting feature of the tea market being the sale to American dealers of large quantities of tea by the wholesale trade. There seems to be a growing demand in the United States for teas that are difficult to obtain there.

Little interest is being taken in new crop Japan tea, the demand for early tea being extremely limited. Prices in Japans, after opening higher, have reached about the level of last year at this date. Nothing will be known as to the general character or value of Japan teas suited to this market until about the end of next month, and buyers do not seem at all anxious to get advance information. In Ceylons the most flavory teas of the season were recently marketed in London, and the quality is now rapidly falling off. Importers require flavory teas to carry them over the Summer season, and are buying freely as a matter of necessity. The new crop of Indian tea is about a fortnight later than last year, owing to continued cold weather, which is reported to have caused considerable damage. The first auction will be held about the first week in June, whereas last year the Calcutta market opened the third week in May. We quote the following prices:

Congou—half-chests, Kaisow Moning	0 12	0 60
" caddies, Pakling	0 19	0 40
Indian—Darjeelings, Pekoe souchongs	0 20	0 22
" Pekoes	0 25	0 30
" Orange Pekoes	0 35	0 45
Indian—Assam, Orange Pekoes	0 25	0 40
" Pekoes	0 18	0 20
" Pekoe Souchongs	0 16	0 18

Ceylon—Broken Orange Pekoes	0 22	0 40
Orange Pekoes	0 22	0 29
Pekoes	0 18	0 24
Pekoe Souchong	0 14	0 16
China Greens—Gunpowder, cases, extra first	0 35	0 42½
" half-chests, ordinary firsts	0 22	0 28½
Young Hyson, cases, sifted, extra firsts	0 37½	0 47
" cases, small leaf, firsts	0 30	0 37
" half-chests, ordinary firsts	0 22½	0 32½
" " seconds	0 22	0 24½
" " thirds	0 15	0 17
" " common		0 14
Pingsueys—Young Hyson, ¼-chests, firsts	0 25	0 30
" " seconds	0 16	0 18
" half-boxes, firsts	0 25	0 30
Japan—¼ chests, finests May pickings	0 34	0 38
Choice	0 31	0 36
Finest	0 27	0 29
Fine	0 24	0 27
Good medium	0 19	0 21
Medium	0 17	0 19
Good common	0 18	0 19
Common	0 13	0 14
Dust	0 06	0 08

SPICES.

The spice market continues steady and is without particular indications at the close. We quote as follows :

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 25	0 35
" white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 14	0 17
Cassia	0 21	0 25	Mace	0 80	0 90
Nutmeg	0 45	0 75			

RICE AND TAPIOCA.

Good business is reported in tapioca and rice during the week. This is the season when the rice trade begins to assume its largest proportions, and several large shipments have already arrived on the Canadian market. Advices from the south report a firm market in rice. We quote as follows :

	Per lb.			Per lb.	
Rice, stand. B	0 03½	0 03¾	Tapioca, staple	0 03½	0 03½
Rangoon	0 03⅜	0 03½			
Patna	0 05	0 05½	" double goat		0 05
Japan	0 06	0 07	Carolina rice	0 08	0 08½
Sago	0 03½	0 04	Louisiana rice	0 05	0 07

Foreign Dried Fruits.

A good demand is noted for selected Valencia raisins on account of the exceptionally favorable prices ruling at the present time. There is also a brisk demand for prunes. Currants remain steady, and several attempts on the part of buyers to operate below actual quotations from Patras have failed. Some business, however, is being done from day to day at firm prices, which show an advance of ¼c. from the prices ruling three weeks ago. We quote the following prices :

PRUNES.

	Per lb.			Per lb.	
100-110s		0 04	60-70s	0 06	0 06½
90-100s		0 04½	50-60s	0 06½	0 06¾
80-90s	0 04¾	0 05	40-50s		0 08
70-80s	0 05¼	0 05½	30-40s	0 00	0 09½

CANDIED PEELS.

	Per lb.			Per lb.	
Lemon	0 09	0 10	Citron	0 15	0 17
Orange	0 10	0 11			

FIGS

Elemes, per lb	0 08	0 0 13

APRICOTS.

	Per lb.	
Californian evaporated	0 14½	0 16

PEACHES

	Per	lb.
Callfornian evaporated	0 14	0 15

PEARS.

California evaporated, per lb	0 15

CURRANTS.

	Per lb.			Per lb.	
Fine Filiatras	0 04¾	up	Vostizzas	0 07	0 07½
Patras	0 06	0 06½			

RAISINS.

	Per lb.	
New selects	0 05	0 05½
Fine off stalk	0 04½	0 05
Sultana	0 05½	0 10
Californian seeded, 12-oz. Muscatals	0 06¾	0 07
" " 1-lb. boxes "	0 07½	0 09
" unseeded, 2-crown. "		0 07½
" " 3-crown "	0 05½	0 07
" " 4-crown "	0 07	0 08

DATES.

	Per lb.			Per lb.	
Hallowees	0 04½	0 04¾	Fards new choice	0 09	0 10½
Sairs	0 03¾	0 04	" new choice		0 09½

FOREIGN NUTS.

Further advances are reported in the peanut market during the week. Japanese peanuts are arriving on this market, and although the quality is not quite up to the standard of the Virginia article, an additional advantage is secured owing to the fact that the size of the Japanese nut is midway between the Virginia jumbos and selected. Supplies of cocoanuts are plentiful enough, although no improvement in the demand is expected until the midsummer season begins.

Our quotations are as follows :

(The following quotations on peanuts are for sack lots, green.)

Selected Spanish		0 08½
A 1's, banners and suns		0 08¾
Japanese Jumbo's		0 08½
Virginia "		0 10
For sack lots roasted add 1c. to above quotations. For small, 2c		
Almonds, Tarragona, per lb	0 12	0 12½
Walnuts, Grenoble, "		0 12½
" Bordeaux, "	0 09	0 10
Filberts, per lb		0 10
Pecans, per lb	0 13	0 15
New Brazils, per lb	0 13	0 14
Cocoanuts, Jamaica, per sack		4 50
Italian Chestnuts, per lb		0 08

EVAPORATED APPLES.

The market is firm at 6½ to 7c., 7c. being the general price, although some carload lots are offering a little below this figure.

BIRD SEED.

The regular demand for bird seed is noted, and prices continue as last advised. We quote the following prices :

Canary seed, per lb	0 06	0 07
Hemp		0 04½
Cottam's		0 08
Brock's		0 07½

DRIED AND CURED FISH.

There has been a slight falling off in the consumptive demand for dried and cured fish during the week. Labrador herring are practically out of the market, only a few lots being held by wholesale houses. We quote the following prices :

Boneless fish, per lb		0 04½
Cod fish, 1-lb. bricks		0 06½
Boneless cod, per lb	0 08	0 10
Quail-on-toast, per lb		0 06
Flitched cod fish, in cases of 100 lbs., per lb		0 06
Labrador herring, per bbl	6 00	6 50
" per ½ bbl		2 85

Country Produce.

EGGS.

Eggs are arriving freely enough on the local market, although on account of dealers in the country holding for high prices the trade have been forced to advance quotations ½c. since last week.

The report is current that very few eggs will be exported this season on account of the exceptionally high price; but though it is somewhat early to prognosticate on the export trade for the Fall of 1905, it is practically certain that some eggs will be sent to Great Britain, even if it has to be done at a very close margin to the shipper. We quote the following prices :

New laid eggs, per doz	0 14½

BEANS.

The bean market inclines to the quiet side this week, and prices continue as last advised. We quote the following :

Beans, handpicked, per bush	1 80	1 85
" prime, No. 1	1 65	1 70
" prime, No. 2	1 50	1 55
" Lima, per lb	0 07	0 07

HONEY.

Conditions on this market are without change for the week. Our quotations are as follows :

Honey, extracted clover, per lb	0 07½	0 08
" sections, No 1, per doz	1 90	2 00
" " No. 2, "		1 65
" Buckwheat, per lb	0 05	0 06
" " sections per doz	0 75	1 00

MAPLE PRODUCTS.

Sales of this article are beginning to dwindle as the Summer season approaches. Even now the business is beginning to be confined to sorting up orders. Quotations remain as last advised. Our quotations are as follows :

Maple sugar, 1 lb cakes, per lb	0 09	0 10
" large cakes in tubs, per lb		0 08
Maple syrup, per imperial gal		0 90
" " wine gal		0 65
" " imperial quarts		0 25
New maple syrup, per imperial gal		1 50
" " per wine gal		0 85

Fish.

Supplies of fresh lake fish are arriving freely on this market, and an active demand is noted for all varieties. Fresh halibut is down to 9c. this week. Trout is 1c. easier. Cod steak ½c. lower. White fish 1c. lower than a week ago. Ciscoes are out of the market, and shrimps a scarce article. We quote the following prices :

Fresh halibut, per lb		0 09
" haddock "		0 06
" trout "		0 08
" cod steak, per lb		0 07
" lobsters, boiled, each		0 15
" B.C. salmon, per lb		0 20
Shrimps, per gal	1 15	1 25
White fish, per lb		0 08

SEEDS.

An active demand for corn is noted this week at unchanged prices. The season for millet has not yet arrived, and the season's trade in clover is practically over. We quote the following prices :

Alsike clover, per bush	5 00	9 00
Red clover	8 00	10 00
Mammoth clover, per bush	7 00	11 00
Timothy	1 50	2 50
Hungarian, per 100 lbs	2 60	2 70
Millet "		2 50
Orchard grass		14 00
Seed corn, Dent varieties, per bush	0 70	1 00
" Flint " "	1 25	1 30

Grain, Flour and Breakfast Foods.

GRAIN.

Owing to speculation an advance of 1½c. is recorded this week in Manitoba wheat, northern No. 1 and No. 2. No. 3 northern is ½c. higher than last week. Red and white wheat are each down to $1, and oats are quoted ½c. below last week's level. The export of Manitoba wheat, which was beginning to look very promising last week, shows signs of falling off as a result of higher values ruling locally. We quote the following prices :

All on track Toronto.		
Manitoba wheat, Northern No. 1		1 00
" " " No. 2		0 96
" " " No. 3		0 91
Red, per bushel, new		1 00
White " "		1 00
Barley " "	0 42½	0 50
Oats " "	0 42½	0 43
Peas "	0 74	0 75
Buckwheat " nominal	0 63	0 64
Rye, per bushel, " "	0 71	0 73

FLOUR.

Considerable exporting of flour to the United Kingdom during the week is reported, and a seasonable demand continues locally. Owing to typographical error the prices of flour last week were 10c. higher than they should have been. Quotations below do not represent the value of flour on carload lots. Quotations are as follows :

Manitoba wheat patents, per bbl. in bags	5 20	5 50
Strong bakers " "	5 00	5 20
Ontario wheat patents " "	4 80	4 90
Straight roller " "	4 75	4 80

Bon Ami

Will do 50% more work, or last 50% longer than an equal weight of any other cleanser or polisher.

It is the cheapest.

All Grocers.

RETURNED MAY 22 1905
To Comer & Mont
out book 35
Page 10

BON AMI is making its way SURELY, STEADILY, STUBBORNLY.

Another Carload, 1,200 Boxes

Now en route to Montreal from Manchester, N. H.

Are you having your share in the sale of this Wonderful Article?

Cases of 3 dozen, $1.19 per doz., or $14.28 per gross.
F.O.B. Wholesaler's Shipping Point.

Lots of 5 gross, - - - - - - $13.40 per gross.
Delivered to any Railway Station from Halifax to Vancouver.

Terms: Net 30 days or 1% 10 days.

Our Assortment of:

Cairns' Jams,
Cairns' Jellies,
Cairns' Marmalades

is now complete. Send us your order. We guarantee satisfaction.

HUDON, HEBERT & CIE.

Montreal

THE MOST LIBERALLY MANAGED FIRM IN CANADA.

BREAKFAST FOODS.

Trade in breakfast foods has eased off during the week, and at the close the market is high, with no particular indications to record and prices unchanged. Our quotations are as follows :

Oatmeal, standard and granulated, carlots, on track, per bbl	4 90
Rolled wheat in boxes, 100 lbs	2 90
" " 50 lbs	1 50
Rolled oats, standard, carlots, per bbl., in bags	4 35
" " " " in wood	4 60
" " " " for broken lots	4 60
Rolled wheat, per 100-lb. bbl	3 00
Cornmeal	3 35
Split peas	5 00
Pot barley, in bags	4 00
" in wood	4 25

Hides, Tallow, Skins and Wool.

Conditions on this market remain practically unaltered from last week, with the exception of an advance of ¼c. in prices for country flat hides. The Chicago market continues high. although further advances are not expected. The local market is practically cleaned up on hides, which goes to show that the tanners have been getting busy. Receipts of unwashed wool show a considerable increase for the week. We quote the following prices :

Hides, No. 1 green steers, per lb		0 09
" " 2 " "		0 08
" No. 1 green, per lb		0 08½
" " 2 " "		0 07½
Country hides, flats, per lb	0 07¼	0 07¾
Calf skins, No. 1, selected		0 11
" " No. 2		0 09
Deacons (dairies), each		0 80
Sheep skins		1 25
Rendered tallow, per lb	0 04	0 04½
Unwashed wool, new clip, per lb	0 13	0 14
Pulled wools, super, per lb	0 21	C 23
" " extra "	0 22	0 24

NOVA SCOTIA MARKETS.

Halifax, May 15, 1905.

BUSINESS in the wholesale grocery trade is looking up, and with fine weather and good roads dealers anticipate a good season. Collections are only fair. In the farming districts money is particularly scarce, due principally to the large amount of money paid out for hay during the Winter months. In the County of Antigonish alone $125,000 is said to have gone out for hay the past Winter, and the shortage of fodder has been a serious drawback to the farmers. There is, however, considerable improvement both in trade and collections over last week. Reports from the various sections of the province are most favorable.

Sugar.

The refined sugar market is easier, and there has been a further decline of 10c. per hundred pounds made by the Halifax refineries during the past week. The temporary demoralization of the sugar market appears to be about over, and raw sugars are again strong and showing a slight advance. According to cable advices received here from Cuba, the receipts during the past week have been three thousand tons less than the previous week.

Molasses.

The molasses market remains unchanged, and none is looked for at present. In view of the fact that there is not enough molasses in Barbadoes to fill the requirements of Montreal, the price of that article is not likely to decline further. Porto Rico is firm, with prices steady. The prices quoted here follow : Barbadoes, 40 to 42c.; choice Porto Rico, 38 to 40c.: extra choice Porto Rico, 40 to 42c.; fancy Trinidad, 42 to 44c.; choice Trinidad, 35 to 36c.

Fish.

The demand for salt codfish, and other cured ground fish, is light, and prices unchanged. Considerable fresh fish received here last week were sold for curing, as the market for fresh fish has been dull. The shipments of live lobsters from Nova Scotia to the American market are heavy. Last week two thousand crates of live lobsters were shipped from Yarmouth to Boston. The prices are good. There is still a certain amount of last season's catch of codfish held here, but the dealers do not show any anxiety regarding the possibility of difficulty in disposing of the same.

DROP IN SUGAR.

Winnipeg, May 18.—Prices of sugar have been reduced ten cents all round.

THE CURRANT SITUATION.

FOR some years past the Greek Chamber of Deputies has tried to introduce legislation favorable to currant growers, and a number of bills were introduced to this end, although nothing definite has so far resulted.

Lately, according to report of the New York Journal of Commerce and Commercial Bulletin, further action was attempted to improve the conditions of the industry.

The cause of the sharp rise of 1s. in the price of currants in Greece about two and a half weeks ago, and which was conjectured here in the absence of specific information to be due to impending action by the Greek Chamber of Deputies favorable to the interests of currant growers, was explained in letters received from prominent shippers in Patras. From these advices not one but several incentives to the sudden advance were furnished by schemes, all having as their object the betterment of the Greek currant industry. These various schemes all depend for success upon legislative action, and it would appear that bills have been introduced into the Greek Parliament, with the view of securing such action.

One measure is considered to have a particularly good chance of passing, because it was introduced by M. Pesmagioglu, manager of the Bank of Athens, and a member of the Greek legislative body. The object of this bill, however, is not mentioned, or only vaguely referred to in the letters of advice as intended to benefit the growers. One of the letters received speaks of a grand scheme, which is planned by a syndicate with a capital of $500,000, and in furtherance of which legislation by the Greek Chamber is sought. This may be the same project which is referred to by another writer as a plan to ensure the coming currant crop below a certain fixed price, though in this case an individual, and not a syndicate, is mentioned as the promoter of the scheme. As related, this letter is in the nature of insurance, the insurer proposing to buy all currants that may be offered below a certain price at any period of the season, provided a law is enacted under the terms of which he can collect a certain premium on every ton of currants produced.

While, as stated, these plans have had the effect of causing an advance in prices in the primary market, and the prospect that some one of them will eventually succeed to the advantage of the industry keeps that market on an apparently firm basis, the opinion held in the trade here is that so long as they remain "in the air" they are likely to have no pronounced effect upon this market. As soon, however, as there is furnished a definite working basis by the adoption of one or another of the projects under consideration the consuming markets will, no doubt, immediately respond to the improved trade conditions thus produced.

Canadian brokers do not place much confidence in any action of the Deputies and of the Greek Bank being successful, and would feel more assured of success if the United English Syndicate had manifested interest in the movement. As it is, past actions of the Greeks themselves have not warranted strong belief in any remedial movement being successfully put through.

NEW BROKERAGE FIRM.

Mr. Wallace Anderson and Mr. Crawford W. Powis, both brokers, well and favorably known throughout the grocery trade of Toronto and Ontario, have formed a partnership under the firm name of Anderson, Powis & Co. The new firm will carry on a general business as manufacturers' agents and brokers, dealing in cereals, canned goods, dried fruits, etc.

Mr. Anderson has represented the Acadia Sugar Refinery in Toronto for upwards of twelve years, and is looked upon as one of the most popular and estimable brokers on the street. Mr. Powis' business experience dates from 1896, when he first became associated with the late George Lightbound. A year and a half ago he went into business on his own account. The Grocer wishes Anderson, Powis & Co. every success in their new undertaking.

SITUATION WANTED.

EXPERIENCED traveler seeks position, groceries or grocer's sundries preferred. Box 251, CANADIAN GROCER, Toronto. (22)

ASSOCIATION NEWS.

ON May 4 the Montreal Retail Grocers Association met at their new hall at 88 St. Denis street. The new place affords all the necessary conveniences for the purpose, and the grocers seem to be delighted with it.

At nine o'clock the president, P. Daoust, opened the meeting. The minutes of the last meeting were read by the secretary and unanimously adopted, after which P. Bruneau, treasurer, made a satisfactory report. The association has on hand the sum of $286.50. These funds, according to suggestions made at a former meeting, will be transferred from the City and District Savings Bank to a commercial institution, namely, the Provincial Bank of Canada.

The question of the annual picnic was brought up and freely discussed, certain members being desirous of taking an outing to Cornwall or St. Hilaire, while others strongly opposed going out of the city, being in favor of Parc Delorimier, or other local grounds. On motion of J. A. Beaudry it was decided to call a special meeting on May 11 to decide this question. Committees were appointed to arrange preliminaries and the organization of the picnic.

A special meeting of the association was held on May 11 to consider the plans for this year's picnic. The president, Mr. Daoust, reported his visit to Cornwall, and the generous offer of that town as compared with other places. The majority finally decided in favor of Cornwall, and that the organization of the picnic be left in the hands of the members of the association. The secretary was instructed to write to the Ottawa Grocers' Association to cooperate with the Montreal society at Cornwall. The meeting was enthusiastic, and there is little doubt but that this year's outing will be a grand success in every way.

* * *

The Ottawa grocers have decided to hold their annual picnic this year at Cornwall, in conjunction with the retail grocers of Montreal. The date will be announced later.

The grocers' section of the Ottawa Retail Merchants' Association have elected the following officers for the ensuing year: President, F. W. Forde; vice-president, H. W. Booth; treasurer, C. J. Provost; secretary, A. C. Ellis; executive committee, H. Scott, A. L. Pinard, C. B. McLean, P. Lamoureux, W. York, N. S. Schwerdfager.

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The Hamilton Retail Grocers' Association has decided to hold its annual picnic on Wednesday, July 19. The grocers will close their stores on Wednesday afternoons during June, July and August.

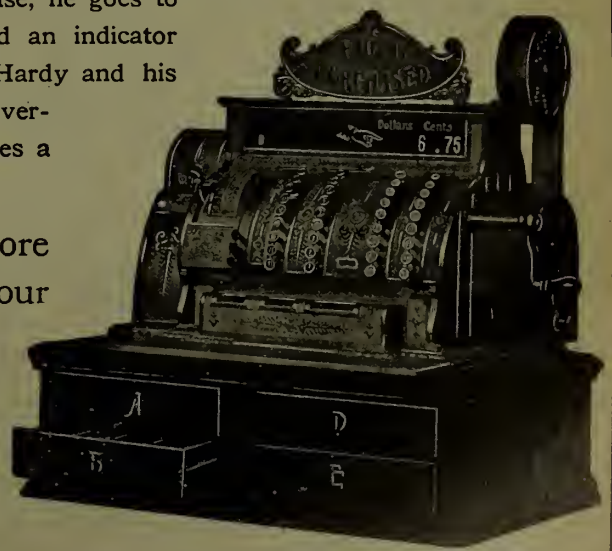
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The regular monthly meeting of the Toronto Retail Grocers' Association was held on Monday evening, May 15, at the new rooms of the association in the Temple Building. A large attendance of leading members was noticed and an eager interest taken by everyone present in the deliberations of the evening, which included among other things several important amendments to the constitution. The annual excursion was thoroughly discussed, and in view of the success of last year's trip to Buffalo it was unanimously decided to give members of the trade and their friends an opportunity to have a good time over again this year. The executive have under consideration a number of interesting features, among them an automobile ride in Buffalo, which will go to make this year's excursion ahead of any in the history of the association. The date of the excursion will be announced in next week's issue of The Grocer.

A customer who always pays cash for her purchases gave the following reason for preferring to trade with a merchant who uses a National Cash Register:

"I trade with Mr. Hardy because mistakes are seldom made in handling cash purchases. When I make a purchase a National Cash Register shows me the amount I have paid for the article and I know it is correct.

"If I hand a clerk a dollar to pay for a 25-cent purchase, he goes to the cash register in order to make change. A bell rings and an indicator shows that the amount of my purchase was 25 cents. Mr. Hardy and his clerks handle all cash sales in the same way. I am never overcharged. It is a pleasure to trade with a merchant who uses a complete system."



With a National Cash Register in your store you are equipped to handle the business of your customers to their perfect satisfaction.

A National Cash Register pays for itself in the time we give you for payment.

Let our representative call and explain our system to you.

Cut off here and mail to us today

NATIONAL CASH REGISTER COMPANY, DAYTON, OHIO

I own a_____. Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy.

_____ *Name*

_____ *Address*

_____ *No. Clerks*

PERSONAL MENTION.

Mr. F. M. Moffatt, of Gunns Limited, Toronto, is in Montreal this week.

Mr. J. Priestly, of Cleveland, Ohio, spent a few days in Toronto this week.

Mr. A. Kirkpatrick, of Lefroy, was in Toronto this week calling upon the wholesale trade.

Mr. F. B. Mason, eastern representative of J. D. Bradshaw, Toronto, is in Montreal this week.

Mr. W. Ince, jr., of Perkins, Ince & Co., Toronto, sails for Canada from London, England on May 19.

Mr. D. Becker, of D. Becker & Son, general merchants, New Hamburg Ont., was on a business trip to Montreal this week.

Mr. R. Willcock, representing Henri Jonas & Co., Montreal, was a caller on the trade in Ottawa during the past week. Business is reported good.

Mr. Alfred Meyer de Barral, of Evariste, Dupont & Cie, wine manufacturers, Bordeaux, France, is paying his annual visit to Canada.

Mr. W. Martin, formerly in the grocery business at Dovercourt road and Queen street, Toronto, and latterly travelling representative for the Vienna Yeast Co., Buffalo, is dead.

Among Montreal salesmen met by The Grocer this week in Quebec City was Mr. Wm. F. Clough, representing Wm. H. Dunn, Montreal and Toronto. Mr. Clough wore the happy smile that meant "orders."

Mr. F. D. Cockburn, eastern representative of Comfort Soap, was met in Ottawa by The Grocer last week. Comfort Soap is in strong evidence, and Mr. Cockburn reported that business had been especially good on this trip.

Mr. H. R. Huntington, accountant for the Ontario Sugar Co., Berlin, has severed his connection with that firm and will shortly assume the position of secretary of the Trites-Wood Co., a large mercantile firm at Fernie, B.C.

Mr. J. M. Hughes, of the Bailey Broom Co., Kingston, Ontario, was a caller upon the Montreal trade during the past week. He represents his firm in the Province of Quebec, and reported to The Grocer that business was opening up well this Spring.

Mr. F. W. Rowley, of F. W. Rowley & Co., 6 and 7 Cross Lane, Eastcheap, London, E.C., and Denia, Spain, spent a few days among the Montreal wholesale grocery trade this week, making his commercial headquarters with Watt, Scott & Goodacre.

Mr. C. Currie, inspector of agencies for D. S. Perrin & Co., of London, is in Winnipeg this week. It is stated that this firm will build a large warehouse in Winnipeg and possibly do some manufacturing there, but nothing has been decided definitely as yet.

Mr. Arch. Snowdon, of Snowdon, Forbes & Co., Montreal, has returned from a two months' trip through Manitoba and the Territories. Business in "Bee" brand goods is reported as excellent, and the future outlook for trade in the Great West is considered bright by Mr. Snowdon, in fact he is very optimistic in his views on the trade situation.

Mr. J. Lister Nichols, who has been making a tour of New Brunswick during the past four months for E. W. Gillett & Co., Toronto, passed through Montreal on his way to headquarters last Tuesday. The east, as stated to The Grocer by Mr. Nichols, is awakening to the fact that Canadian manufacturers of baking powders are rapidly displacing those of the United States, and with the exception of one or two brands their products are becoming rarer and rarer every year.

Mr. J. L. Watt, of J. L. Watt & Scott, Toronto, accompanied by Mr. F. C. Bevan, of F. C. Bevan & Co., of Malaga, Spain; and Mr. F. W. Rowley, of F. W. Rowley & Co., London, England, and Denia, Spain, spent a few days last week at the Caledon Mountain Trout Club, Inglewood. They report fair trout fishing and an excellent outing.

Mr. W. H. Hamilton, Peterboro, Ontario, was a visitor to Montreal during the past week. To The Grocer Mr. Hamilton stated that business in his town was satisfactory and the many new manufacturing industries that had located there were making it one of Canada's best centres. Several Toronto wholesale grocery firms had opened up branches in Peterboro, and the local trade was in consequence in a good buying position.

Mr. G. D. Sinclair, Toronto, representative of E. W. Gillett Co., was a caller at the Montreal offices of The Grocer on Monday of this week. Mr. Sinclair has been making a tour through the Eastern Townships in company with Mr. Walter J. Elliott, Quebec representative, and both gentlemen have been busy on a special advertising campaign in that district. Mr. Sinclair, who is an experienced grocer, though still a young man, is thoroughly enthusiastic over his work. He reports his own particular territory in the City of Toronto as being in good shape and growing rapidly. He mentioned to The Grocer that E. W. Gillett Co. were placing a number of gasoline motors at the disposal of the traveling staff, a feature that will facilitate rapid work and prompt delivery of orders.

Mr. Howard W. Symington, of W. Symington & Co., Bowden Steam Mills, Market Harborough, England, was a caller at the Montreal offices of The Grocer on Friday, May 12th. Mr. Symington is paying a short pleasure trip to Canada, combined with a preliminary business prospecting tour, the latter with a view of placing his company's well-known English pea flour, pea soups and other proprietary articles on the Canadian market. Symington & Co.'s products have for over three-quarters of a century enjoyed the patronage and confidence of the public in Great Britain, as well as in most of the colonies. Mr. Symington annually pays a visit to one or the other of the countries with which connections have been established, and though on his first Canadian trip he will only be able to take in the larger eastern centres, such as Quebec, Montreal, Ottawa, Toronto and Hamilton, he hopes next year to make a complete canvas of the Dominion. Mr. Symington was pleased to say to The Grocer that his first impressions of Canada were favorable, in fact in comparison with other lands he has had the privilege of visiting he was proud of England's greatest Dominion.

HINTS TO BUYERS.

S. H. Ewing & Son, Montreal, have received samples of April pickings Japans at about 31 to 32c. laid down. These teas are very attractive and excellent liquor.

White & Co., Toronto, are in the fresh fish business quite extensively, receiving daily large consignments from the upper lakes.

The Eby, Blain Co., Toronto, report they have been unable to meet the demand for their "Old Oaken Bucket" prepared mustard. The first two shipments were cleared out immediately upon arrival. They expect to fill all back orders this coming week.

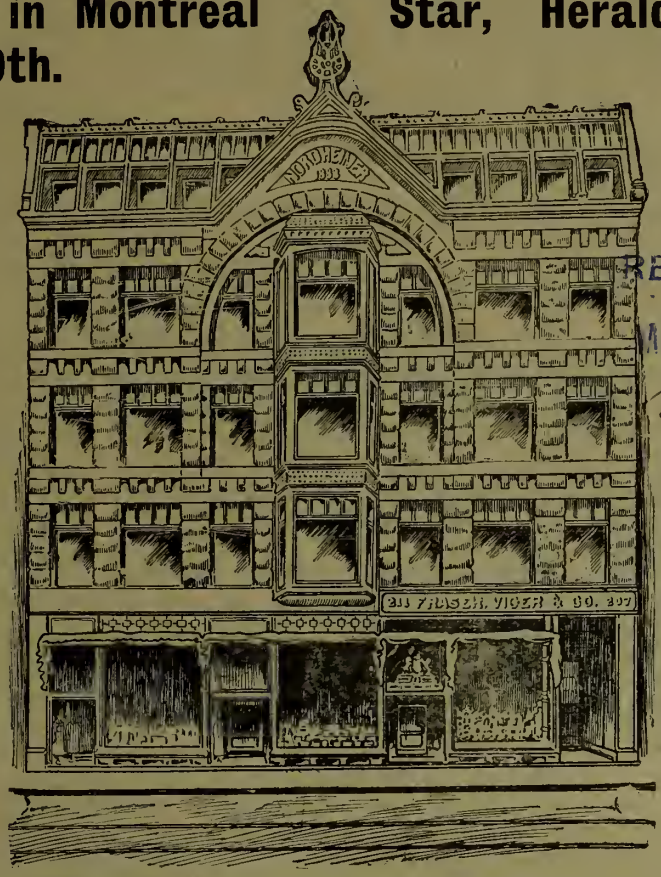
On account of the large number of repeat orders the Eby, Blain Co., Toronto, are bringing on another shipment of "Ocean" brand Pacific lobsters. They have purchased the balance of this season's pack. You will do well to get your order in early—quantity limited.

The Eby, Blain Co., Toronto, are offering some special snaps in canned salmon this week.

A shipment of pitted dates, in packages, has arrived for H. P. Eckardt & Co.

Buyers of Eleme figs should communicate with H. P. Eckardt & Co., who are sellers at low prices.

Read what Canada's leading retail grocery house says of "PRINCE OF WALES" MOCHA AND JAVA COFFEE as advertised in Montreal Star, Herald, Gazette and Witness, May 9th.



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FRASER, VICER & CO., Italian Warehouse, Established 1856.

"Rich, Aromatic, Delicious

'PRINCE OF WALES' Mocha and Java Coffee - - In 1 and 2-lb. tins.

In spite of all the ridiculous statements contained in advertisements, published in the interests of Coffee substitutes, the fact remains that there is no more delicious or healthful beverage than a good cup of Coffee.

To our numerous patrons who appreciate really fine Coffee we recommend a trial of

S. H. & A. S. EWING'S

'Prince of Wales'

MOCHA AND JAVA COFFEE

which we sell in one and two-pound air-tight tins.

'PRINCE OF WALES' Coffee possesses a peculiarly RICH, SMOOTH, AROMATIC FLAVOR—free from rankness—properly made it is unexcelled.

'Prince of Wales' Mocha and Java Coffee, in 1-lb. tins - - - 40 cents each.
'Prince of Wales' Mocha and Java Coffee, in 2-lb. tins - - 70 cents each."

—*Extract Montreal Dailies.*

FOR FORTY-NINE YEARS the Italian Warehouse has been known and recognized as the leading house in Canada and paid closest attention to quality, assortment and abundance of finest groceries.

The above unsolicited opinion can be confirmed by your ordering "PRINCE OF WALES" Mocha and Java Coffee.

S. H. & A. S. EWING,

Montreal Coffee and Spice Steam Mills, :: 53-55 Cote Street, MONTREAL.

TRADE CONDITIONS IN BRITISH COLUMBIA.

Vancouver, B.C., May 11, 1905.

TRADE with Australia, and necessary steps to be taken to improve it, have been receiving attention from the business men of the coast cities recently. At the last monthly meeting of the Vancouver board the subject was discussed at length, and last week the Victoria Board of Trade also took the matter up. Crystallizing their discussion, the board passed a resolution favoring the appointment of a special commissioner by the Dominion Government to secure reciprocal trade relations with the commonwealth similar to those already established with New Zealand. Other Canadian boards of trade are to be asked to co-operate in urging this on the Dominion Government.

* * *

Preparations for a run of salmon this year, which will keep up the allegory of a "fat" year every fourth season, are well ahead. On Puget Sound the canners of Washington State are pinning their faith to the old belief of the fourth year, which in the past has been pretty well proven. Discouraged by three years of the leanest kind of picking, British Columbia canners are somewhat dubious. They are, however, making fairly extensive preparations, and especially in the north great activity is displayed. The shipment of supplies for the canneries and for employes has engaged northern coasting steamers for some time, and the trade is not all over yet. The northern run begins earlier than that on the Fraser.

* * *

On the Fraser River, the preparations are not so far forward, as the sockeye run does not ordinarily begin till well on in July, though if there is to be a big run it usually comes earlier. The run of Spring salmon is light on the Fraser this year, despite many statements to the contrary. The proof is that the fish have never been plentiful in the market, and the price has been high this Spring. On Vancouver Island there will be several traps this year, the new departure having been instituted last season by J. H. Todd & Sons, and Capt. Munsie. Now that the way has been shown, and traps proven successful, others are, of course, following in the lead. One proposed trap location, at Clover Point, opposite Victoria City, has been refused by the Provincial Government, which owns the foreshore and will not grant a lease for trap purposes, the site not having been one of those put up for competition by the Provincial Government, which also holds that its nearness to the city is against it. The fact that a trap license is held from the Dominion Government does not ensure the permission to use it, if the location proposed is not assented to, or leased, by the Provincial Government. B. J. Short, the canneryman, is the unlucky possessor of the trap license, which he proposed to use at Clover Point. He had made all arrangements to go ahead with driving piles and constructing the traps, but was notified by the provincial authorities that he had no right to do so.

* * *

Two canneries for Vancouver Island, both at Esquimalt, near the City of Victoria, are the result of the establishment of traps off the south of the island.

* * *

The beginning of a new era in fruit preserving business is marked by the very large extension which the Empress Mfg. Co., of Vancouver, is now making to its factory. This company, formerly known as the B. C. Fruit Canning & Coffee Co., has under construction an additional building 100 feet long, covering two lots frontage, and two storeys high. It will double the floor space of the premises.

* * *

A healthy tone is noted in all lines of trade this season, as there is constant and satisfactory development industrially in every direction. This tendency is being strongly marked in trade up the coast. There are so many people going to various northern British Columbia points, both coast and interior, that a large increase in trade to those points has been the result. From the interior of the province trade is coming very regularly, owing to steady improvement in mining, lumbering and agriculture. The latter industry is receiving the impetus long predicted for it, and wherever there is arable land it is being looked up, and many sales to settlers are reported.

* * *

Market conditions show few important changes. The advent of the favorite strawberry in large quantities from California has been one of the features of the fruit market for the past week, and some straggling lots of local grown have also been seen. The latter are, however, small, and the fruit lacks the lusciousness of fully matured and well ripened berries. Warmer weather is necessary before the local crop will begin to ripen in any quantity. The prices for the better class of strawberries received so far are high, $3 to $3.75 being the range. The California cherries have also been arriving in limited quantities for the past week. They are selling at $2.25 and $2.50 for the ten pound crate.

Oranges move rather slower now, though the supply is still plentiful and quality good. Price ranges from $2.25 for seedlings to $3, and $3.25 for choice navels, Mediterranean sweets and bloods. Apples are going out fast. Local stock is poor now, and Washington importations little better. They sell at $1.25 to $1.75 per box. The few Tasmanians is stock from last Australian steamer brought considerably better prices, though comparison of the price, $3 per box, is not fair, as the boxes are larger.

Ripe tomatoes, Mexican importation via California, are fairly good in quality, at high prices, $4.50 per crate being the quotation. California crop tomatoes will soon be plentiful. Rhubarb is beginning to come in more freely, and prices for local are down to 3½c per lb., which will prevent more California grown coming in.

In vegetables the potato market is quiet, prices being still high—$28 per ton for choice stock. California new potatoes are more plentiful, but the price is still high—5c. per lb. Green peas, imported from California, are quoted at 12c. per lb. Beans at 4c. All small green vegetables, in bunches, are local, and selling at low prices now. Celery is all Californian, and $1.10 per dozen heads.

The produce market remains about as last week. Prices for butter, locally produced, are firm, though quantities are increasing. Demand is active, and supplies from outside sources still small. Ontario creamery is represented in small proportion in the market.

Local eggs pretty nearly fill local demands now, and the price, 25c., is easy. Cured meats, about three-quarters of the stock of which in this market is from U. S. packing houses, show slight decrease, amounting to about ½c. all round. Hams are quoted 14 to 15c., and breakfast bacon 15 and 16c.

Flour quotations on this market were shaded from 10 to 20c per barrel this week. Hungarian brands are quoted now at $6.30, and strong bakers at $6.10 per bbl. Okanagan flour is quoted at $6.20 for Hungarian, and $5.80 for the Three Star second grade.

MANITOBA MARKETS.

Special Report from the Winnipeg Office of THE CANADIAN GROCER.

Quotations corrected by telegraph up to 12 a.m. Thursday, May 18th, 1905.

GENERAL grocery business shows considerable activity this week and all the jobbing houses are busy. Collections are still reported slow, however, and there is considerable grumbling on that score.

Apparently sugar is on the downward grade at last for there is still another decline to report this week. A general decline of 10 cents has been announced and, at time of writing, sugar is on a $6 basis in Winnipeg for Montreal granulated. Reports from California still indicate a marked shortage in the prune crop and a local advance is sure to be made very soon. Prunes are a "good buy" at present and the merchant who stocks up at present prices should make money in the deal. The smaller sizes will be particularly scarce. Coffee is firmer and, although sales are being made still at the old figures, an advance of about ¼c. on green Rios would be justified by the condition of the market. A further decline in "Crown Brand" syrups is announced this week. "Gold Dust" washing powder has been advanced and new quotations will be found below. "Banner" and "Quail" oats have also been advanced.

Sugar.

Interest still centres in the sugar market and, as is usually the case when values are declining, merchants are buying sparingly and only for present requirements of their trade. Lower prices are expected now. We quote:

Montreal granulated, in bbls	6 00
" " in sacks	5 95
" yellow, in bbls	5 50
" " in sacks	5 45
Wallaceburg, in bbls	5 90
" in sacks	5 85
Icing sugar in bbls	6 60
" " in boxes	6 80
" " in small quantities	7 20
Powdered sugar, in bbls	6 40
" " in boxes	6 60
" " in small quantities	6 85
Lump, hard, in bbls	6 70
" " in ½-bbls	6 80
" " in 100-lb cases	6 70

Canned Goods.

The canned goods market is without

features of interest. Prices are steady. We quote.

Apples, 3's, 2 doz. cases, per case	2 15	2 20
Cherries, red pitted, 2's, 2 doz.		4 40
Currants, red, 2 doz. cases, per case		3 35
" black, " "		3 75
Gooseberries, " "		3 50
Lawtonberries, 2's, " "		3 35
Pears (Bartletts), " "		3 50
Peaches, 2's, " "		3 75
" 3's, " "		3 75
Raspberries, red, " "		2 90
" black, " "		3 00
Strawberries, " "		3 50
Plums, Lombard, 2 doz. per case		2 35
" green gages, 2 doz. case, percase		2 50
Pineapples, 2's, sliced, 2 doz. cases, per case		4 25
" 2's, whole, " " "		3 75
" 2½'s, whole, " " "		4 50
" 2's, grated, " " "		4 50
Tomatoes, 3's, per 2 doz. cases		2 85
Corn, 2's " "		2 50
Peas, 2's " "		1 90
Beans, 2's " "	1 90	1 95
Salmon, finest sockeye, per case		7 00
" humpback, "		3 75
" cohoes, "		5 25
Boneless chicken, 1lb. tins, per doz.		3 25
" turkey " "		3 25
" ducks " "		3 25

Spices.

As noted last week, new spices will be on the market shortly and declines may be expected in several items on the list. We quote:

Pepper, black, per lb		0 20
" white, "		0 28
Cayenne, "		0 21
Cloves, ground "		0 25
Cassia, "		0 18
Allspice, "		0 14
Ginger, "		0 18
Cloves, whole		0 25

Rice, Tapioca, Etc.

Values are steady and trade is of normal proportions. We quote:

Rangoon rice, per lb	0 03¼	0 03¾
Patna "		0 04¾
Tapioca, per lb		0 03¾
Sago, "		0 03¾

Pot and Pearl Barley.

Prices continue as follows:

Pot barley, per sack		2 45
Pearl barley, per half sack (49 lbs)		1 70
" " sack		3 40

Syrups and Molasses.

Another decline in "Crown Brand" syrup is reported. New figures are given below. We quote:

Syrup "Crown Braod," 2-lb tins, per 2 doz. case		2 10
" " 5-lb tins, per 1 "		2 40
" " 10-lb tins, per ½ "		2 25
" " 20-lb tins, per ¼ "		2 15
" " ½ barrel, per lb		0 03½
" " Sugar syrup, per lb		0 03½
"Kairomel" syrup, 2-lb. tins, per 2 doz. case		2 20
" " 5-lb. " " "		2 65
" " 10-lb. " " "		2 40
" " 20-lb. " " "		2 45
Barbadoes molasses in ½-bbls. per lb		0 04
New Orleans molasses in ½-bbls, per lb		0 02½
" " in barrels		0 02½
Porto Rico molasses in ½-bbls., per bbl		0 04½

Coffee.

Coffee is firmer now and, although there has been no change in local prices, the condition of outside markets would warrant an advance here of about ¾c. We quote:

Green Rio, per lb	0 10½	0 10½
Roasted, per lb		0 13

Cocoa and Chocolate.

The price of Baker's chocolate in ½-lb. packages is now 37c., and ¼ and ½-lb. packages of cocoa are sold at 42c. per lb.

Jam.

Upton's jam is quoted at 50c. per pail in Winnipeg. The Brandon price is 52c., the price in Calgary and Lethbridge, 57c., and the Edmonton price is 60c.

Nuts.

Still quoted as follows:

Almonds, per lb		0 12½
" (shelled), per lb		0 28
Filberts		0 11
Peanuts,		0 11½
Jumbos		0 14
Walnut, per lb		0 12
" (shelled) "		0 25
Pecans, per lb	0 15	0 16
Brazils, per lb		0 16

EVERYBODY LIKES
Clark's Beefsteak and Onions
They retail at 20c. a Tin.
Profit for you 33⅓ per cent.
This line is a ready seller, and, considering the present high price of beef, is remarkably cheap.

EPPS'S GRATEFUL COMFORTING
IN ¼-LB. LABELLED TINS. 14-LB. BOXES.
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS COCOA

"QUEEN BRAND"
Our stock is rapidly disappearing, and we intend clearing out the balance this month. Before placing your order, write us for prices on Peas, Gallon Apples, Catsup and Raspberry Pulp in gallon tins.
IT IS WORTH YOUR WHILE TO DROP US A POSTAL.
BELLEVILLE CANNING COMPANY, - - - BELLEVILLE, ONT.

TRADE MARK
This design a guarantee of quality
RED-BROWN WRAPPING
All Weights FOR FURNITURE PACKING All Sizes.
Strong, Tough and Stiff. A Sure Protection to Destination
SAMPLES AND PRICES WITH PLEASURE.
CANADA PAPER CO.
TORONTO LIMITED MONTREAL

GUAVA JELLY
SHELLED ALMONDS
INDIAN CHUTNEY
NEW IMPORTATIONS. WRITE FOR PARTICULARS.
W. P. DOWNEY, 26 St. Peter St., Montreal


All Grocers Should Stock
THE STAVANGER PRESERVING CO'Y'S
Crossed Fish Brand
Norwegian
Smoked Sardines
Selected Fish—Pure Olive Oil—Patent Decorated Tins
AGENTS FOR CANADA
W. G. Patrick & Co., - 29 Melinda Street, Toronto
British Manfrs. Agency Co., - - Vancouver, B.C

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words each insertion,	1 year		$30 00
" " "	6 months		17 00
" " "	3 months		10 00
50 " "	1 year		17 00
" " "	6 months		10 00
25 " "	1 year		10 00

SITUATIONS VACANT.

WANTED—First-class clerk for country general store, duties to commence June 1st or soon after, must have had experience. Apply, stating salary, references, etc., Box 246, CANADIAN GROCER, Toronto. (21)

BUSINESS CHANCES.

ESTABLISHED BUSINESS—Largely grocer-ies; small stock; big turnover; best town; speak qu ck. Box 590, Peterboro. (20)

AGENTS WANTED.

SYNDICATE of Packers and Manufacturers is desirous of appointing correspondents in Canada, etc., as their sole agents for Swiss milk chocolates, high-class comestibles, crystaliz d fruits, olive oil and sundries; all goods shipped direct from port of origin c.i.f. or f.o.b.; only well estabi li hed houses, capable of doing a large trade, kindly reply, giving full particulars, references, etc., Warwick, Ltd., 10 Arthur St. West, London, Eng. (20)

FOR SALE.

FIRST-CLASS bakery and grocery business in good western Ontario town; bakery runs over 2,000 loaves per week; good reasons for selling. Address Box 1 f, CANADIAN GROCER, Toronto. (20)

J. McA. CAMERON

Manufacturers and Commission Agent

More lines desired.

Travellers on the road.

VANCOUVER, B.C. P.O. Box 912

Phone A1955



Any quantity of fish shipped.

ADDRESS—Mail P. O. Box 791, WINNIPEG, Man.

Foreign Dried Fruits.

Later reports from California confirm what was said in these columns two weeks ago. Prunes will be a short crop and a local advance may be expected at any time. The smaller sizes will be particularly scarce. There is no doubt that a local advance will be made soon and merchants may save money by buying now. Apricots are a good crop and prices for July and August delivery are opening low. We quote:

Valencia raisins, Trenor's, per case f.o.s		2 00
" selects		2 20
" layers		2 25
California raisins, muscatels, 3 crown, per lb		0 06½
" " " 4 "		0 07½
" " choice seeded in ¼-lb. packages per package		0 06¾
" " choice seeded in 1-lb packages per package	0 08	0 08½
" " fancy-seeded, 1-lb. packages, per package		0 09½
Prunes, 90-100 per lb		0 04½
" 80-90 "		0 04¾
" 70-80 "		0 05¼
" 60-70 "		0 05½
" 50-60 "		0 06
" 40-50 "		0 07½
" silver "		0 08½
Currants, uncleaned, loose pack, per lb		0 05½
" dry cleaned, Filiatras, per lb		0 06½
" wet cleaned, per lb		0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb		0 06¾
" Vostizzas, uncleaned		0 06½
Hallowee dates, new per lb		0 05½
Figs, cooking in bags, per lb	0 03½	0 04
Apricots, choice (present delivery), in 25-lb. boxes, per lb		0 13½
Apricots, standard (present delivery), in 25-lb. boxes, per lb		0 12½
Apricots, choice (July delivery), in 25-lb. boxes, per lb	0 10½	0 11
Apricots, standard (July delivery), in 25-lb. boxes, per lb	0 10	0 10½
Peaches, choice, " "		0 12½
" standard " "		0 12
Pears, (choice halves) " "		0 12½
Nectarines, choice " "		0 11
Plums, choice (dark pitted) per lb		0 10½
Candied Peel—Lemon peel, per lb		0 09
Orange "		0 09½
Citron "		0 14

Evaporated Apples.

Prices continue as follows:

Evaporated apples (new), 50-lb. cases		0 07½
" " 25-lb. cases		0 08

Beans.

Hand-picked beans are quoted at $2.10 to $2.15 per bushel and the ordinary grade at $2.

Butter Tubs.

Prices are as quoted last week:

Tubs, wooden hoops, 2 in nest, per nest		0 45
" " 3 " "		0 73
" wire hoops, 2 " "		0 63
" " 3 " "		1 00

Buckwheat Flour.

Quoted at $1.70 per half sack.

Breakfast Cereals.

Oatmeal and cornmeal are steady at the advance noted last week. "Quail" and "Banner" oats have been advanced and are now quoted at $4.50 per case. Prices are:

Rolled Oats, 80-lb. sacks, per cwt		2 10
40-lb. " "		2 15
20-lb. " "		2 20
8-lb. " "		2 50
Cornmeal, in sacks, per cwt		1 65
" in ½ sacks, "		1 70

For fish quotations see last week's Grocer.

Maple Products.

New maple syrup from the Eastern Townships in Quebec Province is selling at $5 for 5-gal. tins. Sugar in quarter and half-pound cakes is selling at $3 per 25-lb. box.

Honey.

Prices are as follows:

Clover honey 1-lb glass, 2 doz. in case, per doz		2 00
" " 5-lb tins, 1 doz. in case, per tin		0 50
" " 10-lb tins, 8 in case, per tin		1 00
" " 60-lb tins, per lb		0 07
Fancy comb honey, 2 doz. to the case, per doz.		2 50
" " " per case,		4 75

Eggs.

Jobbers are paying 13c. per dozen for eggs delivered in Winnipeg and from 11½ to 12c. at country points.

"TANGLEFOOT" Sticky Fly Pape



Is really the only device known that will catch and hold both the fly and the germ and coat them over with a varnish from which they cannot escape, preventing their reaching your person or food.

"Tanglefoot" Is Sanitary

Ask for **"Tanglefoot"**

Profit? Over 120 per cent. to you.



The Best of all

FLY Killers

is

Wilson's Fly Pads

Sold Everywhere.

10 CENTS

Stock the kind the housekeepers ask for. Avoid poor imitations.

COMMON SENSE

KILLS {Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.

TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

SALT SALT

TABLE, DAIRY AND CHEESE SALTS

FINE AND COARSE SALTS IN SACKS AND BARRELS

LAND SALT

C. R. COOPER

Toronto Salt Works

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

What The Blue Ribbon Means

The **Blue Ribbon** is the **insignia** of the **highest merit** in our **Navy.**
The **Blue Ribbon** is the **insignia** of the **highest merit** in our **Teas.**

Blue Ribbon *Ceylon* Tea

carries off the **honor** because it is the **purest,** because it is **"high-grown," delicately picked,** and contains no **tannin.** Get the **Tea** of **Merit—Blue Ribbon Tea.** Order the **Red Label** line. Remember it's **worth 50c.** (that is the **opinion** of many), but **sold at 40c.**

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons

Hamilton Pottery **HAMILTON, ONT.**

Water Sets

B. H. M.

IN STOCK

READY FOR IMMEDIATE DELIVERY

Attractive Assortments, not too large, even for small dealers.

Packages of about $10 and $20 each.

FULLER PARTICULARS ON APPLICATION

BARNARD & HOLLAND CO.

MONTREAL

NEW ADDRESS :
CORISTINE BUILDING

Offer both long-keepers and present-use Lemons in small or large quantities. Can give you excellent values. With warmer weather prices must advance. See you are in on ground floor.

McWILLIAM
Mc. AND E.
EVERIST

TORONTO, - - ONTARIO

Our Circle I Pineapples are giving extra satisfaction this season. Have full supply Oranges, Lemons, etc. Send in your orders. They will have best attention.

FRUIT AGENCY WANTED IN BRITAIN
Green and Canned, not Jams
House, with **20 years' connection,** in N.E. of England wants sole selling agency for that district. Unimpeachable business and bank references given. Only first-class firms represented.
J. W. LEAKE, - SCARBOROUGH
30 BARWICK STREET
Tel. Ad. "Leake, Scarborough."

DRIED APPLES
BRIGHT, DRY STOCK WANTED.
O. E. ROBINSON & CO.
INGERSOLL
Established - - 1886

The DAWSON Commission Co., Limited
FRUIT, PRODUCE AND COMMISSION MERCHANTS.
Cor. Market and Colborne Streets. TORONTO

DRIED APPLES
We pay highest market prices for bright dry quarters and make prompt remittance.
The W. A. GIBB CO.
Packers and Exporters
5 and 7 Market St., HAMILTON

GREEN FRUITS
AND VEGETABLES

THE first fruit auction of the season was held at the warehouse of the Montreal Fruit Exchange, Mountain street, on Friday, May 12, when the entire cargo of the Jacona, consisting of 18,000 boxes oranges and 13,000 boxes lemons passed under the hammer of W. M. Kearns, auctioneer. In all, 879 lines were knocked down in six hours or an average of 3 1-2 lines a minute. Buying was brisk and good prices were realized, though the fruit taken as a whole was not of an exceptionally good character. This brisk bidding was due to the fact that the orange and lemon crop of Italy is very short this year and dealers were anxious to secure their season's supplies. The fact, also, that the Escalona, due this week, carries only a stock of 5,000 cases (4,000 oranges and 1,000 lemons), lent additional zest to the buying. Prices realized ranged about as follows: Messina lemons, from $1 to $2.30; Maiori lemons, from $2.25 to $2.35, and Sorrento lemons from $1 to $3.10 per box, and some sales of fruit out of condition were made at as low as 75c. per box. Messina oranges sold at $2.40 to $2.65 per box, and at $1.10 to $1.80 per half box. Fancy ovals in boxes brought from $2.15 to $2.90, and in half boxes $1.60. Catania blood oranges sold at $1.60 to $1.80 per half box, and one line of fancy stock in boxes, put up in cartons, sold at $4.50 to $5 per box. This is the highest oranges ever realized here at the Spring auction sales. Sorrento oranges in boxes, sold at from $2 to $2.90, and in half boxes at $1 to $1.85.

Among the buyers present were: Ryerson Bros., Brantford; A. Mountjoy, London; H. Thorpe, of McWilliam & Everist, Toronto; M. P. Clemes, of Clemes Brothers, Toronto; C. Husband, Toronto; W. B. Stringer, of W. B. Stringer & Co., Toronto; G. T. Wolfe, of the T. Eaton Co., Toronto; F. White, of White & Co., Toronto; R. Vance, Toronto; H. Dawson, of the Dawson Commission Co., Toronto; Wall & Goppe, Windsor; J. T. Wood, St. Lin; G. S. Steele, London; M. Mulholland, Toronto; J. H. C. Carpenter, representing the Distributors Co., Winona; S. Sansone, of Calalano & Sansone, London; E. Butterfield, Boston, and E. Andrews, jr., New York.

Hart & Tuckwell, Montreal, to whom the cargo was practically consigned, stated to The Grocer that prices realized were good and, in consideration of the situation of the Messina crop this year buyers were not paying too much for the goods.

The fact that such good prices were realized in the Montreal sale is a direct contradiction to the statement of New York fruit importers that this market was an unsafe and unsatisfactory one for shippers. Better prices were obtained than is possible on the New York market. It is certainly cheaper to ship to Montreal as the duty is less and freight charges no higher than to New York, and the bugaboo that is being raised by American fruit dealers against the Canadian port will not deter Italian shippers from using the Montreal channel in future.

* * *

The Oshawa Canning Co., have let the contract for their new building, which will replace the one recently destroyed by fire.

* * *

British Columbia's apple exhibit at the Colonial Fruit Exhibition, London, Eng., has impressed some of the large importers there so favorably that they have expressed a desire to establish regular trade with British Columbia provided favorable freight rates and cold storage accommodation can be secured.

* * *

It is reported that Ontario capitalists will shortly establish a large cold-storage plant at St. John, N.B., principally for the storage of apples for shipment to the old country. These shipments are now made mostly through American ports, but experiments through St. John last year proved so satisfactory that shipments via St. John will become a regular feature in future.

* * *

Canadian fruit exporters have registered a complaint against the inadequate facilities provided by the railways for transporting perishable fruit in Summer and Fall from inland points to the seaboard and to home markets in Winter. They claim that the freezing of apples during the last two or three Winter seasons caused serious losses to exporters and in many cases wiped out the profits of the entire season, besides bringing Canadian fruit into bad repute in the markets of Great Britain.

Ontario Markets.

GREEN FRUITS.

Toronto, May 17, 1905.

THE season for preserving pines has arrived, and is inducing an active demand for this class of fruit, which is slightly firmer than last week on account of scarcity. The local banana situation shows considerable improvement, surplus stocks having been pretty well cleaned up, with supplies arriving in about sufficient volume to meet the growing consumptive demand.

The North Carolina strawberry season is closing after one of the most disastrous years in its history. Owing to excessive rains and a shortage of cars, the farmers have lost no less than $500,000, and it is a question whether this will fall most heavily upon the railroads or the growers. Locally, strawberries are arriving in very unsatisfactory condition, being much inferior to arrivals at this date last season.

Full particulars of the Montreal fruit sale are given elsewhere in this issue. Cranberries and sweet potatoes are out of the market. Our quotations are as follows :

Bahama grape fruit, per box	5 00
California grape fruit, per box	3 00

Havana pines per case	3 00	3 50
California navel oranges, per box	3 00	4 25
Oranges, Mediterranean sweets, per box	3 50	4 00
New messina lemons, 300's, per box	2 25	2 75
" " 360's, per box	2 25	2 50
Bananas, large bunches, orated	1 40	1 60
Bananas, 8's, per bunch, crated	0 80	1 00
Bananas, 7-hand bunches, off track	0 65	0 75
Red bananas, per bunch	2 00	2 25
Apples, Winter varieties	2 50	3 50
North Carolina strawberries, per quart	0 14	0 17

VEGETABLES.

Beyond a brisk demand for green vegetables there are no special features in this week's markets. Outdoor stuff is beginning to arrive freely, and is displacing imported stock. Cabbage is scarce and reported to be advancing in price. Egyptian onions are down 50c. Florida celery is out of the market. Hothouse cucumbers are 50c., and Florida tomatoes 25c. cheaper than last week. Outdoor rhubarb is quoted from 15 to 20c. below last week's prices. Spinach is down 30c. Domestic asparagus has taken the place of imported stuff. Egg plants and kale are out of the market. We quote the following prices :

Greenhouse lettuce, per dozen bunches	0 25	0 30
Greenhouse radishes, per doz. bunches	0 20	0 40
New Baltimore radishes, per bamper	1 25	1 50
Dry Mint, per doz bunches		0 20
Parsley, " "		0 20
Sage, per doz		0 20
Savoury, per doz		0 15
Carrots, per bag		0 60
Beets, per bu		0 60
Beets, per bag		0 75
Dry onions, per bag	2 25	2 50
Dry onions, per basket		0 60
Onions, Yellow Danvers, per bush. crate		1 50
Bermuda onions, per crate	1 65	1 90
Egyptian onions, per sack	2 50	2 75
Green house water cress, per doz.		0 25
Potatoes, carlots on track Toronto, per bag	0 55	0 65
Potatoes, per bag		0 75
" car lots, Eastern	0 66	0 67
Parsnips, per bag		0 75
Cabbage, per doz	0 45	0 75
Turnips, per bag	0 30	0 35
Hothouse cucumbers, per doz		1 25
Florida cucumbers, per bamper		1 25
Oyster plant, per bush		1 25
Oyster plant, per doz. bunches		0 50
Greenhouse rhubarb, per doz	0 75	1 00
Outdoor rhubarb, per doz. bunches	0 20	0 25
" onions		0 15
Florida tomatoes, per case	2 75	3 25
New beets, per doz. bunches		1 00
Spinach, per bush. hamper	0 50	0 60
Asparagus, per basket		1 50
Mushrooms, Illinois, per lb	0 80	0 90
Bermuda potatoes, per bbl		6 00
New carrots, per doz. bunches		0 75
Waxed beans, per bush. box		2 50
Charlestown cabbage, per bbl. crate		2 25
New radishes, per doz. bunches		0 20

Quebec Markets.

GREEN FRUITS.

According to opinion of fruit dealers the trade is still improving and demand in all lines is fair and steady. At the auction last week were sold some 31,000 boxes of oranges and lemons at high prices, particularly oranges. Extra fine lemons found ready buyers at from $2 to $2.50. Others were also swept at $1.75 to $2. Bananas are scarce and meet with good demand at high prices. Strawberries are arriving in fairly large quantities and selling well. Dealers are looking for an easier market in a few days. Other steamers are also expected at the end of the week with small cargoes of fruits.

Bananas	1 75	2 00
Cocoanuts, per bag of 100		3 50
Pineapples, 24 to case		3 50
" 30 to case		3 00
Cranberries, finest dark		11 00
" dark		9 50
Jamaica grape fruit, per box		4 00
Florida grape fruit, per box		5 00
California navel oranges, per box	3 50	4 25
New Messina lemons 300's	2 25	2 75
" " 360's		2 00
Apples Winter varieties	2 50	5 00
Sweet potatoes, per bbl.		6 00
Almeria grapes, per bbl	8 00	9 00
Tomatoes, Floridas, crate	3 50	4 00
Lettuce, Boston		1 20
Strawberries	0 15	0 17
Florida celery		4 00

HEADQUARTERS FOR
November Cut Lemons
Our Spring importations of Lemons and Oranges have arrived in store, and a likely lot they are.
LEMONS ranging $2.00, $2.25, $2.50 and $2.75 per Box
Oranges for retailing at 15, 20, 25, 30, 40, 50, 60 cents
including Fancy Blood Oranges. The finest and most varied assortment offered.
WHITE & CO., WHOLESALE FRUIT, PRODUCE AND FISH, **TORONTO**
Phone Main 4106

W. B. STRINGER — J. J. McCABE
BETTER than the Rest
can be truthfully said about
"ST. NICHOLAS"
Do you want a car?
W. B. STRINGER & CO. Fruit Brokers, 61 Front East, TORONTO.

EXTRA FANCY
Ripe Bananas, cheap.
"Golden Orange" brand **Navels**
Best Navel Oranges packed.
This brand is packed EXCLUSIVELY FOR US IN CANADA.
Send us your orders and get the BEST.
HUGH WALKER & SON, GUELPH, ONT.

The Finest Fruit! The Best Prices!
Our fruit department is getting along admirably.
We have an excellent stock of **PINEAPPLES.**
Orders for the 24th should be sent in early to ensure shipment
The F. T. JAMES CO., Limited, 76-78 Colborne St. TORONTO

THE DISTRIBUTORS COMPANY, Ltd.
H. M. MULHOLLAND, Manager.
Headquarters: TORONTO
SUCCESSORS TO
Husband Bros. Co., Toronto; S. M. Culp, Beamsville; C. P. Carpenter & Son, Winona; Griffith & Wolverton, Grimsby; Titterington Bros., St. Catharines.
We have that celebrated
"St. Nicholas" Brand of November Cut Messina Lemons
Place orders early for summer use at ***$2.75***

VEGETABLES.

The vegetable trade is said to be fair but not as brisk as last week. The demand in general is good and dealers are hopeful for a good business this season. Little new goods are arriving but cabbages and Florida celery. The latter in fairly large quantities is meeting with but a small demand. Hot-house cucumbers are out of the market and loose

FINKLE & ACKERMAN
BOWMANVILLE, ONT.
MANUFACTURERS
Evaporated Onions
and other Dried Vegetables.

PENITENTIARY SUPPLIES.

SEALED TENDERS addressed "Inspectors of Penitentiaries, Ottawa," and endorsed "Tenders for Supplies," will be received until Monday, 5th of June, inclusive, from parties desirous of contracting for supplies for the fiscal year 1905-1906, for the following institutions, namely:—

Kingston Penitentiary.
St. Vincent de Paul Penitentiary.
Dorchester Penitentiary.
Manitoba Penitentiary.
British Columbia Penitentiary.
Regina Jail.
Prince Albert Jail.

Separate tenders will be received for each of the following classes of supplies:—

1. Flour (Canadian Strong Baker's).
2. Beef and mutton (fresh).
3. Forage.
4. Coal (anthracite and bituminous).
5. Cordwood.
6. Groceries.
7. Coal oil (in barrels).
8. Dry Goods.
9. Drugs and Medicines.
10. Leather and Findings.
11. Hardware, Tinware, Paints, &c.
12. Lumber.

Details of information as to form of contract, together with forms of tender, will be furnished on application to the Wardens of the various institutions.

All supplies are subject to the approval of the Warden or Jailer.

All tenders submitted must specify clearly the institution, or institutions, which it is proposed to supply, and must bear the endorsation of at least two responsible sureties.

Papers inserting this notice without authority from the King's Printer will not be paid therefor.

DOUGLAS STEWART,
GEO. W. DAWSON,
Inspectors of Penitentiaries.

Department of Justice,
Ottawa, May 10, 1905. (20)

GOOD LINES
SYRUP OF MALT
EXTRACT OF MALT
Just the thing for a cough or for building up the tissues. Send for sample.
GEO. SLEEMAN, Guelph, Ont.

KEEP WELL TO THE FRONT
and please your customers by selling them
SAN-TOY STARCH
The immensely increased demand for this popular brand is a sure indication of its superior merit.
J. H. MAIDEN
Agent, MONTREAL

cucumbers are cheaper than last week, but not any too plentiful. We quote:

Florida tomatoes, crate	2 50	3 00
" celery "	....	4 50
" cucumbers, basket	....	3 00
Hot-house " per doz		1 50
Bermuda onions, per box	....	2 25
New cabbage, per crate	....	3 00
Green and wax beans	2 50	2 75
Asparagus, doz. bunches	4 00	4 50
Potatoes, carlots	0 50	0 55
Less than carlots	0 55	0 65
Bunch lettuce, per doz. bunches	....	0 75
Radishes, per doz. bunches	....	0 50
Mushrooms, per lb	....	0 90
Mint, per doz. bunches	....	0 20
Parsley, "	0 35	0 75
Sage, per doz	....	1 00
Savory, per doz	....	1 00
Beets, new, per doz	....	1 50
Egg plant, per dozen		2 00
Green onions, per doz	....	0 15
Egyptian onions, per bbl	....	2 50
Red onions, per lb. 3½c., per bbl	....	5 00
Yellow onions, in 80-lb. bags, per bag	....	2 50
Green house water cress, per doz	....	0 50
Green cucumbers, per basket	....	3 00
Green cabaage, crate	....	3 00
Waxed beans, per bush	....	1 05
Cauliflowers, home grown, per doz	....	2 50
Green peppers, per basket	....	0 75
Spinach, per bbl	....	2 25
Cucumbers, per doz	0 50	0 75

Manitoba Markets.

GREEN FRUITS.

Oranges are advancing in price and are likely to be high for some time. Strawberries are cheaper. We quote:

Oranges, fancy Washington navels, 96's per case	3 25
Oranges, fancy Washington navels, 112's, per case	3 50
Oranges, fancy Washington navels 126's, per case	4 00
Oranges, fancy Washington navels, 150's, per case	4 50
Oranges, fancy Washington navels, 176's to 250,s	5 00
Bitter oranges (for marmalade), 200's and 240's.	2 50
Lemons, fancy California, 300's to 360's, per case	4 00
(10c. off 5 case lots of oranges and lemons).	
Bananas, fancy Limons, per bunch	3 00 3 50
Apples, fancy XXX Spies, per bbl.	6 00
" fancy XX Spies, "	4 00
Pineapples, per doz	2 50 3 00
Strawberries, quarts, 2 doz. in case, per case	3 50
Cal. cherries, 2 doz. in case, per cese	3 25

VEGETABLES.

We quote:

Parsley "	0 40
Mint "	0 45
Native onions, per lb	0 04
Carrots, per bush	0 40
Beets, "	0 80
Turnips "	0 40
Potatoes "	0 65
Celery, per doz	1 20
Florida tomatoes, 6 baskets in crate, per crate	5 00
Lettuce, per doz	0 50
Radishes "	0 50
Cucumbers "	2 00
Green onions, per doz	0 40
Egyptian onions, per lb	0 04½
New California cabbage, per lb	0 04

St. John.

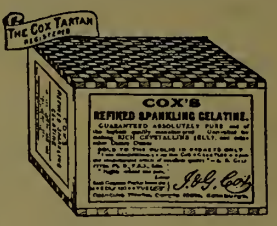
GREEN FRUITS.

Dealers are very busy. Bananas are plentiful and low. Oranges are rather easier. Californias are chiefly sold. Lemons, with the warmer weather, are firmer. Pines now arriving show improved quality. In cucumbers, tomatoes and rhubarb lower prices rule. Native rhubarb is now offered. In strawberries quality being received is but fair. Apples are dull.

NEW GROCERY FIRM.

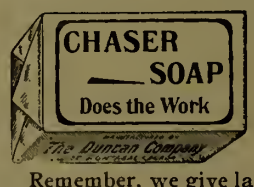
The G. E. Barbour Co., Limited, St. John, N.B., have taken over the business of G. E. Barbour, wholesale grocer, of the same place. They have also made arrangements to buy out the Maritime Spice & Coffee Co., Limited. The G. E. Barbour Co. will continue as wholesale grocers, spice and coffee grinders, manufacturers of grocers' specialties, package goods, flavoring extracts, etc.

The Name
DIAMOND
has a sound of Value and Purity about it, but the name DIAMOND on a can of Syrup means not only Value and Purity, but delicate, distinct flavor and aroma of fresh Sap Syrup direct from the sugar bush.
All Jobbers.
Sugars Ltd., = Montreal



Sixty Years of Popularity
COX'S GELATINE should be used in every Canadian household, because:
(1). It is STRONG.
(2). It is CLEAR.
(3). It is PURE.
Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "
J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH.

Last October
We were advertising our
Extra Standard Granulated Sugar
—we wanted to sell our stock. It was all sold in 6 weeks.
Beet Sugar goes.
The Ontario Sugar Co., Limited
BERLIN, ONT.



Do You Sell It?
Remember, we give larger profits than any other Premium Soap, and you give your customers Better Premiums.
Each coupon is redeemable for one cent in goods.
WRITE FOR PARTICULARS.
The Duncan Company of Montreal
P. O. Box 292.

A Delicious Cup of Coffee

Our 1-lb. tin ***"CLUB"*** brand ***COFFEE*** at ***33*** cents per lb. is without question the best value on the market. WE know it, YOU can prove it by asking us to send you sample—test it yourself. Supplied either whole roasted, or ground.

Cultivate your coffee trade, it will pay you, by buying the best—***"CLUB" BRAND.***

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.



Sell well. *Pay well.*

BORDEN'S

"Eagle" Brand Condensed Milk
"Peerless" Brand Evaporated Cream

Always reliable and guaranteed the perfection of prepared milk product. Winners of customers, and profit makers for the grocer.



For sale by every jobber or write

WILLIAM H. DUNN, - MONTREAL

JOS. IRVING, 92 Wellesley St., TORONTO.

ERB & RANKIN, Halifax, N.S.
SCOTT, BATHGATE & CO., Winnipeg, Man.
W. S. CLAWSON & CO. St. John, N.B.
SHALLCROSS, MACAULAY & CO., Victoria and Vancouver B.C.



IN QUALITY SUPREME
PRICES REASONABLE

SHIRRIFF'S MARMALADES

RETURNED
JUL 25 1905

Start handling them at once.
4-lb. and 7-lb. glass jars and 7-lb. tins.

Imperial Extract Co.
TORONTO



CAPSTAN BRAND

HIGH-GRADE TOMATO CATSUP

RETURNED
JUL 25 1905

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

Ask your wholesale grocer for it or see our travellers' samples.

The Capstan Mfg. Company
TORONTO, ONT., CAN.



I APPEAL to the readers of THE CANADIAN GROCER, who I know are the best buyers of High-Grade Goods in the country. I want to say that my Old English Candy,

MACKINTOSH'S TOFFEE

is the most delicious and best Candy made, pure as the crystal springs.

This Old English Candy has made me famous the world over. I am called **THE TOFFEE KING OF ENGLAND** because I am by far the largest manufacturer of Toffee over there. Handle this line and you have a trade winner. Write for prices, etc., at once.

JOHN MACKINTOSH, Ltd., - HALIFAX, ENG.

CANADIAN AGENTS:
Lamont, Corliss & Co, 27 Common St., Montreal.

CANADA:
No better
Country

MOTT'S
DIAMOND
CHOCOLATE

MOTT'S:
No better
Chocolate

What's the Use

GOING ABROAD FOR
CHOCOLATES WHEN

Mott's Made in Canada

ARE BETTER AND CHEAPER THAN
ANY OF THE IMPORTED LINES

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL.
R. S. McINDOE, TORONTO
JOS. E. HUXLEY, WINNIPEG.

A Seasonable Confectionery

Vanilla Alakuma

One of our most delicious lines of Confectionery. Put up in 5c. pieces in cartons of 3 doz. This is a quick seller. Write for prices.

A. J. STEWART, LIMITED
Manufacturers, TORONTO

BEAUCE MAPLE SUGAR

FINEST PRODUCED

D. RATTRAY & SONS

Import and Export Agents

QUEBEC — Montreal — OTTAWA

FREIGHTS AND CHARTERS

WITH twenty-four ocean steamships in the port and more coming all the time, it would appear that Montreal is a busy place at this time. Smaller river and lake craft are plying their trade with great energy, and the whole season is now on with what is called in the street a "vengeance."

Ocean tonnage has improved very much and the freight rates generally have stiffened notably. Grain is coming in more freely and dairy produce is arriving in large quantities. The iced service of the different railways has proven a great boon during this the first week of really warm weather.

Shippers of dairy produce are very optimistic and things look well for a large export trade.

The boats for South Africa are loading here, and there is likely to be a great awakening in trade over there. Large Canadian manufacturers are to be noticed on the list of shippers and the American sellers are not going to have everything their own way this season.

From ports in South Africa it is learned that Canadian commission houses have opened in the different centres and this is something new, so that instead of the British merchants in South Africa having to depend upon Peabody of New York, Cape Town, etc., they can get their products from Canadian houses.

Lake and rail freights from Chicago to Buffalo have declined a quarter of a cent, and it is reported that engagements amounting to 3,000,000 bushels have been made at as low a rate as one cent.

From Chicago to Montreal, grain has been engaged at 4 cents and oats at three and a half cents per bushel. From Fort William through to Montreal the rates have been made at 6 cents, including insurance. Bristol grain space has been engaged at 4½d and Glasgow is quoted at 9d to 1s.

NINETY THOUSAND MEN WANTED.

The Canadian Grocer is indebted to W. A. MacKinnon, Canadian Commercial Agent at Bristol, England, for the following clipping from the Western Daily Press:

"The following announcement in a recent issue of The Canadian Grocer relative to Manitoba, would indicate that there is a good and desirable opening in 'the prairie province' for those who are willing and able to work: Manitoba is calling for 90,000 men, and the request is urgent. This is the intimation given by the Government Immigration Agent of the province, who is in the closest touch with existing circumstances. Here are chances and possibilities and prospects for men crowded in the uncongenial environment of the cities to secure work that is conducive to mental and bodily vigor. There is little excuse for idleness with such a call at hand, and it is hoped that it may reach the ears of those ready to listen, and be answered by many whose condition will be bettered, and who will have cause to be thankful for the change.'"

BERTH QUOTATIONS—Montreal.

Description.	Liverpool.	London.	Glasgow.	Bristol.	Belfast.	Leith.	Aberdeen.	Dublin	Manchester.	Antwerp	Havre.
Lard, Beef, Pork, Tallow, Grease and Oleo in tierces, barrels or half-barrels	*13¼c	13/1½	15/9	15/	15/6	17/6	17/6	16/6	10/6	12/6	17/6
Bacon and Hams, Boxed Meats, Cases of Meat, and Lard in boxes and cases	*13¼c	13/1½	15/9	15/	15/6	17/6	17/6	16/6	10/6	15/	17/6
Canned Meats	*13¼c	13/1½	15/9	15/	15/6	17/6	17/6	16/6	10/6	15/	17/6
Canned Goods (gallon apples, fruit, soups, vegetables, etc.)	.....	12/1½	13/1½	†15/	†15/6	15/	15/	†16/6	.....	†12/6	15/
Oil, lubricating and other; also Wax; in barrels	10/6	12/6	15/9	15/	.	..	.....	.....	10/6	12/6	.....
Oil-cake, Cottonseed Cake, Flour, Oatmeal, Cornmeal, Split-peas Starch, and Grape Sugar, in bags	6/6	7/	7/	*9c	10/6	10/	11/3	11/	7/6	*9c	11/3
Rolled Oats, Dog Flour, Flour Middlings, in bags	7/9	8/	9/4½	10/	16/6	12/6	14/3	17/6	8/9	10/	.....
Rolled Oats and other Cereals, papered, in cases	.....	10/	10/6	†15/	.....	.....	.....	.....	.....	†15/	.....
Glucose and Syrup, in barrels	8/9	12/6	/6	10/	20/	.....	.....	22/6	8/9	10/	.....
Cheese, in boxes; also Condensed Milk	20/	25/	/3	25/	.....	25/	30/	.....	20/	25/	.....
Butter, in cases and kegs; Cheese in crocks, boxed	25/	30/	31/6	30/	.....	30/	35/	.....	25/	30/	.....
Seeds, Timothy and Clover, in bags	12/6	15/	15/	12/6	.....	.....	.....	20/	12/6	12/6	.....
" Beans and Peas, in bags	10/6	10/6	10/6	10/6	20/	.....	...	17/6	10/6	10/6	12/6
Apples, Flour and Meal, in barrels	2/6	2/6	3/	2/6	.....	.....	...	... ...	2/6	2/6	.....
" and other Green Fruit, in boxes	12/6	15/9	15/9	15/	.....	.....	.....	17/6	12/6	15/	.....
" Evaporated, in barrels or boxes	7/6	10/	10/6	10/	17/6	.....	.....	.....	7/6	10/	.....
" Prunes and other dried fruit, in boxes	15/	20/	21/	20/	.....	.. ..	.....	.....	15/	20/	.....
Eggs, in cases or barrels	12/6	15/9	15/9	15/	.....	.....	.....	.....	12/6	12/6	.....
	.....	.....	.....	... .	.....	.....	.....	.....	.....	.....	.....
	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....

These rates are for general information only, and are subject to change at any time without notice; it is therefore important that all contracts must be reported by wire and confirmation obtained before closing with shippers, and unless specifically stated to be prompt shipment, or shipped within ten days after date of contract from the west.

The above rates are exchanged on basis of $4.80 to £1 Stg., excepting that when freight is prepaid, the ocean proportion of the through rate must be collected on basis of $4.86 to the pound sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

It is understood that when reporting Sack Flour engagements, a carload is considered 28,000 lbs.

It is also important that shipper's name be given for every engagement made.

* Rates quoted in cents are per 100 lbs. † Per 2240 lbs, No Primage via Montreal.

For Your Fastidious Trade

THERE IS
NOTHING
LIKE

PERFECTION CREAM SODAS

They have a fineness of flavor that comes from the use of the very best of everything—materials, cooking, equipment.

They are a Standing Invitation to Come Again.

Every grocer who caters to high-class trade should sell Perfection Cream Sodas.

3-lb. Cards or Tins.
Order Now.

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

BIG CHOCOLATE INDUSTRY FOR CANADA.

THE Walter M. Lowney Co., of Boston, Mass., one of the largest and best-known chocolate and bon-bon manufacturers in America, are about to erect a factory in Montreal. Mr. Lowney, while in Montreal this week, stated to The Grocer that a Canadian company incorporated by letters patent at Ottawa had been formed with capital stock of $250,000, and a large plot of land at 165-171 William street, had been secured; plans were ready and building operations would be commenced this week.

The main building will be 100x60 feet and six storeys high and a complete chocolate, cocoa and bon-bon plant will be installed. There will also be a large boiler house, engine room and refrigerator plant. Besides these buildings, space is provided for the erection of a paper-box factory. It is expected that the factory will be completed and in operation by September 1 next.

Mr. Lowney also stated that his company had for years done a considerable trade in Canada from the Boston works, but that, in order to give the Canadian public their high-grade goods at United States prices, it was felt that a factory would have to be erected at some Canadian point. After looking over the various centres, Montreal was selected as being most suitable from every point of view.

The Canadian branch in Montreal, which has been in charge of Mr. E. M. Littler, who has been most enthusiastic in pushing the merits of Lowney's goods among the Canadian trade, has shown that Canadians are appreciative of high-grade chocolates, cocoas and bon-bons. By the erection of the Montreal factory the duties and other charges that have largely restricted the proper development of the Canadian trade, will be overcome and the popular prices obtaining in the States will prevail here. Pushed with the energy that has made Lowney's a household word south of the line, the new Canadian industry will undoubtedly meet with success.

E
D S



Try Them

MR. GROCER, do you carry the

E.D.S. BRAND OF JAMS, JELLIES AND SEALED FRUITS IN GLASS?

There are no better made goods to be had.

E. D. SMITH'S
FRUIT FARMS
WINONA, - - ONT.

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

COWAN'S CHOCOLATE, CAKE ICINGS, CREAM BARS,

and COWAN'S famous MILK CHOCOLATE

are absolutely pure goods.

THE COWAN CO., LIMITED. TORONTO

Spring Drink

VAN HOUTEN'S COCOA

Spring Food

The Grocer who recommends Van Houten's Cocoa confers a favor on his customer that the latter will appreciate.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

Coming in more regularly and for increasing quantities—orders for

PIPER'S COFFEES

The experience of 30 years in roasting, blending and grinding of Coffees is being appreciated and recognized by grocers. If there is anything not quite right with your Coffee trade write us about it. Send for sample of what you want with price. We will please you.

A. M. PIPER & Co.,

116 Jarvis Street, TORONTO, ONT.

"_____, B.C., 29th April, 1905.

"Messrs. Chase & Sanborn,
"Montreal, P.Q.

"Gentlemen:

"Please ship me at once 100 lbs. Coffee the same as you sent me before.

"I must congratulate you on the quality of this brand. It is the best I ever had and feel satisfied we will be able to build up a good trade with it.

"You can book me for a regular shipment every two months.

"Respectfully yours,
"D—— A——"

The above is an extract from a letter received by us on the morning of May 5th, which is another testimonial to the merits of our high-grade Coffees.

CHASE & SANBORN

The Importers, Montreal

The Line of Satisfaction

If **Orange Meat** was not satisfying the people there would be no sale of it. There is a sale of it, and the list of those satisfied is as long as the list of users.

Orange Meat

is no experiment. It is a tried and proven delicacy. It is more satisfying, more invigorating, nourishing, stimulating than any other cereal; and the profit for you on **Orange Meat** is greater than the profit on other cereals. Our **Jumbo** package proves this. Are you looking after the profit? It will pay you to do so.

The Frontenac Cereal Co., LIMITED
KINGSTON, ONT.

Flour and Cereal Foods

GRAIN PROSPECTS.

ACCORDING to W. Whyte, assistant president of the C.P.R., there are good prospects for a record crop in the Canadian West this year. A good start has been made in seeding, and the amount of moisture was never better. An acreage of 4,500,000 under cultivation with a probable yield of twenty bushels to the acre will give a total of about 90,000,000 bushels.

Moose Jaw correspondents report that the prospects in the Territories were never better at this time of the year. The crop went in under most favorable conditions, rain came at just the right time, and in many places, the wheat is up. A few warm days will see all the fields green.

The United States Government crop report for May on Winter wheat has been issued and makes a very favorable showing, suggesting a crop of about 460,706,000 bush. against an actual yield of 332,000,000 bush. a year ago. An improvement is shown over conditions existing a month ago, although 1,432,000 acres have been ploughed up, and as a result the indicated crop shows a reduction of about 20,000,000 bush. compared with the estimates based on the Government figures issued in April.

FIFTY YEARS AGO.

The Toronto Globe of May 13 reproduces an interesting market report dated Toronto, May 14, 1855, which reads as follows:

> There was a large attendance of purchasers this morning. Wheat came in very plentifully and prices reached as high as 11s. 7d per bush., but the majority of sales were much at prices ranging between 11s. 2d and 11s. 4d per bush. Oats have declined, and few transactions took place at over 4s. per bush.

BREAD MAKING AMONG THE BOERS.

EVERY district in the Transvaal has its mill or mills, the proprietors of which do a good business, says a correspondent in the London Miller. When a Boer wishes to have a load of mealies ground he takes them over in his wagon and outspans until they are done. Time is not of the first importance here, and it sometimes happens that a man who arrives at the mill in the morning, expecting to return home at night, is kept waiting for two or three days before he can get his wants attended to. The Boers make their own bread. They bake it in the large outside ovens, which are a feature of every homestead. These ovens are made of the clay taken from the ant hills. A fire is made in the centre, and the front of the oven blocked up with a stone wrapped up in sacking. When the inside has reached a sufficient temperature the fire is raked out, the bread put inside, and the entrance again closed up. By the time the inside of the oven is cold the bread is baked. The Boer bakes once a week. The loaves are of substantial proportion. Mealie meal is used, "Kaffir beer" being used in place of yeast. The bread is appetizing enough when fresh, but it reaches the consistency of a stone before the week is out; but the Boer is blessed with good teeth, and he never complains. When the "old man" is going away on a transport trip several of these loaves are prepared. These are packed away in the wagon "box." Before a quarter of the journey is completed they will be uneatable by ordinary means, so they will be broken up—at times with the chopper—and soaked in hot coffee.

EXPORTS TO GREAT BRITAIN.

Following are the values of exports of Canadian foodstuffs to Great Britain for the month of April: Wheat, £30,890; wheat flour, £41,081; peas, £32,545; bacon, £98,682; hams, £17,540; butter, £850; cheese, £89.175; cattle, £96,371.

WANT MANITOBA WHEAT.

J. S. Larke, Canadian Commercial Agent to Australasia, reports a demand for No. 1 hard Manitoba wheat for seed, but says that so far all efforts to secure it have failed.

CANADIAN CEREALS IN AUSTRALIA.

D. H. Ross, Canadian Commercial Agent in Australasia, reports that large shipments of Canadian breakfast foods are coming forward to Melbourne, Adelaide and other Australian ports. Local agents seem to have taken hold of these goods with considerable energy and an increased trade is looked for.

FLOUR AND CEREAL NEWS.

A flour and feed store is being erected at Riding Mountain, Man.

A flour mill and elevator will shortly be erected in Ninga, Man.

W. B. Brown & Co., flour and grain dealers, Toronto, are opening a branch in Winnipeg.

The Nova Scotia Milling Co. have taken over the business carried on by the late D. Gunn.

It is estimated among Montreal grain men that during the month of May between two and a half and three million bushels of grain will be shipped from that port.

A new enterprise has been organized at St. Mary's, N.B., known as the Enterprise Bottling Co. for the manufacture of high-class aerated beverages.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

"We now know what PURE MAPLE SYRUP is"—writes a large firm in the West on receiving first shipment of

GRIMM'S PURE MAPLE SYRUP

Put up in 1 gal. hermetically sealed tins
5 " "
10 " "

Place a sample order and get the guaranteed pure quality. Every gallon inspected.

THE GRIMM MFG. CO.
Manufacturers of Champion Maple Sugar Evaporator and Maple Sugar Makers' Supplies
MONTREAL

We beg to call the attention of the trade to the fact that we have the most modern machinery for manufacturing the following goods:

Rolled Oats
Gran. Wheat
Gold Dust
Family Oatmeal
Ground Wheat
Sd. and Gr. Oatmeal



Pot and Pearl Barley
Ground Oats
Flaked Wheat
Split Peas
Pea Meal
Ground Corn
All kinds of Feed

Consequently the goods are the best in the market.

PHONE, WIRE OR WRITE US FOR QUOTATIONS. PROMPT DELIVERY IN MIXED CAR LOTS OR OTHERWISE. LETTER ORDERS A SPECIALTY.

WM. McCANN MILLING CO., OFFICE and MILLS FOOT JARVIS STREET **Toronto**

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

TOBACCO TO ALASKA.

TOBACCO manufacturers are now having grave apprehensions concerning the incoming crop. It is generally conceded that planters have relied more upon sugar than upon tobacco to make money this year, and, as a consequence, a slight scarcity of good raw leaf is anticipated. At any rate, prices will go higher, owing to the constantly increasing demand for consumption. The new crop will not be available until December, and competition has been very keen. Manufacturers must face the question of a deterioration in quality or a loss in profit unless needs have been anticipated a full year.

In this connection Mr. McManus, of the Sherbrooke Cigar Co., in conversation with a Grocer representative, while freely explaining the situation, incidentally mentioned their happy foresight in buying stock last year for the ensuing two years. "This means," said he "that the stock of the "Royal Sport" and "Hogen Mogen" will, as heretofore, be of first quality."

TOBACCO IN ALASKA.

What is probably the largest shipment of tobacco ever made to Alaska is that made last week by the R. A. Patterson Tobacco Co., of Richmond, Va., to Nome. It consisted of two solid carloads, one of Lucky Strike and the other of Westover, 48,000 pounds in all, and valued at about $30,000. One of the carloads will be sent from Nome to the interior for distribution.

HOGSHEAD LEAF.

Reports from the Virginia tobacco sections indicate that the exodus of the negro laborers from the tobacco fields to the West may cause an appreciable falling off in the 1905 crop. Practically all the crop of last year is now in the markets and a few weeks more will see the end of the 1904 season. Sales have been pretty strong on all markets.

The sales on the Danville market last week exceeded those of sone weeks previous, those on Tuesday last amounting to eight hundred thousand pounds. Wagon circuit tobacco comprises the major portion of the offerings. The prices on this market remain practically the same, the demand for all grades with the exception of the medium, being strong. A number of sales in package tobacco, including wrappers, scraps and cutters took place last week. A movement to give the buyers a respite from work during two weeks in July is on foot among the loose leaf markets, and is commanding favor at the hands of the tobacconists, and it is thought the market will be closed down for that period in case the other markets will do likewise.

Practically little business was transacted on the Richmond market last week, the high winds and cool weather preventing the supply from the barns being brought in. The prices obtained and the quality of the offerings were not notable.

Oh, 'tis well enough
A whiff or a puff
From the heart of a pipe to get;
And a dainty maid
Or a budding blade
May toy with the cigarette;
But a man, when the time
Of a glorious prime
Dawns forth like a morning star,
Wants the dark-brown bloom
And the sweet perfume
That go with a good cigar.

—Norris Bull.

NOTES OF THE TRADE.

The United States Government is conducting a secret investigation into the affairs of the American Tobacco Co., in response to charges made under the anti-trust law.

A fire broke out in the cigar factory of P. Sherlock, Ingersoll, last week. It occurred while the factory was in operation, and so was promptly detected. It was stopped before much damage was done and the insurance will cover the loss.

Charles H. Sprieser, of F. Miraudie & Co., wholesale tobacco merchants, of New York and Havana, is making a tour of Western Canada. Mr. Sprieser reports a healthy business in Winnipeg and the west, in spite of the increased price of tobacco. He mentions Winnipeg particularly for the energy and push of its merchants.

Owing to the exceptional demand for "Royal Sport" and "Hogen Mogen" cigars, the Sherbrooke Cigar Co. have been obliged to increase their representatives. Mr. J. B. Gauthier leaves next week for the Far West, and Mr. C. L. Gilmore for the Maritime Provinces. Both may be depended upon to "push" the lines of their firm.

The Cigarmakers' Union of Hamilton had a lively discussion recently with reference to the way the cigar industry has been affected this year by the action of the License Department of Ontario. It was stated that in that city the manufacturers have sold 2,000,000 less cigars this year than in the same months last year. It was said that the only cause for the slump in the trade was the uncertainty in which the hotel men have been kept since the Provincial elections. The uneasiness has been added to by remarks of the License Commissioners. A committee was appointed by the union to draft a letter of protest for the press, and to lay the matter before the various unions of the city.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

A Continuous Course

SATISFACTION SATISFACTION

A continuous course of satisfaction has been meted out to the **Pebble** and **Pharaoh** Cigars. We never asked anybody to be satisfied with them. We merely asked them to try the cigars. We knew the cigars themselves would do the rest. And they **are doing it.** You can talk as you like, but for their respective prices, the **Pebble** and **Pharaoh** Cigars are unsurpassed. One manufacturer thought he could make a Pharaoh Cigar—that is, one as good as a Pharaoh—make it and sell it for five, lopping off, as he called it, our "extravagant profit," but his Pharaoh Cigar turned out to be a Fairy Cigar. The make lasted one month and then passed in with the unreliables. We know the virtues and shortcomings of cigars as well as the next maker, so when we recommend **Pebble** and **Pharaoh** Cigars and stake our name on the recommendation—what is it a sign of? It is a sign that either we know our business or our name is of no value. Well, we state that-our-name-is-of-value. **And we guess we know our business.**

J. BRUCE PAYNE, LIMITED, Mnfrs., Granby, Que.

SATISFACTION

Letters to Tom, the Grocer.—No. IX.

HAMILTON, May 19, 1905

Dear Tom:

Have you planned your program for next month's business? No? Too bad, Tom. Why, you're not much better than the day-laborer. Don't you see how the big department stores are doing? They know a long time beforehand what they will boom in June, what in July, what in August. And they get ready weeks ahead. Something worth thinking about, Tom.

We're very glad to hear you say that since you began urging smokers who didn't use ***T. & B.*** (10-cent size) you have found these men come back for it. It's the same story we hear from every place.

Yours truly,

GEO. E. TUCKETT & SON CO., LIMITED.

Per J.

GREATEST COFFEE-DRINKING NATION.

ACCORDING to statistics collected during the last ten years and published on April 21 by the Department of Commerce and Labor, the United States stands first among the nations of the world in the consumption of coffee, England first in the consumption of tea, Russia first in the consumption of whiskey and other distilled spirits, France first in the consumption of wine, and Germany first in the consumption of beer.

Of coffee the world's consumption is approximately 2,250,000,000 lbs. In this the United States holds the first place, with a total consumption in 1904 of 961,000,000 lbs.; Germany second, with 397,000,000 lbs., and France third, with 168,000,000 lbs.

Statistics of beer consumption are available for only eight countries, with a total of 5,753,000,000 gallons annually. Germany had a total consumption of 1,783,000,000 gallons; the United Kingdom, 1,501,000,000; the United States, 1,194,000,000; Austria, 492,000,000; France, 289,000,000; Hungary, 38,333,000 and Italy, 6,750,000.

Consumption of whiskey, brandy and other distilled spirits for which statistics are available amounted to 687,000,000 gallons; that for Russia being set down at 171,000,000 gallons; Germany, 124,333,000, and the United States, 121,000,000.

Wine consumption amounts to 3,090,000,000 gallons annually, principally in the Latin countries.

Per capita consumption of various beverages in the principal countries presents some sharp contrasts. Thus, in the per capita consumption of tea the United States is credited with only 1.34 lbs., against six lbs. for the United Kingdom.

In the per capita consumption of coffee the relative rank of the countries is: United States, 11.75 lbs.; Germany, 6.65 lbs.; France, 4.29 lbs.

AN IMPORTANT ITEM IN BUSINESS.

The last census five years ago showed the population of the United States to be 76,303,000. What the population is now is a matter not of enumeration but of estimate, but the statisticians get at the matter pretty closely, says the Wall Street Journal. The April statement of the circulation of money in the United States estimates the population on April 1, 1905, to be 82,910,000. There has thus been in the last five years an increase in population of 6,607,000, an average increase each year of 1,320,000. One-half of this increase, or, to be more definite, 3,255,000, represents the immigration since 1900. Putting the increase of population in the form of percentage, it appears that there has been a gain in five years amounting to 8.7 per cent. There is every reason to believe that before the next census is taken, in 1910, the United States will have a population of 90,000,000. Sufficient account is not taken of the increased population when estimates are made of the business outlook. Every addition to the population adds so much to the consumptive demand upon our productive industries. If it be estimated that the average amount needed by every person to maintain life is $200, then the increase of 1,320,000 in the population every year means an increase in the consumptive demand of $264,000,000. This fact sufficiently explains the enormous vitality displayed by that country, its power of recuperation and the growing pressure upon its producing energies.

SWEET CAPORAL



CIGARETTES
STANDARD OF THE WORLD
Sold by all Leading Wholesale Houses.

CLAY PIPES
None Equal. Insist upon McDougall's. There IS a Difference.
D. McDOUGALL & CO., Glasgow, Scotland

Does It Pay To Waste Time?

Carrying goods that do not sell readily is wasting time. Does it pay? Some Tobaccos sell more readily than others, for reasons best known to the buyers. These reasons do not come to these buyers by chance. They are part of their logic and you may be sure they represent conclusions drawn from premises. You can help more buyers to reach these conclusions by arranging conspicuously those Tobaccos which you have absolute proof are made by honest methods.

Such Tobaccos are

McALPIN'S

Increase **McAlpin** sales and you increase your revenue. Keep in a prominent place **McAlpin Tobaccos.**

Does It?

McALPIN CONSUMERS' TOBACCO CO., Limited
TORONTO

Does It?

WM. BRAID & COMPANY



TEA AND COFFEE IMPORTERS

The Big Tea and Coffee House of the Great West

We are the largest importers of Teas, Coffees and Spices in the Canadian North-West. We deal in them exclusively, therefore are in a position to take care of your smallest orders or handle your largest ones—Satisfaction guaranteed.

Write us for samples and quotations.

VANCOUVER, B. C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

May 18 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—	
Bee" brand, 48 5c. pkgs., per case	$1 75
" " 27 10c. pkgs, "	2 00
" " 10 25c. pkgs, "	1 75
Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
3 doz.	12-oz.	3 40
½ doz.	2½lb.	10 50
¼ doz.	5lb.	19 75

JERSEY CREAM BAKING POWDER.

¼ Size, 5 doz. in case	$0 40
" 4 " "	0 75
½ " 3 " "	1 25
1 " 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ½ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ¼-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case.	78

Freight paid, 5 p.c. 30 days.

MAGIC BAKING POWDER.



Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

"BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	$3 50
" " 36 10 "	4 00
" " 24 16 "	4 50
"Beaver" brand, 24-16 pkgs	4 80



EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size,	0 02 0 10



J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each, per lb. 16½c
"Sapphire"—14-lb. boxes, ¼ lb. pkgs. per lb. 12½c
"Union"—14-lb. boxes, assorted 1 & ½-lb. pkgs., per lb. 10c

Black Lead.

Reckitt's, per box	$1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.



JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

Bee" brand, 5 oz., cases, 60 pkgs	2 25
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz
Cases of 5-doz. 5c. packages	$0 45
" 5-doz. 10c. "	0 90

Boeckh's Brooms.

Bamboo Handles, A, 4 strings	$4 50
" " B, 4 "	4 20
" " C, 4 strings	3 95
" " D, 4 "	3 70
" " F, 4 "	3 40
" " G, 3 "	3 10
" " I, 3 "	2 70

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	0 18½

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 55
Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42



Your Customers

say that it is a fact that

Paterson's Camp Coffee Essence

is the acme of Coffee perfection.
This means sales.

ROSE & LAFLAMME
AGENTS
MONTREAL

"KLAUS'S" IMPROVED SWISS MILK CHOCOLATE

Is the best of all Swiss Milk Chocolates. Acknowledged to be the most delicious and wholesome. Manufactured with the finest cocoa, pure sugar and milk, retaining its entire quantity of cream. It is bound to be asked for more than ever this summer, as it is held in high repute by everybody. It also possesses great nourishing qualities for invalids and children. Shows a nice profit to you and is a good seller.

Don't be Without It.

Agents for Canada:
ROSE & LAFLAMME, - Montreal

FRY'S.

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb tins, 4⅛ doz. to case, per doz.,	$ .90
1 " " 4 " " "	2.40
½ " " 2 " " "	4.75
1 " " 1 " " "	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.



	Per lb.
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ¼s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ¼s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb, tins.	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	42o.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44

Sweet chocolate powder—
6-lb. boxes, 12 boxes in case, ½-lb. tins. 32c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins, 34c.

Premium chocolate—
6-lb bxs., 12 bxs. in case, ½-lb. pkgs. 33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 33c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs. 35o.
12-lb. bxs., 6 bxs. in case, ¼-lb. pkgs. 35o.

Medalllon sweet chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs. 44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 44c.

Milk chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs ... 35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 35c.

Vanilla sweet chocolate—
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs. 32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 32c.

Tid-Bit chocolate—
6-lb. bxs., 12 bxs. n case, ½-lb. pkgs. 30c.
12-lb. bxs., 6 bxs. in case, ½-lb pkgs. 30o.

Diamond sweet chocolate—
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs. 23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs 23c.

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, op. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20





TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case doz)	5.60





Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. cins, cases, 15 tins	8 70
"Beaver" ooffee, 24-1 lb. pkgs.	4 80
"Sun" brand, 25 and 50 lb. tins—	
Gem, roasted or ground	0 30
Extra, " "	0 26
Fine " "	0 22
Fancy " "	0 18
"Beaver" (ground only compound)	0 15

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Neotar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20

High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 81
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1?

JAMES TURNER & CO.

	Per lb
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 60

100 lb. delivered in Ontario and Quebec.

Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½o.
" III, 80-lb. boxes	37½o.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	1? 00
Small size	"	1½ 00
Roquefort—Large size	"	2 40
Small size	"	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers an Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½o.	4o.
100 to 1,000 books	3c.	3½o

RECKITT'S BLUE and ZEBRA PASTE {Always gives your Customers Satisfaction.

PUT UP IN TINS—

2-lb. tins—cases	2 doz.	Also in Brls., ½ Brls.
5 " " "	1 "	Kegs and Pails.
10 " " "	½ "	
20 " " "	¼ "	

Freight paid on 5 cases and over to all railway stations East of North Bay.

Look through the above list and place your order for

Canada's Best Table Syrup

"CROWN" Brand

The syrup that has every good attribute, purity, cleanliness, quality, flavor, body and healthfulness—pleases your customers and pays you good profit.

MANUFACTURED ONLY BY ASK YOUR JOBBER FOR "CROWN" BRAND.

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT. Works: CARDINAL, ONT. 164 St. James St., MONTREAL, P.Q

Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, 1lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Confections—	Per doz
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, 1lbs.	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ½-lb. boxes	1.30

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
doz. packages (12 to a case)	0 75
doz. packages (12 to a case)	0 95

Cleaner.



	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents
The Davidson & Hay, Limited, Toronto

Fly Pads.



Wilson's Fly Pads, in boxes of fifty 10 cent packets, $3 per box, or three boxes for $8.40.

Food.

Robinson's patent barley ½-lb. tins	$1 2 5
" " " 1-lb. tins	2 2 5
" " groats ½-lb. tins	1 2 5
" " 1-lb. tins	2 2 5

	Per doz.
" " 5 doz., at.	$ 1 40
" 1 doz., at.	1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1
2-lb. tins, 2 doz. in case per lb.	0
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 06½
7 and 14-lb. wood pails per lb.	0 06½
30-lb. wood pails "	0 06½
Pure Fruit Jellies—	
12-oz. glass jars, 2 doz. in case per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—	
1-lb. glass jars (16-oz. gem) 2 doz. in case per doz.	1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper per lb.	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5-lb. boxes per lb.	0 40
"Acme" pellets, 5-lb. cans per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$ 3 60
3 cases "	3 50
5 cases or more	3 40

Matches.

UNITED FACTORIES, LIMITED. Per case.

Surelight (Parlor)	$3 50
Flashlight (Parlor)	5.75
Kodak (Sulphur)	3 80

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 0

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., -lb. tins per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar. per jar.	0 75
" 1-lb. jar. "	0 25
F. D., ½-lb. tins per doz.	0 85
" ½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
¼-lb. tins per lb.	$ 0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
¼-lb. tins per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars per jar	0 70
1-lb. jars "	0 25



Orange Meat.

Cases, 36 15c. packages...$4.50
5 case lots.... 4.40 (Freight paid.)
Cases, 20 25c. packages.... 4.10
5 case lots.... 4.10 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 0[illegible]
Golden shred marmalade, 2 doz. case, per doz.	1 75

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints) per doz.	$ 2 30
Corked " "	

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case) $1 45

Soda.

OOW BRAND.



Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pegs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND.

"Bee" brand, 8 oz., cases, 120 pkgs.	Per case
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	$2 75

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors per gross	$10 20
" " black	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

Many Books Sold at $1.00 are worth ten times their price to those using them.

$1.00

"100 Good Ads. for a Grocery Store,"

sold by us at $1.00, is worth easily a dollar in suggestiveness, to say nothing of 100 ready-made ads. for the busy man.

Sent on approval if desired.

THE CANADIAN GROCER, 10 Front St. E., Toronto

BABBITT'S.



Babbitt's "1776" 6-oz. pkgs $3.50 per box. 5 boxes as freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, box each doz., $2 per box.

WM. H. DUNN AGENT.



CHASER SOAP.

case $2 40
Special quotations for quantities.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 04½
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
Bee" brand starch—	
" laundry, 64-12 oz. pkg. per case	$5 00
" " 32-12 " per ½ "	2 50
" corn starch 40-16 oz. pkg. " "	3 00
"Sun" borated starch, 40-16 oz, pk. per case	3 00
" borated starch, 50 box. 100 lb. keg	0 06½
" laundry " 50 " " " "	0 05½
"Gem" " " 100 & 200 lb. kegs	0 05½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 04½
Acme Gloss Starch— 1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry— 3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0
Canadian Electric Starch— Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch— Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn— 1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn— 1-lb. packages, boxes 40 lb.	0 06½
Crystal Maize Corn Starch— 1-lb. packages, boxes 40 lb.	0 06½

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 06½
Durham corn starch, 40 lb.	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 04½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½



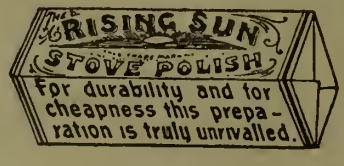
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

SAN TOY STARCH.

10c. pkges, cases 5 doz., per case ... 4 75

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$5 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



W. H. DUNN, AGENT.



Enameline No. 0 4, bxs., ea. 3 dz.	38
Enameline No. 0 6, bxs., ea. 3 dz.	65
Enameline liquid, bxs, ea. 3 doz.	0 80
Blackene, 5-lb. cans, per lb.	0 10
Enameline stove dressing, per doz.	0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label— 2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

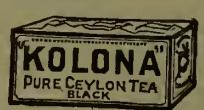
5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70



Teas.

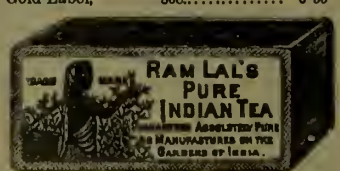
SALADA CEYLON.

	Wholesale.	Reta
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb. " " "	0 20
Blue Label, retail at 30c.	0 22
Green Label. " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55



Cases, each 60 ½-lb.	$0 35
" " 60 ¼-lb. } 30 ½-lb. }	0 35
" " 120 ¼-lb.	0 36



LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ¼'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 40
" III 80-lb. boxes	0 35
EMD AAA Japan, 40 lb "at	0 30
" AA " 40 "	0 27½
Blue Jay, basket fired Japan, 70 lbs.,	0 27½
"Condor" IV 80-lb. "	0 30
" V 80-lb. "	0 26½
" XXXX 80-lb. boxes	0 22½
" XXXX 30-lb. "	0 23½
" XXX 80-lb. "	0 20
" XXX 30-lb. "	0 21
" XX 80-lb. "	0 18½
" XX 30-lb. "	0 19
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½
"Condor" Ceylon black tea in lead packets	
Green Label, ½s, ¼s and 1s, 60-lb. cases retail	0 25 at 0 20
Grey Label, ½s, ¼s and 1s, 60-lb. cases retail	0 30 at 0 23
Yellow Label, ½s and 1s, 60-lb. cases retail	0 35 at 0 26
Blue Label, ½s, ¼s and 1s, 50-lb. cases retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases retail	0 at 0 40
Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 39
" Amber, 8s. and 3s.	0 60
Chewing—Stag, bars, 10¾oz.	0 43
" Bobs, 5½s. and 11s	0 44
" " 10¾ oz. bars, 6s.	0 44
" Currency, 12 oz bars, 12s.	0 47
" " 6½s. and 12's.	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½oz b'rs, sp'c'd 6½	0 51
" Pay Roll, 7s and 6½s.	0 52
" Fair Play, 8s. and 13s.	0 53

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted— 24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

1 case 50 5c. packages free with 5-case lots
Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz
Washboards, Victor	$1 30
" Crown	1 35
" Improved Globe	1 50
" Standard Globe	1 60
" Original Solid Globe	1 80
" Superior Sld. Bk. Globe	1 95
" Jubilee	1 90
" Pony	0 90
Diamond King (glass)	2 90
Tubs, No. 0	11 25
" " 1	9 00
" " 2	8 00
" " 3	7 00
Pails, No. 1, 2 hoops	1 85
" No. 3, "	2 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz.	1 05
Jerscycream yeast cake, 3 doz. 5c.	1 00
Victoria " 3 doz. 5c.	1 00
" " 3 doz. 10c.	1 80

CANE SUGAR SYRUP

We have a very fine lot of Choice Pure Cane Sugar Syrup, bright, sweet and heavy.

In Barrels, Half-Barrels, 2-lb., 3-lb., 5-lb., 10-lb. Tins.

For prices and samples write to

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

Agents

GEO. MUSSON & CO.,	TORONTO
JOHN W. BICKLE & GREENING,	HAMILTON
GEO. H. GILLESPIE,	LONDON
JOSEPH CARMAN,	WINNIPEG

HOW LONG?

How long will you continue to keep in stock those injurious, impure, acid vinegars? Are the people asking for them? Have you told them there is something better — something called **CIDER VINEGAR?** Cider Vinegar is made from pure fruit—apples. It is to be seen in our

Golden Russet Vinegar

that has no equal for excellence anywhere. **GOLDEN RUSSET VINEGAR** is the product of years of study and the application of the finest manufacturing processes. **GOLDEN RUSSET VINEGAR** is to be had in three strengths: XXX, 84 grains; XX, 72 grains; and X, 60 grains, at prices proportionate to the strength.

THE W. H. WILSON CO., LTD.

TILLSONBURG, ONT.

BOOKS FOR BUSINESS MEN

TEA HINTS

For Retailing

By JOHN H. BLAKE

PART I.

The Tea Gardens of the World.
Tea from Seed to Leaf.
Tea from Leaf to Cup.
The Tea Marts of the Orient.

PART II.

How to Test Teas.
Where to Buy Teas.
Is it Wise to Place an Importation order?
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending.

275 pp.; Cloth

$2.00 Postpaid.

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The MacLean Publishing Co., Limited

10 FRONT ST. E., TORONTO

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

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Oakville, Ont.

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Why not get the best items that are printed on the subject.

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings,		$ 5.00
250	"	12.00
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1,000	"	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

CANADIAN PRESS CLIPPING BUREAU

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Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S

COOK'S FRIEND BAKING POWDER.

The Best Grocers make a point of keeping it always in Stock.



No. 3

Salt and Pepper Shakers



"Block"

with

Non-Corrosive Tops

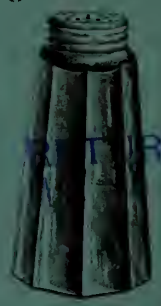
We cannot overstate their merits. They never corrode, never rust, never become dented, never gather verdigris, never require polishing and cleaning and are always bright and beautiful under all conditions in addition to keeping salt dry.

We have the exclusive agency for this line for Canada and would like you to write us for particulars of a sample or trial package we are sending out.

We sell Good Goods Cheap:

Gowans, Kent & Co.

Toronto



"Restaurant"



YOUR CUSTOMERS appreciate the goodness of

Wethey's Mince Meat

They won't be satisfied with any other once they have tried it. We are sure you will find Wethey's Mince Meat profitable to handle, as many hundreds of merchants do. Let us have your trial order.

"One Try Satisfies."

J. H. Wethey, Limited
ST. CATHARINES, ONT.

Purveyors by Warrante Royale

Established in ye yeare 1706

Crosse and Blackwell

Ye Olde Sauce & Pickle House.

All Goods stampd with ye Names

CROSSE & BLACKWELL LONDON

Soho Square, London.

C. E. COLSON & SON, MONTREAL, Agents.

Vol. XIX No. 21

THE CANADIAN GROCER.

SPRING AND EXPORT NUMBER

MAY 26 1905



STARCH

—is one of your most important articles, in
—fact a grocery store without Starch
—would be like a ship without a
—rudder. Every store in this
—great Canada of ours
—knows of the merits
—and selling quali-
—ties of the

EDWARDSBURG STARCHES AND BENSON'S PREPARED CORN

For nearly **50** years these Starches have held the attention of the consumer and the dealer,—they are **To-day** the recognized standards of all starches; they will do for you what their sale has done for thousands,—make money.

For the Laundry:
Edwardsburg Silver Gloss.

For the Kitchen:
Benson's Prepared Corn.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT.

Works: CARDINAL, ONT.

164 St. James St., MONTREAL, P.Q.

Doubt Less

"Earn More"
"Earn More"
"Earn More"
and
"Earn More"
"Earn More"

Earn More

Earn more money by buying goods of standard value—doubt less when choosing. Think more of quality than price. How about those dusty, dirty, fly-specked packages up there on the shelf? What did it, quality or price? "Doubt Less and Earn More."

Sell Goods of Known Quality

Fry's Cocoa and Chocolate

As standard as sugar, salt, coffee or tea. Of known quality always. Purest, Richest, Strongest. Made by the largest manufacturers in the whole world.

Castile Soap "Shell" Brand

Containing 67 per cent. of pure oil as against 60 per cent. in ordinary brands. Packed and shipped in cases and boxes in bars of 1 pound each and upwards. Pressed Cakes in boxes also. "Earn More" by selling it.

Cox's Gelatine

Has stood the test of time and has won out on intrinsic merit. Always strictly pure. Always does exactly the work cut out for it. "The Gelatine of Quality."

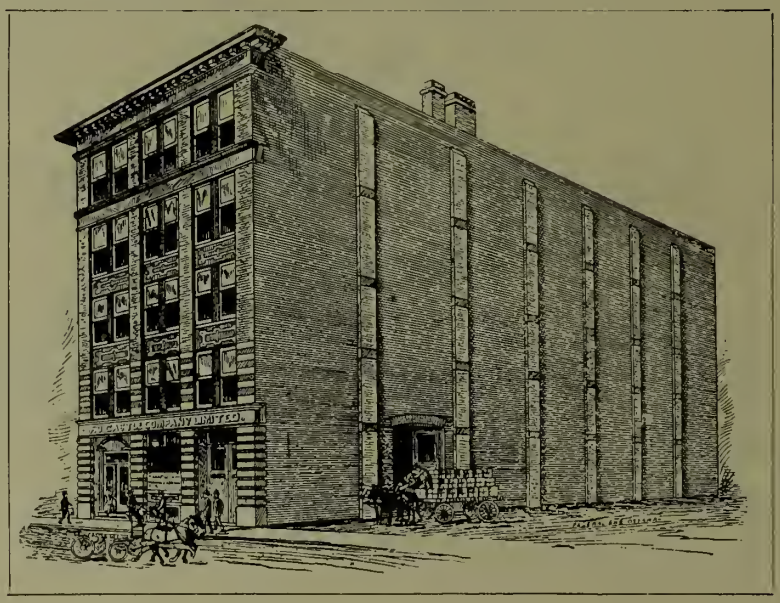
LEADING WHOLESALERS SELL THEM.

ARTHUR P. TIPPET & CO., Agents.

The

F. J. CASTLE CO.

Limited



Wholesale Grocers and Importers

OTTAWA, - Canada

ESTABLISHED 1840

H. W. NELSON & CO., Limited

Manufacturers of

Corn Brooms and Whisks



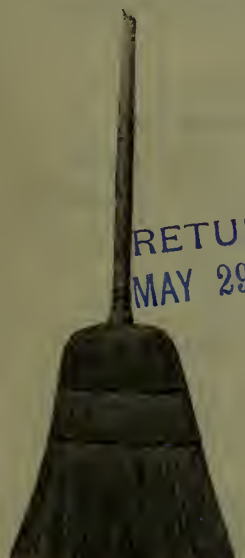
Nickel Shoulder



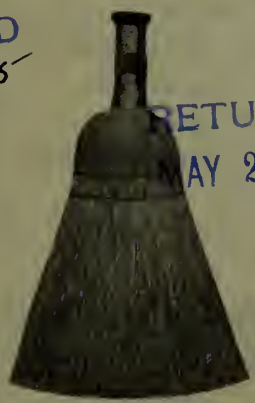
Fine Carpet



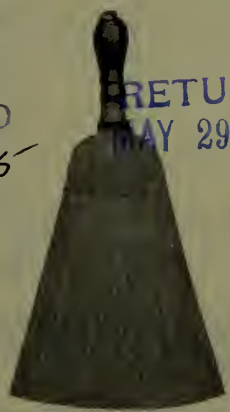
Fancy Nickel Handle



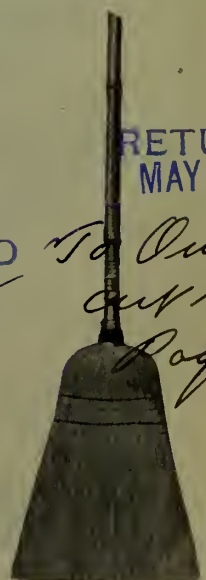
Wire-bound Factory



Wired Handle



Enamelled Wood Handle



Bamboo Handle Parlour

Factories and Warehouse : TORONTO, Canada.

Representative in Scotland : SMITH, CLATWORTHY & CO., 13 St. Vincent Place, GLASGOW.

Representative in England : ELLIS, PHILLIPS & CO., 3 Savage Gds., Tower Hill, LONDON, E.C.

Representative in Australia : F. H. FOTHERINGHAM, MELBOURNE, Aus., and SYDNEY, N.S.W.

Don't be Misled

—that because we advertise our house as "WHOLESALE GROCERS" we belong to the good old-fashioned class of grocers who sold only Pork, Flour, Vinegar, Canned Goods, etc.

We are Modern Grocers

and besides the lines above enumerated we are IMPORTERS and SELLERS of all Grocers' Sundries, such as

WHOLESALE AGENTS FOR "SALADA" TEA

Perfumes	Paper Bags
Toilet Soaps	Twine
Combs	Fish Lines
Hair Pins	Fish Hooks
Purses	Wrapping Paper
Pipes	Writing Paper
Tobacco Pouches	Ink
Pins	Mucilage
Needles	Scribbling
Thread	Exercise and
Boot Laces	Account Books
Clothes Brushes	Pens
Tooth Brushes	Slates
Hair Brushes	Pencils
Patent Medicines	Erasers
Etc., etc.	Etc., etc.

PROVOST & ALLARD

OFFICES: 13 YORK ST. WAREHOUSES: 13 YORK ST., 22, 24 CLARENCE ST. COLD STORAGE: 20 CLARENCE ST.

Ottawa, Canada

Readers of The Canadian Grocer in this District: We are desirous of doing business with you.

OUR BUSINESS HAS BEEN CONSTANTLY INCREASING. WE HAVE THE LARGEST AND BEST ASSORTMENT OF

TEAS ***GROCERIES***

COFFEES ***WINES*** ***AND***

SPICES ***LIQUORS***

IN "CENTRAL CANADA."

WE BUY AND SELL CHEAP

IF OUR TRAVELLERS DON'T CALL ON YOU, WRITE US FOR CATALOGUE AND PRICES.

S. J. MAJOR, LIMITED

Wholesale Grocers and Liquor Merchants

18, 20 AND 22 YORK ST.

OTTAWA - - CANADA

Correspondence from Foreign Exporters solicited.



RETURNED
MAY 29 1905
To Montreal
Cut Book 35
Page 60

Absolutely inimitable—

the teas of

JAPAN

Despite all the strenuous efforts that have been made by imitators, and in the face of the vast amount of money that has been expended to disparage **Japan Teas** in the taste of the consumer, **JAPAN TEAS** are stronger and more firmly planted in Canada than ever.

The reason is plain—

Japan Teas are always absolutely **Pure, Clean, Healthy** and **Profitable** to handle.

RETURNED
RETURNED
MAY 29 1905





THE VINEGAR QUESTION

Are you perfectly satisfied with the vinegar you are selling? Are your customers perfectly satisfied with it or do they simply grin and bear with it?

The Best Vinegar for Grocers to handle is one that

Has flavor as well as acidity.
Has strength without containing injurious chemicals.
Preserves without injuring fruits and vegetables.
Yields a good profit for handling.
Brings a customer back for more.

In other words, it should be a natural pure fruit juice vinegar. Such a vinegar,

AN ABSOLUTELY PURE CIDER VINEGAR

made from apple juice and apple juice only, is being manufactured by the undersigned by processes which maintain its apple flavor while preserving its strength and quality indefinitely. It is known as

WILSON'S GOLDEN RUSSET CIDER VINEGAR

This vinegar has been thoroughly tested for table and pickling uses with absolute satisfaction and where once tried has not failed to displace the so-called white wine article. The makers are prepared to ship in any quantity to any point in Canada, direct to the retailer.

Prices and circular sent upon application. Drop us a card for fuller information.

The W. H. WILSON CO., Limited

Tillsonburg, Ont.



Continuous Growth of the Continuous Ledger System

This has been clearly demonstrated in the growth of our business. That you may appreciate to some extent our facilities for turning out high-grade work within the shortest possible time, we herewith present a view of the home of **The Crain Continuous Ledger.** We have more than doubled our capacity during the past year. This marvelous growth could not be attained unless we had the goods to back it up.

WE MANUFACTURE ALL LOOSE-LEAF SYSTEMS



The cut herein shown is of our **Monthly Account System**, which is being so universally adopted by the retail trade that it is useless to go into any lengthy detail. Write us for further information.

If you are anticipating any changes in your office-work and would like to be up-to-date, we can assist you.

THE ROLLA L. CRAIN CO., LIMITED

Head Office and Factory: Ottawa, Canada

Toronto Office: 18 Toronto Street **Montreal Office: 74 Alliance Building**

Mention this paper.

QUEBEC PAPER BAG CO.

74 Renaud Avenue, QUEBEC



Manufacturers of

PAPER BAGS and BOXES

Grocery Bags	Paper Boxes
Hat Bags	for every line of trade
Shirt Bags	of every description
Special sizes	and shape
made to order	Folding boxes in every shape

Quality Guaranteed. Prices Right
Let us hear from you. Do It Now

N.B. Dealers in Stationery and all kinds of Paper

SPECIAL OFFER

To Every Grocer in Canada.



SPECIAL OFFER!

2 Boxes Davis' Fly Felts—	200	5c. packages retail for	$10.00
1 Box Davis' Fly Felts—	50	10c. packages retail for	5.00
1 Box Davis' Fly Felts—	10	10c. packages retail for	1.00
			$16.00

Price to Retailer, $6.00, net 60 days.

Please Note Profit of $10.00 on $6.00 Purchase of Fly Felts.

Davis' Fly Felts sold in all parts of Canada. Every package guaranteed effective. Attractively boxed. Sell themselves when displayed.

Order through your wholesale supplier. If they do not handle send order direct.

POWELL & DAVIS CO., - - CHATHAM, ONT.

RETURNED MAY 29 1905
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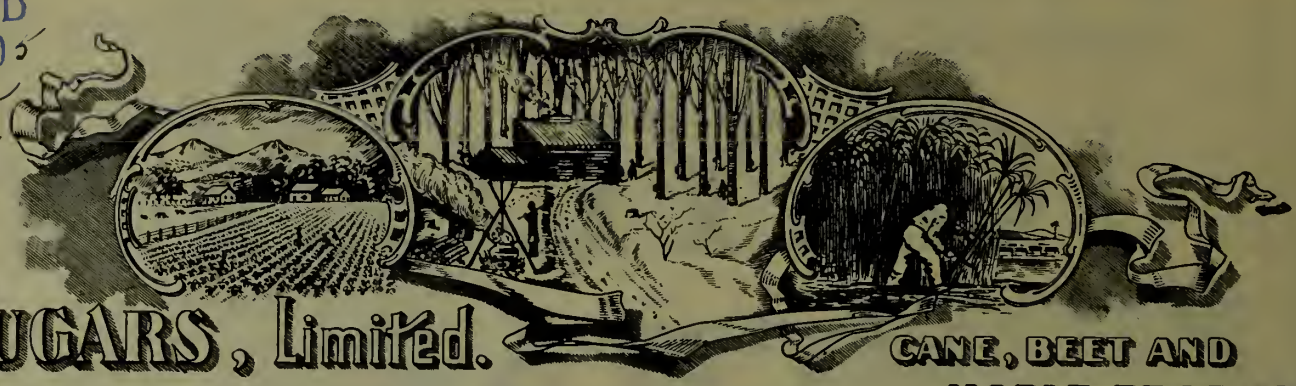
CEYLON TEAS

GROCERS:

It would be idle for us to tell you much about **why** Ceylon Teas are displacing the teas of China and Japan. You know the fact. But we have an obligation upon us to sustain your faith in Ceylon Teas, which are attacked from time to time, and to point out to you the path of profit, simplicity and safety—it lies always in the direction of

CEYLON TEAS

RETURNED
MAY 29 1905
To Montreal
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Page 5-3



SUGARS, Limited.

CANE, BEET AND MAPLE PRODUCTS

IMPORTERS, EXPORTERS, MANUFACTURERS.

Also Canners of

FRUITS and VEGETABLES

Head Office, :: :: :: MONTREAL, CANADA.

TO WHOLESALE GROCERS

Ask for our quotations on our ◇K◇ Brand of READY TO EAT TWICE COOKED FLAKED WHEAT. 36 packages to the case, and our ◇K◇ Brand of ROLLED OATS in 2 and 5 lb. packages.

We are sole agents in Canada for the famous French Olive Oils of "LA COMPAGNIE OLIVA" Salon, Provence.

We are willing to act as Agents in Canada for Foreign Country Exporters of **Refined Sugars, Molasses, Dried Fruits, Nuts, Teas, Coffees, Fish, Etc.**

NAP. G. KIROUAC & CO.

General Brokers

119 St. Peter Street, - QUEBEC, CANADA

References on application. Cable Address: KIROUACCO

Codes used:

Western Union — Robinson's Telegraphic Cypher
Lieber's — Manitoba Grain Code

Do you sell



3 REASONS WHY YOU SHOULD SELL IT.

The Best Soap	Awarded the Bronze Medal at the last Quebec Provincial Exhibition.
Valuable Premiums	Largest and best assortment of Premiums—one cent allowed for each wrapper returned—Send for catalogue.
Most Profitable to the dealer	Quantity price lower than any other well known brand of Soap—Each 100-cake box contains a coupon worth 25 cents.

Let us hear from you.

THE DUNCAN COMPANY

P. O. Box 292. MONTREAL

Butchers, Merchants and Hide Buyers

Should write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freights. He pays full market values. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.

A Two Cent Mistake



Don't amount to much in any business, but the striking point is that a clerk is just as liable to make a mistake of $2.00 as he is of two cents, and a few mistakes like this would pay for enough of Allison's Coupon Books to last a year or more. With these books mistakes are impossible.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices throughout the Civilized World

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying, and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

——OFFICES IN CANADA——

HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada Toronto.



NOT HOW CHEAP

But how good is the guiding principle in making

SOUTHWELL'S Jams and Marmalade

And the verdict of time upholds every claim made for them.

It does a grocer good to sell Southwell's goods.

Order from Your Wholesaler.

Canadian Agents,
FRANK MAGOR & CO.
MONTREAL

DON'T GET EXCITED



We're not trying to disturb your business. The more we emphasize "package Soda" the easier it is for your trade and your temper. As a matter of fact we're spending thousands of dollars to show people why they should buy

"COW BRAND" BAKING SODA

in preference to any other kind. It has merit—that you'll admit. It carries with it our guarantee of absolute purity and relieves you of all responsibility in the selling. Then why not sell the best?

JOHN DWIGHT & CO.
MANUFACTURERS, MONTREAL

GROCER REFRIGERATORS

The Best Finished and Most Up-to-Date Grocer Refrigerator on the Market.



FOR SALE BY ALL DEALERS WHO HANDLE BRANTFORD REFRIGERATORS, OR BY THE MAKERS

Write for descriptive circular.

HAM & NOTT CO., LIMITED, Brantford, Ont.

COLES Electrically Driven Coffee Mills.

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

GRANULATOR. PULVERIZER.



No. 65.

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.

Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.,

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John, N.B. Gorman, Eckert & Co., London, Ont.

"Enterprise" RAPID GRINDING AND PULVERIZING MILL

Saves Time, Lessens Labor and Increases the Coffee Trade

Because clerks will try to sell coffee when not compelled to grind by hand

25 to 50 lbs. of Coffee can be ground FOR ONE CENT

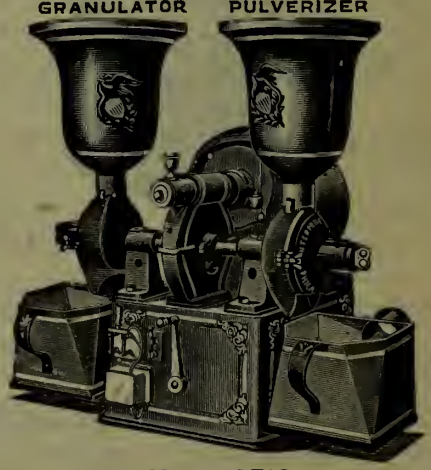
Will be furnished for Direct or Alternating Current to suit all conditions

DESCRIPTIVE CATALOGUE ALSO TESTIMONIAL PAMPHLET MAILED FREE

The Enterprise Mfg. Co. of Pa.

PHILADELPHIA, U. S. A.

GRANULATOR PULVERIZER



No. 08712

Height 51 inches *Width 32 inches*
Length 25 inches *Weight 320 pounds*

PRICE ON APPLICATION

Grinding Capacity
Granulating, 2 pounds per minute
Pulverizing, ½ pound per minute
Capacity of Iron Hoppers, 6 lbs. of Coffee
Capacity of Nickel-Plated Hoppers, 7½ lbs.



RETURNED
MAY 30 1905
To Montreal
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Thousands of consumers pin their faith to **SEAL BRAND** Coffee, and justly so, because they get the World's Choicest Coffee. In the selection of our other High Grades, the same expert knowledge and the same care are exercised.

CHASE & SANBORN

THE IMPORTERS, MONTREAL

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MAY 29 1905
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GROCERS, Read This Letter:

Schyan, Lac Duval, P.Q., March 27th, 1905.

Dear Sir,—

I send you herewith the price of two pounds of "CHINESE STARCH" 20 cents, and 32 cents in stamps for postage.

Yours very truly, ALBERT VALLEE.

This man paid 54 cents (20 cents for 2 packages of Chinese Starch, 32 cents for postage, and 2 cents for his letter) for 2 packages ***"CHINESE STARCH."***

This speaks strongly as to how thoroughly ***"CHINESE STARCH"*** is appreciated by those who use it.

GROCERS: ***"CHINESE STARCH"*** is the BEST LAUNDRY STARCH in Canada, and pays you largest profits. WRITE FOR PARTICULARS.

OCEAN MILLS, MONTREAL and Rouse's Point, N.Y.

ESTABLISHED 1845

"The Memory of Quality Remains"



"The satisfied customer is the best advertisement." A generality, you say—may be—nevertheless the vital truth remains, that the Grocer who gets the particular, exclusive trade is the Grocer who sells the goods that guarantee satisfaction—**S. H. & A. S. EWING'S** Delicious **COFFEES** and High-Grade **SPICES** have helped make satisfied customers for discriminating Grocers in increasing numbers for over half a century. Does it pay to handle inferior or questionable goods? Some merchants say: "Oh, I'm handling such and such a line of Coffees or Spices. They are good enough and suit my trade." Perhaps they do—but did it ever strike you that with a better class of goods you might largely increase yonr trade with the best classes of particular people? Remember, you are not experimenting when you place an order with the old reliable house.

COFFEES AND SPICES EXCLUSIVELY

S. H. & A. S. EWING

MONTREAL COFFEE AND SPICE STEAM MILLS

53 and 55 Cote St., Cor. Lagauchetiere St.

Purveyors by Warrante Royale



Established in ye yeare 1706

Crosse and Blackwell

Ye Olde Sauce & Pickle House.

All Goods stampd with ye Names



Soho Square, London.

C. E. COLSON & SON, MONTREAL, Agents.

RETURNED
OCT 21 1905

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&C

Brunner Mond & Co.'s

WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland

Montreal

SOLE AGENTS FOR CANADA.

Grocers

—Encourage the sale of high-class lines—especially when the profit is all that you can ask for.

IVORINE COLD WATER STARCH

is beyond question the best Cold Water Starch—and that means the best of all starches ; and at the same time is highly profitable, paying 60%.

Your Jobber has it.

St. Lawrence Starch Co., Ltd.

Port Credit, Ont.

"THE WORLD'S BEST"

"2 IN 1" SHOE POLISH HAS NO EQUAL



It is the quickest and brightest polish in the world. It contains no turpentine or anything that will injure the leather.
It is a leather food.

THE AGENTS ARE :

For Great Britain
Messrs. Sproat Bros., 185 Eglington St., Glasgow, Scotland.

For Germany
Mr. Martin Guttentag, Frankfurt-on-the-Maine.

For Austria
Messrs. Kobrak Schuhfabrik, Budapest.

For France
Sardy & Co., 3 Rue Laffitte, Paris.

For New Zealand
The de Schryver, Garlick Bldg., Fort St., Auckland.

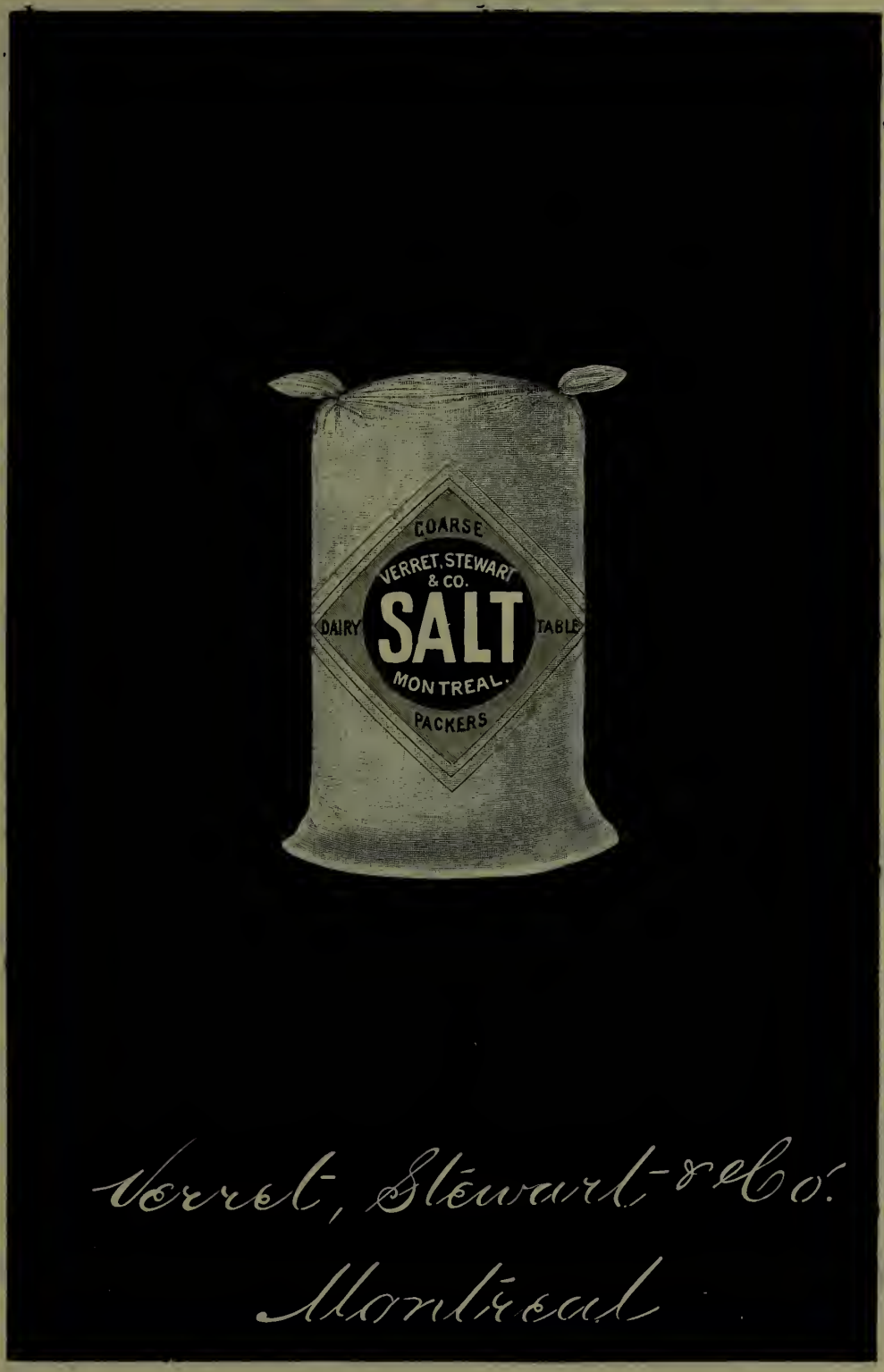
For West Indies
Messrs. R. R. Kirkwood & Co., St. Kitts.

For Bermuda
Messrs. Trimmingham Bros., Hamilton.

For Newfoundland
Mr. W. A. Munn, Gazette Bldg., St. John's.

For South Africa
Imperial Export Co., Progress Lane, Strand St., Cape Town ; Mutual Bldgs., Main St., Port Elizabeth.
Messrs. Stuttaford & Co., Limited, Johannesburg.
Harvey-Greenacre & Co., Durban, Natal.

For Australia
Imperial Export Co., 67 Hindlay St., Adelaide.



Salt—All kinds of it.

Best facilities for shipping.

No better goods, prices or service.

BY ROYAL APPOINTMENT

CEREBOS TABLE SALT

Used like Common Salt but contains the Vital Phosphates of Whole Wheat.

USED IN ALL THE ROYAL HOUSEHOLDS AND ALL THE BEST HOTELS AND FAMILIES IN EUROPE.

Sold wholesale by the following firms:

Quebec: Whitehead & Turner. **Montreal:** D. H. Rennoldson. **Ottawa:** H. M. Bate & Sons, Ltd. **Kingston:** Geo. Robertson & Son. **Toronto:** W. G. Patrick & Co. **Hamilton:** James Turner & Co. **Winnipeg.** The Kenneth Mackenzie Co. **Victoria:** R. P. Rithet & Co., Ltd. **Vancouver:** Kelly, Douglas & Co.

"SPECIAL" Scotch Whisky



We are pleased to announce that we have been awarded

GOLD MEDAL

at the Cape Town Exhibition, 1904-5 for our wellknown Whisky of above Brand.

WHYTE & MACKAY
GLASGOW

Purity, Strength, Flavor, Clearness,

ARE THE STRONG POINTS OF OUR

VINEGARS

We use only the finest Canadian apples, and by our "own method," the best and most scientific yet discovered, have produced a vinegar of the finest quality.

We also manufacture

Choice Evaporated Apples, Concentrated Cider for Jams and Jellies

DROP US A CARD AND GET OUR PRICES.

OUR SPECIAL LONG POINT BRAND PICKLING VINEGAR IS UNEXCELLED

The Port Dover Evaporating Co.,
PORT DOVER, CANADA.

REPRESENTATIVES:
Ashley & Thompson, - - Winnipeg
Canada Brokerage Co., - - Toronto
Alex. S. Duffus, jr., 9 and 10 St. Mary-at-Hill - London, E.C., Eng.

That glorious 'Malt'---that drink divine,
That nectar far surpassing wine

MACKINLAY'S V.O.B.

SCOTCH WHISKY

Agent for Canada, J. RUSSELL-MURRAY, 6 St. Sacrament St., Montreal. 'Phone, M 241.

"SALAMANDER"

THE UNITED VINEYARD PROPRIETORS CO.

OF COGNAC

ESTABLISHED IN 1838

Capital, 4,000,000 Francs. ***Reserve Funds, 2,000,000 Francs***

The Finest Brandy Imported in Canada.

PURITY UNEQUALLED

It soothes the nerves, brings rest to the sleepless, and builds up the entire system.

Its use is the ***First Aid to Health***

Originators of

SPECIAL RESERVE
MEDICINAL RESERVE
INVALIDS' RESERVE
} THE THREE FAMOUS BRANDS

B. O. BELAND

GENERAL AGENT

1684 Notre Dame

MONTREAL

District Agents:
Kennedy & Co., Ottawa.
Narcisse Lord, St. Jean, Que.
C. A. French, Sherbrooke.
S. P. Champoux, Joliette.

EUDORE PATRY — Depositors in Quebec — H. BEAUTEY

GROCERS, ATTENTION!



What is your most valuable asset? Is it not your list of customers? What is most necessary to insure the success of your business? Is it not public confidence? By using **THE TOLEDO SCALE** which **INVITES** every **CUSTOMER TO SEE THAT YOU GIVE THEM JUST WHAT THEY ASK FOR**, you gain **PUBLIC CONFIDENCE**, thereby **ADDING TO YOUR MOST VALUABLE ASSET**, your list of Customers, and the great point is that you accomplish this without having to give down or over weight. No springs, no poises to shift, and no weights to lift on and off; the goods weigh themselves, absolutely correct, and do it instantly.

A postal will prove the foregoing. Think and act.

DEAN & McLEOD, Canadian Agents

TOLEDO COMPUTING SCALE CO.,
21 John St. South, Hamilton, Ont.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.



Did you ask what the difference was?
Well—

The Tarbox Self-Wringing Mop is Self-Wringing

That means a whole lot to a woman—clean hands, white hands, frequency of use and cleaner floors, oil cloths, and all that, and for you, it means more sales.

Your Jobber has Them.
Don't You Want Them?

TARBOX BROS., Toronto

BLACK JACK

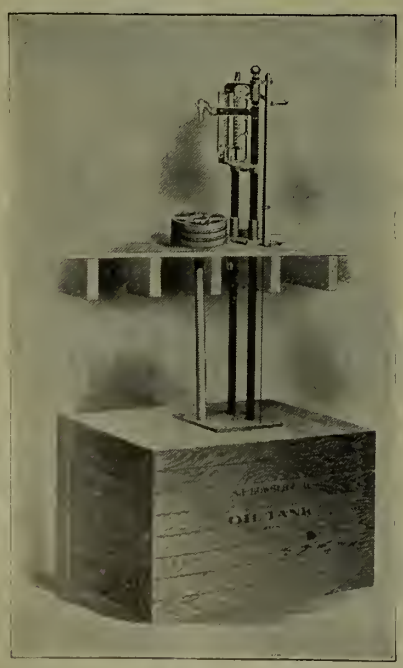
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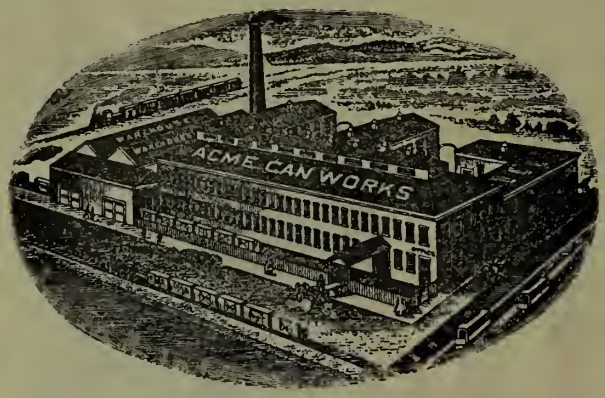
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make the largest assortment of any factory in America of **TIN CANS** by the latest up-to-date automatic machinery.

We are the **only** makers in Canada of

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Horses, Cattle, Sheep, Pigs, and Poultry.

It is the greatest **CALF MEAL** ever introduced in Canada.

Over

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Our extensive advertising, combined with its exceptional properties for the cure and alleviation of every description of cough or cold, pave the way for quick, sure sales, which return a handsome profit to you.

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READ THESE TESTIMONIALS :

From Mr. MILTON L. HERSEY, M.A.Sc. (McGill) City and Provincial Analyst, Chemist to C.P.R.

146 St. James St. Montreal, Feb. 28th, 1905

I hereby certify that on the 23rd inst I personally inspected the operation of your process of manufacturing **Mokara**, and found it CLEAN AND VERY SATISFACTORY.

I have tested and analyzed a sample of **Mokara** and find it to be a NOURISHING and PALATABLE Coffee Substitute, entirely free from Caffeine. (Signed),

MILTON L. HERSEY,
City and Provincial Analyst.

From Dr. J. T. DONALD, Official Analyst to the Dominion Government.

112 St. Francois-Xavier St. Montreal, 24 February 1905

The sample of **Mokara** submitted on the 15th inst. has been examined. I find this is a cereal product which has been so treated that a large percentage of the same has been rendered soluble. It contains none of the alkaloid Caffeine. Hot water extracts from the **Mokara** over half its weight. This extract consists largely of carbo-hydrates with a fair proportion of proteids. It thus yields a beverage which is pleasant to the taste, and, at the same time, soothing and nutritious. (Signed) J. T. DONALD

Comparative Analysis of **Mokara** and Coffee by Dr. J. T. DONALD Montreal, 18 February 1905

Enclosed certificate of analysis of the sample of **Mokara**. I herewith repeat the analysis of your **Mokara** and besides it give you the analysis of a sample of Messrs.....'s Coffee so that you may see how they compare.

	MOKARA	COFFEE
Water	2.58	3.64
Fat	3.12	9.88
Water Extract	56.19	25.98
Ash	3.40	3.10
Fibres, etc.	34.71	57.40

Of course you understand that **Mokara** contains no Caffeine whilst coffee does. This is a vital difference between the two.

(Signed) J. T. DONALD

MOKARA is good for young and old, strong or weak, rich or poor. Prepared and used like coffee

RETAILS AT 10c. PER PACKAGE.

Send for sample and particulars—shows the dealer a handsome profit. If not introduced in your town or district secure a supply, it will prove an astonishing seller. Write promptly.

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"Condor" Japan and Black Tea, Baking Powder, Mustard, Vinegar.



1-lb. tins, 31c.

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Pure, rich, delicious.

This Coffee, prepared after a recipe obtained from Madam Huot, proprietress of a renowned family hotel, in Paris, is a combination of the finest Coffees, containing the most delicious aroma with the necessary strength to make the ideal beverage, most appreciated by connoiseurs.

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"EMD" Baking Powder, Vinegars, Spices and Coffees.

The largest and best assorted stock of Teas, from all countries of production.

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Specialty of High-Class Goods in
Teas, Coffees, Spices and Vinegars.

"EMD" Baking Powder, Vinegar, Spices, Coffee

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Peels	Canned Salmon	Extracts
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CANADA'S EXPORT TRADE IN FOOD PRODUCTS

FIFTY per cent. of the exports of Canada are food products. Of this fifty per cent., half is made up of wheat, flour and cheese. Of the balance, the important items are fish, bacon and hams, fruits and butter. For many years to come these are the products on which Canada's greatness is to depend.

To-day is the time of opportunity. New markets are opening up. Old markets are expanding. There is a call for the best that Canada can produce. To grasp the opportunity offered to-day is to make the country vigorous now and healthy and prosperous in the years which are to come. Energy is needed to secure the new markets. Honest methods and genuine goods are needed to retain them.

A glance at the table of Canada's exports of food products for the two ten-year periods from 1884 to 1894 and from 1894 to 1904 will be instructive. The totals are full of encouragement to those who are striving to build up the export trade. The increase of fifty per cent. during the first decade has been increased itself almost three-fold.

There has been a magnificent growth in the export of provisions. The item of cheese has more than trebled since 1884. Bacon and hams have expanded from $793,802 twenty years ago to over $13,000,000 in 1904. Canned and preserved meats have advanced during the same period from $160,212 to $2,343,031.

Wheat and flour have exhibited a steady and most satisfactory increase. While the exports from year to year have fluctuated considerably, the general trend has been ever forward. Wheat has increased from $812,923 in 1884 to over $13,000,000 in 1904 and flour from $1,025,995 to $6,129,226 over the same period.

Some items, it is true, show decreases, but this is frequently due to the fact that 1904 was an off-year in such lines or that the years with which 1904 stands contrasted showed an abnormal production. A table, which would exhibit the exportation for each year would soon prove that the increase has been very general.

Great Britain.

Turning to Canadian exports by countries, Great Britain naturally claims precedence in the list. Trade in the various lines already mentioned is found to be in a healthy, though not an especially progressive, state. The exports of breadstuffs during the past five years may be gathered from the following table:

1900	$27,246,612
1901	26,177,846
1902	31,352,825
1903	34,137,137
1904	26,567,480

It will be noticed that the exportation increased up to 1903, but that in 1904 it dropped nearly $8,000,000. This falling-off was due almost entirely to a decrease in the exportation of wheat of over $9,000,000. On the other hand, Canadian exports of flour to Great Britain have been quite satisfactory, increasing by regular increments from $1,665,708 in 1900 to $3,568,430 in 1904. The exportation of oatmeal has also shown an appreciable growth.

The trade in provisions, like that in breadstuffs, has maintained its level and has even gone forward in several lines. The following table will show the growth:

1900	$40,594,876
1901	39,347,555
1902	40,915,956
1903	49,701,230
1904	45,322,750

Considering 1903 as an abnormal year, it is apparent that there has been a growth since 1900. Cheese has increased from $20,437,936 to $24,138,291, and canned meats from $236,792 to $2,299,963. These are the principal items of growth.

The exportation of fruits has mounted up from $2,697,364 in 1900 to well over $4,000,000 in 1904. Fish, on the other hand, has fallen off from $3,534,585 to $2,630,879 during the same period, though during the interval it rose one year to over five million dollars.

British Africa.

During 1904, trade with Africa has continued to expand, and there has been a highly satisfactory increase in the various lines of food products. Bread-

CANADIAN EXPORTS OF THE PRINCIPAL ARTICLES OF FOOD IN TEN YEAR PERIODS.

	1884.	1894.	1904.
Codfish	$ 3,739,600	$ 3,146,676	$ 2,755,927
Herring, pickled	539,911	322,137	308,037
Herring, smoked	154,257	79,914	67,182
Lobsters, fresh	40,916	258,325	384,544
Lobsters, canned	1,145,644	2,073,335	2,519,816
Mackerel, fresh	29,589	97,069	61,981
Mackerel, pickled	876,797	398,735	373,153
Salmon, fresh	152,035	134,172	182,071
Salmon, canned	302,017	2,386,696	1,772,126
Fish, all other	588,400	951,122	1,493,981
Butter	1,612,481	1,095,588	4,724,155
Cheese	7,251,989	15,488,191	24,184,566
Eggs	1,960,197	714,054	1,053,396
Lard	21,425	76,689	45,617
Bacon and Hams	793,802	2,938,374	13,022,261
Beef and mutton	38,459	153,413	263,919
Canned meats	160,212	730,640	2,343,031
Pork	44,510	38,109	446,507
Other provisions	526	78,037	272,412
Fruits	173,048	1,057,890	5,476,653
Barley	5,104,642	264,200	489,437
Beans	92,702	265,477	133,457
Oats	501,712	1,076,751	1,603,104
Peas	2,009,275	2,391,521	1,133,268
Wheat	812,923	6,133,452	13,465,351
Flour	1,025,995	1,699,467	6,129,226
Oatmeal	230,294	308,103	756,687
Potatoes	231,716	397,992	1,172,137
Vegetables, mixed	92,280	127,831	238,122
Liquors	15,485	196,441	636,619
Total	$30,242,812	$45,083,401	$87,509,043

stuffs have advanced according to the following table:

1900	$162,802
1901	53,234
1902	698,473
1903	837,079
1904	855,533

The main item of increase has been flour, which shows a development from $131,559 in 1900 to $632,348 in 1904. A similar growth is apparent in provisions. The total in 1900 was $68,503. In 1904 the figures stood at $410,058.

British West Indies.

Exeellent growth is to be noted in the export trade to the sister colonies in the West Indies. The following table shows the advanee in the two important items of breadstuffs and provisions:

	Breadstuffs	Provisions
1900	$266,879	$79,476
1901	366,634	86,227
1902	397,641	100,784
1903	426,239	179,361
1904	462,359	196,448

Under the head of breadstuffs, it is pleasant to find again that the main growth has been in flour. During the five years the export of flour has jumped from $42,686 to $204,201. Under provisions, butter is the leading export, inereasing in value from $53,657 in 1900 to $127,790 in 1904. The exportation of fish has as usual been large, but it maintains normal proportions at about $900,000 value.

The same state of affairs exists in British Guiana, where both breadstuffs and provisions have been imported in inereasing quantities. The former shows an inerease from $35,252 in 1900 to $177,386 in 1904 and the latter an inerease from $4,895 to $9,959 over the same period.

Japan.

Canada is mueh interested in opening up eommereial relations with Japan, partieularly in the item of flour. Prior to 1904 there was almost no trade in this article, the year before there being only a value of $2,167 sent to Japan. In 1904, however, over $140,000 worth of Canadian flour went to Japan. As this country imported nearly $5,000,000 worth of flour in 1903, it is apparent that Canada oeeupies but a small eorner of the field. Of other artieles Japan imported in 1904, $98,783 in fish and $7,687 in provisions from Canada.

United States.

Despite a high tariff, the United States takes a eonsiderable quantity of food products from Canada. Of breadstuffs, she took in 1904 over $870,000 worth, as eompared with $448,000 in 1900. Of fish, she took $4,187,765, as compared with $3,659,638 in 1900. Of fruits her importations totalled $325,582 in 1901, while provisions made an item of $128,-852. Her importations of vegetables totalled $934,081.

Newfoundland.

The sister colony of Newfoundland is largely dependent on Canada for her food supply in the artieles of grain, flour and provisions, just as Canada is dependent on Newfoundland for much of her fish. The following table gives the trade in breadstuffs and provisions during the past five years:

	Breadstuffs	Provisions
1900	$944,247	$140,152
1901	992,779	120,160
1902	945,536	158,864
1903	997,145	188,936
1904	1,113,187	226,708

Canada also exports food produets to a great many other eountries, but in sueh small quantities as not to be worth partieular eonsideration.

ST. JOHN AS A SHIPPING PORT.

UP to 1897 the Dominion Government granted subsidies to steamers carrying Canadian produets from Portland, Maine, but in that year patriotie sentiment, whieh has its periodical bursts in the Maritime Provinces, appealed to the Dominion Government, whieh deeided that in future subsidies should be granted only to mail steamers earrying Canadian produets from Canadian ports. In the year 1897 a small subsidy was granted to the Beaver Line steamers. The exneriment, inaugurated almost with fear and trembling, beeame a sueeess from the start. During that Winter there were fifty-seven trans-Atlantie sailings from the port, earrying away 4,838,768 dollars worth of goods, including not only Canadian produets and live stock, but eattle, dressed meats, grain and provisions from Chieago, flour from Minneapolis, cotton from the south, and other eargo from the United States sourees, while more or less of the inward eargo was destined for points in the Western States.

This fact is very signifieant, establishing beyond dispute the favorable situation of St. John, with its railway and steamship eonneetions, as a competing port for the trade of a territory embraeing not only Canada, but a large seetion of the United States.

In the Winter season 1898-9 there were sixty-one sailings from the port, earrying 7,176,246 dollars worth of exports. This, it will be seen, was an inerease of four sailings and nearly three million dollars of exports over the preceding season. The following season showed an increase of about three millions of dollars in the value of exports through the port and of three more steamship sailings.

The business of the port has increased by leaps and bounds, the exports for the season 1903-4 amounting in value to over sixteen millions of dollars, or an inerease over the first season's business of $11,685,507.

The season just closed slows a slight decrease in value of exports over the preceding year, but at the same time gives an increase in the net tonnage out of the port of 11,044 tons.

The deerease in the value of exports last Winter is accounted for by the shortage in the wheat erops of the Canadian and Ameriean West, the Ameriean millers buying up our wheat to fill their orders.

The decrease in wheat shipments through this port last season was 1,981,380 bushels.

The following is a statement of the exports for the season just closed.

Winter Port Statement 1904-5.

No. of boats to United Kingdom 97
No. of boats to South Africa.. 5

	Bush.	Value.
Wheat	1,039,339	$952,048
Corn	906,671	551,540
Barley	108,689	133,552
Buckwheat	112,322	75,761
Peas	93,080	64,363
Oats	60,273	25,620
Beans	2,075	14,565
	2,322,449	$1,817,449
	Paekages.	Value.
Flour and Meal	297,605	$1,008,617
Cheese	93,642	815,006
Butter	10,787	104,799
Eggs	6,229	37,425
Meats	83,942	2,752,380
Lard	148,174	989,441
Manufaetures	122,873	1,505,781
Miseellaneous	237,323	1,075,593
	1,000,575	$8,289,042
	Number.	Value.
Cattle	31,818	$2,168,158
Sheep	14,499	96,858
Horses	48	4,800
	46,365	$2,269,816
.. ..	Standard.	Value.
Deals, Boards, etc	22,660⅔	$559,678
Other Lumber		479,273
		$1,038,951
	Tons.	Value.
Hay	16,641	$133,967
	Bales.	Value.
Woodpulp	30,894	$86,544
	Barrels.	Value.
Apples	31,038	$71,108
To South Africa		$1,172,602
Total		$14,879,479

Cereals, $1,817,449; provisions, etc., $8,289,042; live stock, $2,269,816; lumber, $1,038,951; hay, $133,967; woodpulp, $86,344; apples, $71,108; South Africa, $1,172,602; total, $14,879,479.

TWO NEW PROVINCES

DURING the last two years attention has been directed to the rapid growth of the Canadian Northwest by two important bills before the Dominion Parliament. These were the bill providing assistance to the Grand Trunk Pacific Railway Co., and the bill providing for the autonomy of two new provinces to be carved out of the vast western expanse, hitherto known vaguely as "The Territories." An excellent advertisement of the development of the country has been afforded by these bills. Each has provoked no little controversy. A general election was fought mainly on the Grand Trunk Pacific Bill and the alternative of Government ownership of the road; and all the world knew, by reason of the sound thereof, that Canada proposed building a second transcontinental railway. The obvious inference as to the development of the country which made this railway necessary was drawn the world over. It was not so well known even in Canada that the Canadian Northern interests were already at work constructing a second transcontinental railway, and that the G.T.P. is in reality the third. The incident serves to show the value of political controversy as an advertisement of national progress.

Canadians appreciate the value of the advertisement which the formation of two new provinces must afford us in foreign countries and in other parts of the Empire. The mere fact that in order to secure the proper administration and government of the Northwest it is necessary to divide a part of it into the two vast provinces of Saskatchewan and Alberta is sufficient evidence of the growth of the Canadian West. Hitherto the Province of Manitoba has been, with many people, synonymous with Western Canada. Now its Government and people protest that in comparison with the two vast provinces about to be created it is as a mere "postage stamp" on the map of Canada. Without expressing any opinion as to the rights or wrongs of Manitoba in this regard, it may be pertinent to remark that the vigorous agitation of the aggressive Premier Roblin and his associates in the Provincial Government has served to emphasize the fact that the Province of Manitoba, as at present constituted, is a very small part, indeed, of the great wheat-growing country.

Similarly, while the party and sectarian strife which has been precipitated by the educational clauses of the Autonomy Bill is in itself very much to be regretted, it has at least had the good effect of attracting wide attention to the fact that two new provinces are being created. And that in itself is a goad effect, whatever may be the different opinions held as to the wisdom of the educational clauses of the bill.

Publicity Welcomed.

Publicity, however obtained, is welcomed in Western Canada because it is believed that the country needs only to be known to be appreciated abroad. For decades Canada has been unknown and her possibilities unappreciated chiefly because she has been overshadowed by her prosperous neighbor to the south. "America" has been the Mecca of the hopes and ambitions of those living in the Old World who were anxious to better their fortunes in the New; and for too long "America" has meant only the United States. "To him that hath shall be given," and our prosperous Uncle Sam continued to attract more immigrants and more capital to the undeveloped West simply because the tide of emigration and capital had set towards the United States long before the Dominion Confederation was formed and the Canadian prairies rendered accessible by the building of the Canadian Pacific Railway. But when the vacant lands in the United States were filled and free homesteads were no longer to be had, attention was at last directed to the great Canadian West.

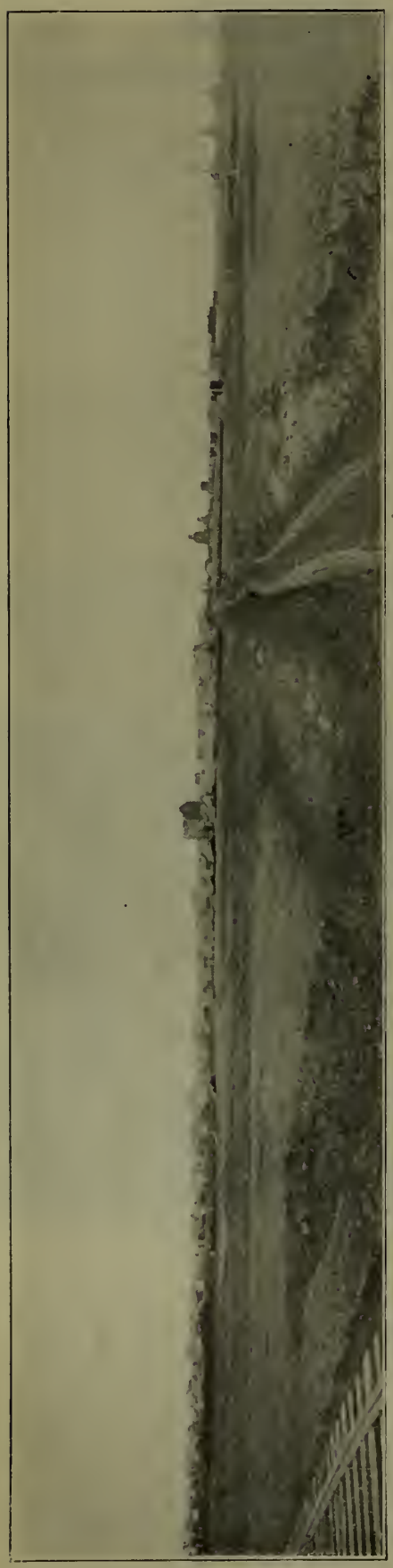
Wheat Production.

The wonder is that so long time was required to direct attention to Western Canada. More than three-fourths of North America's total hard wheat area lies north of the international boundary line. Moreover, the soil is more productive than in the United States. In Manitoba the average yield is much in excess of that of any state in the Union. Only in the highly-fertilized farms of Great Britain, where the cost of artificial fertilizers for a single season is equal to the entire cost of the land in Manitoba and the Territories, is the yield exceeded. Crop reports have been compiled by the Government of Manitoba for twenty-two years, and these show the average yield of wheat during that period to be 20½ bushels per acre. Comparisons are interesting. The aver-



Edmonton, Capital of new province of Alberta. (View from river bank looking west.)

age in Ontario is 15½ bushels, in the Dakotas, 13, in Minnesota 14½, in Iowa and Nebraska between 11 and 12. Manitoba's average constitutes a record amongst the wheat-growing sections of the American continent.



Regina, Capital of new province of Saskatchewan.

Figures are not available as to the productivity of the new provinces for so long a period as it is only since 1898 that official and accurate returns have been compiled by the Government of the Northwest Territories. The returns obtained since that date have been as accurate as it is possible to get them, as every thresher has been required by law to return to the Department of Agriculture a complete statement of the grain he has threshed. These returns show an average yield of almost 20 bushels per acre—19.88 to be exact.

It is not surprising, therefore, that American farmers are selling their farms and moving across the international boundary line where free homesteads can be obtained from the Government and where the land is more productive.

The Wheat Belt.

Only a very small portion of the Canadian West has yet been cultivated, and the greater part of the vacant land suitable for the purpose lies in the two new provinces of Saskatchewan and Alberta. Out of a total of 400,000,000 acres suitable for wheat cultivation, not more than 80,000,000 acres have been taken up. That is, four-fifths of the Great West remains unappropriated. Making a liberal deduction for lands which are water covered or for any reason unsuited for settlers to go in and raise crops immediately, there remain more than 250,000,000 acres of the best wheat-growing land in the world waiting for the settler. At a rate of yield less than one-half the average of Manitoba for twenty years back, this now uncultivated area would produce one-fifth more than all the wheat grown throughout the whole world each year at present. The average annual wheat crop of the world is about 2,750,000,000 bushels. Of this the United States produces a little less than one-fifth and Minnesota and the Dakotas one-eighteenth of the whole. The annual quota of these great wheat-raising states will appear insignificant by comparison in a very few years when the area under cultivation in Manitoba and the new provinces to be created is immensely larger than at present, and wheat from Western Canada is pouring in vast volume into the world's markets.

Business Possibilities.

Now all this is of interest and importance to the business man, the manufacturer, wholesaler and retailer, as well as to the farmer and intending settler. The vast possibilities of the western country are attracting new settlers by the thousand. According to J. Obed Smith, the energetic and capable Dominion Immigration Commissioner in Winnipeg, 119,000 declared settlers came to Western Canada last year and took up land. This year, the numbers coming promise to be much greater, and the majority are men with some capital to start operations. Plainly the present influx of settlers is only a beginning and the next decade will see a development greater than any in the past.

It must occur to every business man that the growth of the Canadian West means the creation of an immense new market for manufactured goods of all kinds. A new population has everything to buy, and in the West it very soon has money to pay its bills. The West has always money to spend and the average Westerner is lavish in the spending. His contempt for a dollar surprises the frugal Easterner at first, but the surprise soon wears away and the Easterner who settles in the West is soon as prodigal as his neighbor. The West is made up of good customers.

Hence, eastern manufacturers are running their factories overtime to provide for the ever-increasing wants of the West and eastern jobbing houses are busy filling orders. Hence, also, the growth of distributing centres in the West. Manufacturers are yet few in number, but the jobbing houses in the West—their name is legion. Winnipeg is the distributing centre for the West and at present has almost a monopoly. But her supremacy will not always be unchallenged. Fort William, with its Grand Trunk Pacific terminals and its advantageous position on the lakes, aims at being not only a shipping point, but the distributing centre for heavy goods in the West. At present many Winnipeg wholesale firms maintain warehouses in Fort William and ship from that town direct to their customers. West of Winnipeg, Brandon has some claims as a distributing centre. It is to be expected that the two capitals of the new provinces will also be important as points for distribution of manufactured goods.

Winnipeg's Growth.

Some idea of the future of Regina and Edmonton may be gathered from the history of Winnipeg. The new capitals are still comparatively small towns, but there is no reason to doubt their rapid growth as distributing centres. Thirty years ago Winnipeg was a very small village; to-day it is a city of 90,000 to 100,000 inhabitants, and it is only on the threshold of its greatness. The West has room for millions of settlers on its fertile prairies and no one doubts now that they are coming in a few years. To supply their wants, large distributing centres must spring up and not only the towns mentioned, but many others must develop enormously. The business man who stakes his future upon the growth of the West cannot well make a mistake.

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BRITISH COLUMBIA FRUIT EXPORTS

BY the kindness of Commissioner R. M. Palmer, of the Freight Rates Branch of the Provincial Department of Agriculture, The Canadian Grocer is in a position to give fairly accurate totals of the shipments of fresh fruits from the Province of British Columbia during the season of 1904. The figures are largely compiled from the returns of the transportation companies.

For purposes of comparison, the express and freight shipments are separated, and the figures for 1903 are given as well. They are as follows:

	1904. Tons.	Lbs.	1903. Tons.	Lbs.
Express shipments	864	523	676	325
Freight shipments	2,151	..	1,868	..
Total	3,015	523	2,544	325

Increase of 1904 over 1903, 481 tons, 198 lbs.

Asked as to the apportionment of this fruit as to locality from whence it was shipped, Mr. Palmer hazarded the opinion that about two-thirds of it was shipped from the Okanagan district and the remainder from other portions of the province, principally the lower Fraser valley and the part of Vancouver Island close to the City of Victoria.



Fruit Exhibit, Nelson, B.C., Agricultural Fair, 1904.

Included in the shipments were apples, plums, pears, peaches, cherries, strawberries, blackberries and other small fruits. The shipments of peaches were in all about ten tons, the first shipments in any quantity from the Province of British Columbia. All these peaches were grown at Peachland on Okanagan Lake.

Supplies Manitoba and Territories.

The wholesale firms now handling B. C. fruit are pretty well in possession of the field, especially in the Northwest Territories, and year by year the question of supply more nearly approaches a satisfactory solution, so that the time is not far distant when all the northern varieties of fruit consumed in Manitoba and the Northwest Territories, especially fruit of the more perishable kinds, will be grown in British Columbia.

Difficult as it is in some ways, and always rather expensive, to gain a foothold and make a commencement in the fruit-growing business in British Columbia, the returns are sufficiently attractive to make it interesting to those whose inclinations lead them to look in that direction for an occupation. And, in many parts of the province it is possible to secure a plot of land with close railway facilities, which shall not cost a small fortune to buy or prepare for production. In this line, the growing of small fruits in the lower mainland and on the portions of Vancouver Island close to the City of Victoria offers a very favorable field, not only because there is a considerable local market in the coast cities, but the service on the main line of the C.P.R. is becoming yearly more favorable for the shipping of small fruits to the rapidly-expanding market of the Canadian Northwest.



Rivals California Packing.

A Tempting Proposition.

For those who seek the drier climate of the Okanagan district, and are in position to pay the higher prices which fruit lands in that favored section command, the field is most tempting. There is absolutely no more ideal climate on the "green footstool" than that of the Okanagan district. The conditions are perfect for the growing of all northern varieties of fruit, and the marketing of the product is becoming an easier proposition each season, better facilities being provided as the trade expands.

Some instances by way of illustration are worth noting. From figures which are capable of being verified, it was ascertained recently that one man at Hatzic, a little place along the C.P.R. main line, 30 miles from Vancouver in the Fraser valley, shipped from his little place of not over eleven acres, a total of $4,000 worth of small fruits in 1904. Taking into account that he had some garden ground, and room for his house and out-buildings, as well probably as some orchard, there were not more than seven acres in all under small fruits from which this total was shipped. Two or at most three Chinamen or other cheap laborers in the short season would represent the principal part of his outlay for production and marketing, and as he lives close to the railway it was a very simple matter to ship all the fruit by express to the Northwest, where

a ready market exists. Many similar instances can be cited, and all to show that the lower mainland, and those portions of Vancouver Island in touch with daily transportation service, are most favorably adapted for the industry of small fruit raising.

One instance, perhaps, may be quoted from the Okanagan district, and it is by no means an isolated case. On one ranch in the Summerland district, on Okanagan Lake, from tree fruits the returns in 1904 were between $500 and $600 per acre. Noting that this is for tree fruits, on which there is perhaps a minimum cost for annual production, though the initial cost is greater and the length of time for returns to begin to come in longer, this is a very favorable showing, one, in fact, which it would be hard to improve upon. In the very near future there will be a vastly-increased orchard production in the Okanagan, but the demand for fruits such as are supplied from that district is so great in the Northwest and Manitoba that there is no possible chance of the supply becoming excessive, or, indeed, becoming adequate to the active demands.

Several of the larger fruit growers of British Columbia are looking to Great Britain as a market for their products and, although a regular demand can scarcely be said to have been created as yet, the outlook is promising in view of the exceptionally fine appearance and excellent keeping qualities of British Columbia fruit.

A Market for B.C. Fruit.

In connection with the subject of Manitoba and the Northwest Territories as a market for British Columbia fruit, G. W. Hunt, the manager of the Ottawa Fruit and Produce Exchange of Winnipeg, has made the following interesting statement:

"It was recently reported that the manager of a large fruit ranch in British Columbia had gone to England to arrange for a market for his fruit. This is peculiar, to say the least, when you realize the fact that California, with a handicap of both freight and an excessive duty, is doing as much business in Manitoba and the Northwest Territories as it is. Last year shipments into Manitoba amounted to over 150 cars of fruit, and the consumption of British Columbia fruit would amount to about 10 per cent. of it. There is no question at all about British Columbia fruit being equal to anything that is grown on the continent. Manitoba and the Northwest, moreover, will take all the surplus fruit British Columbia can produce for many years to come, and take it at a paying price. But, in order to do this, the growers must do their part and put up the fruit in the proper shape. Take, for instance, strawberries. When they reach Winnipeg, the boxes very often are not full owing to package and careless packing. To overcome this to a large degree, the Dominion Express Co. are willing to put on a through fruit car from Vancouver to Winnipeg, if growers there will give them sufficient encouragement, by loading, say, 300 to 400 crates of berries daily, or every second day if they cannot load daily.



What British Columbia Can Produce in Strawberries.



Characteristic British Columbia Apple Exhibit.

"It is a known fact that California practically controls the Winnipeg market until the Oregon fruit comes in. Their haul is so much shorter and their rate so much less that they control the market as soon as their fruit ripens. There is no market to-day in the world that presents such bright prospects for the British Columbia growers as Winnipeg and the Northwest Territories. It will take a year or two to establish that market properly, but once it is established, California need have no license to go in there to sell its fruit at any time. The difference in the fruit is so marked in favor of British Columbia that it would be impossible to interfere with the sale there. But, as already stated, it is impossible to pick up that market and use it without the assistance of the growers, and they must be willing to introduce the fruit and probably take less money for it than they could get in other places for the time being, but any money they may spend in this direction would be more than repaid in the course of a year or two."

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A TRIP TO THE WEST INDIES

Written specially for THE CANADIAN GROCER by John Cameron, one of the traveling representatives of the MacLean Trade Newspapers, on his return from an extended trip to the West Indies and British Guiana.

EIGHT thousand miles in three months, either on ship, with the Union Jack floating at the mast-head, or on British soil—this is the itinerary of my trip to the West Indies undertaken in January, 1905, and extending into the middle of April. If anyone were to ask me what impression I carried away from Bermuda and the string of islands extending away down to the coast of South America, I would have to say it was that Canada has hardly discovered these tropical regions as yet, and that it will be a red-letter day for Canadian manufacturers and exporters when they come to see the possibilities of closer international trade with the West Indies. That they are slowly getting their eyes open is seen from the Dominion Blue Book, which shows in the last five years an increase in exports to the Islands of $1,698,957. According to Government returns our southern neighbors are also doing their part, their exports to Canada during the same time showing an increase of $2,985,575, mostly in raw sugar. West Indian planters have benefited directly from the imposition of the surtax against Germany, which has practically prohibited the importation of German raw beet sugar into Canada.

Friendly to Canada.

Wherever I went I was struck with the friendly attitude of business men towards Canada. Other things being equal they would rather trade with us than with the United States; in some of the Islands, notably Barbadoes, Jamaica and Trinidad, the merchants went so far as to express a wish to see a confederation of the two countries. The only reason Canada has not already captured a bigger slice of West Indian trade is because Canadian exporters have not gone out and hustled for it. The trade down there complain that our manufacturers are diffident in catering to their wants. On the other hand an American manufacturer sends down his traveling representative and finds out that the trade like a commodity put up in a certain kind of package. He is careful to fill the order exactly, instead of suggesting something else as the Canadian is apt to do. For instance, the West Indian trade prefer flour put up in barrels with round hoops, and the Canadian persists in sending barrels with flat hoops. This is only one of many examples of the ultra-conservatism of Canadians. Yet, in spite of all this, I found the merchants anxious to trade with Canada.



Harbour Street, Kingston, Jamaica

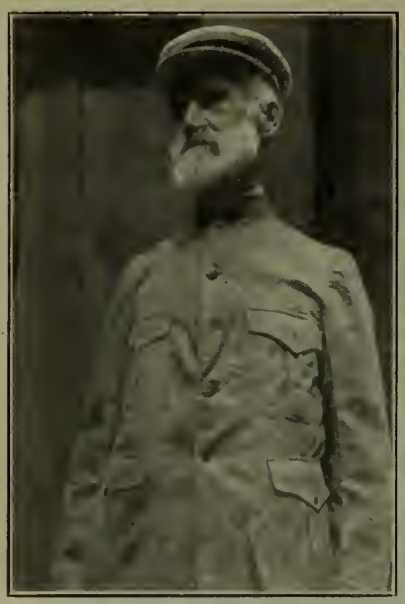
Freight Rates.

Another drawback is the lack of frequent communication and the difficulty of obtaining equitable freight rates. A number of smaller dealers in Trinidad complained that unless they ordered a large cargo of goods they had to pay heavy freight charges. Large dealers

were in a position to order on a big scale and obtain a low rate, which meant a saving of fully twenty per cent. thus placing the small dealer at a serious disadvantage. These difficulties will be adjusted as trade with the Islands grows.

A trip to Bermuda via the Pickford & Black steamers is to be heartily recommended to Canadian tourists. The accommodation is all that can be desired and the cuisine equal to that on any of the European liners.

The officials are kind and considerate at all times and never tire of looking after the comfort of their guests. On the down trip we had a rough time of it; for two days the waves rose mountains high, washing away everything movable on deck. In fact, the captain of our boat, the Dahome, remarked that he had never experienced worse weather on the southern passage.



A snap shot at Mr. Cameron as he appeared in Demerara.

The Island of Bermuda.

Bermuda, 780 miles from Halifax, and one of the most picturesque of the West Indies, is comprised of no less than 365 islands joined together by bridges, the whole being about twenty-five miles long and averaging from three to four miles in width. The houses of the inhabitants are mostly built of white stone quarried on the Island of Bermuda proper. The roofs of their stores and dwellings are also painted white. Soft green cedar-clad hills, sloping gently down to the sea, throw into relief and make the loveliest background imaginable for the pretty white villas. The roads throughout the Island are good; no northern blizzards penetrate, and ice and snow are things unknown. The average temperature from November to April is between sixty and seventy, and in Summer the thermometer seldom registers more than ninety in the shade. Wells are few on account of the coral formation, and the water supply for all purposes is rain water, caught in big tanks lined with cement. Practically every house has one of these unique cisterns.

The chief products are arrowroot, onions, potatoes and Easter lilies. I landed in Bermuda in the height of the onion season and had the interesting experience of witnessing an onion harvest. They told me that this year's crop was away below the average on account of blight. Of a total production of 350,000 cases Canada took about 1,000 and the United States between 200,000 and 300,000. The culture of lily bulbs belongs peculiarly to Bermuda, and a very beautiful sight it is to drive through acres and acres of bloom which exhale a fragrance so exquisite that words utterly fail to describe it. Upwards of 7,000,000 bulbs are grown in Bermuda every year.

Shortly after my arrival in the Island I called upon a prominent business man resident in the City of Hamilton. I received a most cordial welcome and, to my great surprise was addressed by name. For some time the tradesman would not satisfy my curiosity. Finally he confided in me that he had been reading a recent issue of The Canadian Grocer in which he had seen my photograph and an editorial note saying I was en route to the West Indies.

An Interesting Experiment.

In the Island of Antigua, 985 miles from Bermuda, an interesting experiment has just been completed, namely, the erection of a new sugar factory to take the place of 12 old-fashioned and out-of-date sugar refineries. The refiners say that with modern machinery the West Indies can produce cane sugar far more cheaply than beet sugar can be produced in Europe. All the by-products are utilized; the whole of the fuel, for instance, being supplied by the cane after it has passed through the machinery and the sugar extracted. In an up-to-date factory the cane is conveyed direct to the furnace and is so dry that it burns readily. In the old-fashioned factories it had to be placed in the sun to dry before being utilized as fuel. A modern factory will extract about 70 per cent. of the sugar as against 50 per cent. under old conditions. Since the removal of the bounties on European beet sugar capitalists have been encouraged to put their money into new and modern sugar factories in the West Indies.

After Antigua the next point of interest is St. Lucia, a charming island, containing 248 square miles, and a harbor which they say is a second Gibralter. Our steamer was unable to land here and those who wished to see the island simply hailed native boats manned by coolies who row passengers ashore and back for the small sum of forty cents a head.

Barbadoes.

Barbadoes, 191 miles from St. Lucia, is a thriving island known principally for the production of molasses and raw sugar. It may surprise Canadians to know that the value of goods imported yearly by the Island of Barbadoes alone is nearly $1,000,000. Canada's share of this, as of the trade of all the other islands, is surprisingly small, the bulk of it being in the hands of Great Britain and the United States.

Trinidad.

Trinidad is one of the most important of the West Indies as far as trade is concerned. Its exports and imports last year totalled $11,073,326 and $12,295,390 respectively, the former being principally cocoa, raw sugar, asphalt and cocoanuts, and the latter flour, raw cocoa, hardware, rice, timber, leather and fish.

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Vo Westminster C



West Indian Fruit Vendor.

I arrived at Port-of-Spain, the capital of Trinidad, in the height of the carnival, an annual holiday season lasting for two days. During this time business operations are entirely suspended, the streets are thronged with revellers dressed in the most fantastic costumes, and everything and everybody is given over to fun-making. Bands play from morning till night and the people dance and frolic like mad. I thought to myself, if they could only have heard the melodious sound of the bag-pipes it would have put the finishing touches on their carnival. I attended one of the masked balls in which colored people and coolies mostly participate. Again and again in the course of the evening one or other of the dusky beauties would step up to me and try to persuade me to dance. The Highland Fling was a thing unknown to them all, however, which was, perhaps, the only reason why I succeeded in resisting temptation.

Georgetown, the capital of British

Cable Address "MUSSON"

MUSSON WAINWRIGHT & CO.

62-63 FRONT STREET

HAMILTON, BERMUDA

Importers and Dealers in

Wines and Malt Liquors, Oilmen's Stores,

CANADIAN PRODUCTS A SPECIALTY

Manitoba and Ontario Flour, Oats, Bran, Hay,
Creamery Butter and Cheese
Canned Fruits and Vegetables, Smoked Meats

Open to receive correspondence from Creameries with a view to establishing an agency.

If you want to get into the Bermuda trade, write us.

TRINIDAD, B.W.I. *(Established 1888.)*

Rust, Trowbridge & Co.

General Shipping and Commission Merchants.

Codes in use:
LIEBER'S
A. B. C. (1893 ed.)
WESTERN UNION
ANGLO-AMERICAN
and Sundry Private Codes.

OFFICE: ***Chacon Street, Port of Spain.***

CABLE ADDRESS: ***"Randolpd" Trinidad, B.W.I.***

Wholesale dealers in

American and Canadian Foodstuffs

Newfoundland and Nova Scotian Fish, Lumber, etc., etc. Shippers of Sugar, Cocoa, Cocoanuts and Molasses and other Colonial Produce.

Agents for:

Armour & CO., Chicago.
Oil Exploration Co. of Canada, Ltd.
Thom & Cameron, Ltd., Clasgow.
George Younger & Son, Ltd., Brewers, Alloa.
Norwich Union Fire Insurance Society.
Barbados Mutual Life Assurance Society.
Hiram Walker & Sons, Ltd., Walkerville, Ont.
Lake of the Woods Milling Co., Montreal.

Guiana, is a matter of 357 miles from Port-of-Spain, Trinidad. Never shall I forget my experience in landing from the steamer, amid a scrambling of Portuguese, natives and Indians, all eager to give me a hand with my luggage. A pleasant ride on the electric cars brought me to a pleasant hotel, and I was soon tucked into a comfortable bed beneath a huge canopy of musquito netting, carefully adjusted by some kind soul who did not wish to see me eaten alive. In regard to hotel accommodation I may say that I found it very good throughout the Islands and generally reasonable in price.

well laid out to the sweep of the sea breezes; tropical plants, some of startling brilliancy and strange shapes, are in abundance everywhere. One of Georgetown's distinct charms is its trees; they are endless in number; they surround the houses; they grace the squares, they line the streets in rows and rows, so that the town looks as if it were built in a forest. Another attraction is the canals which run through many of the streets. I was much struck to notice a water lily floating on one of these canals with leaves so large and strong that it is a current saying that a baby can be set

Demerara about 6.30 o'clock a knock came to my door. I said, "Come in," forgetting the door was locked, and was more than surprised to hear a voice asking, "Will you have a cup of tea or coffee?" It is the custom there for business men to partake of such light refreshment before going to business at about 7 o'clock. They return to their homes about 10 o'clock for breakfast, again at 1 o'clock for luncheon, and shut up shop at 5 in the afternoon.

Fine Stores.

The stores here, as throughout the Islands,, have an inviting appearance,

RETURNED
UL 13 1905



Native Homestead in the British West Indies.

British Guiana.

British Guiana is said to be one of the richest of the West Indian colonies, and bears more of the character of an old plantation than any of the others. The great sugar estates are mainly owned by London capitalists and the trade is mostly with Great Britain. For 1904 the exports were $8,500,000 and the imports $7,000,000. Molasses and raw sugar constitute fully one-quarter of the total exports.

Georgetown, Demerara, is truly a tropical city; its streets are broad and

upon one without fear of breaking the leaf.

There are several markets in Georgetown, the largest being the Starock, standing in the busiest part of Water street. There, among people of all nationalities, one can wonder and admire not only the native products, but many of the native industries. The fruit stalls are always attractive, stocked as they are with great bunches of crimson bananas, yellow oranges, pineapples, guavas, sapodillas, etc.

The first morning after I arrived in

particularly the dry goods and grocery stores, and compare favorably with our own. On account of the excessive heat of the sun it is impossible for them to make much of a feature of their window displays. True they nearly always have something on show in their store fronts, but they pay very little attention to window dressing as an art.

I met business men of all nationalities; for instance, one of the most enterprising merchants I ran across in Georgetown was a Chinaman. A fair share of the grocers and fruit men are negroes—

Representatives of :

London

THE UNION OF LONDON & SMITH'S BANK, LIMITED.

MESSRS. COUTTS & CO., BANKERS.

MESSRS. ARBUTHNOT, LATHAM & CO., Creat St. Helen's.

THE LONDON ASSURANCE CORPORATION, MARINE DEPARTMENT.

Liverpool

THE LONDON & LANCASHIRE FIRE INSURANCE CO.

GORDON, GRANT & CO.

ESTABLISHED 1872

ST. VINCENT STREET, - PORT-OF-SPAIN, - TRINIDAD, BRITISH WEST INDIES

MERCHANTS, BANKERS, AND COMMISSION AGENTS, EXPORTERS OF TRINIDAD AND VENEZUELAN PRODUCE,

AGENTS AND PROPRIETORS OF

Sugar, Cocoa, Cocoanut and Asphalt Properties

LOCAL INVESTMENTS AND FINANCE A SPECIALTY.

Correspondents : LONDON, NEW YORK, AND PRINCIPAL BUSINESS CENTRES IN EUROPE, AMERICA, AND CANADA.

WATSON, BOYD & CO.

TRINIDAD, B.W.I.

COCOA, COMMISSION AND GENERAL MERCHANTS

Dealers in Canadian, American and Eastern Produce

Consignments Promptly Attended to. Correspondence Solicited.

Cable Address: BOYD—TRINIDAD.

CODES USED: Lieber's, A B C, 5th edn. A1 — Premier and Standard Shipping

James A. Lynch & Co.

(Established over half a century)

BARBADOS

General Agents and Commission Merchants

Consignments of Flour, Oats, Hay, Peas, Butter, Cheese, Lumber, Shingles, and other products of **the Dominion** received and accounted for promptly.

Orders for **Sugar** and **Molasses** executed, and every attention given to the selection and shipment of the same.

REFERENCES :
The Clydesdale Bank, Limited, London
The Agency of the Colonial Bank, London : Wall Street, New York

CODES USED :
A. B. C. 4th and 5th Editions,
Watkins, Lieber's, A1, and Private

Leon Agostini & Co.,

Trinidad, B.W.I.,

PORT-OF-SPAIN

CABLE ADDRESS :
"KING."

A. B. C. Code, 4th and 5th Editions Used.

Cocoa, Commission and Provision Merchants

Exporters of Cocoa, Cocoanuts, Sugar, Molasses, Hides, Balata Gum, Coffee, Rum, Spices, Lime Juice, Copra, Cedar, Etc.

Importers of Breadstuffs, Provisions and Fish.

and nice places they have, too—almost without exception. The finest departmental store in Georgetown, Smith Bros. (Scotch), covers a whole block. Most of the dry goods merchants deal in England. Rylands' do a large trade all through the Islands. When canvassing the dry goods houses I would turn over the leaves of The Dry Goods Review and point out Rynalds' advertisement. They seemed pleased to know that Canadian merchants were also regular patrons of this prominent English firm. While in the Islands I met several representatives of Old Country dry goods houses. What delighted me most of all, however, was to run into one of Archie Campbell's travelers from Toronto.

Unfortunately very few of our manufacturers send their representatives to the West Indies regularly to drum up trade. It is a wonder, too, when you consider how favorable sentiment is towards Canada, that they are not paying closer attention to this market. One Canadian firm that is working up a nice trade in the Islands is the Irving Umbrella Co., of Montreal. This is an exception, however, and not the rule. The greater percentage of the trade who do not deal in England patronize the New York market exclusively and, I think, the time has come for manufacturers in Canada to make a united effort to change this condition of affairs if they wish to win a position of supremacy in the West Indian market, which even the trade there are willing to offer and, in fact, are offering at the present time.



Royal Palms, Jamaica.

RETURNED
JUL 13 190
To Westminster
Our Book 37
Page 68

A PIONEER IN CANADIAN TRADE.

THE firm of Musson Wainwright & Co., importers and dealers in wines and malt liquors, oilmen's stores and Canadian products, Hamilton, Bermuda, dates its existence from 1881, when Mr. Wainwright, senior partner of the company, first established himself in business in the Island of Bermuda, after having been associated with a large business house in Berbice, British Guiana, for over eighteen years. Nearly a quarter of a century of subsequent perseverance and patient endeavor have been rewarded in the building up of a large and successful business, of which the firm are justly proud. Besides their wine and liquor business, Musson Wainwright & Co. enjoy the distinction of being one of the largest importers of Canadian products in the West Indies; in fact Mr. Wainwright considers himself the father of Canadian trade in Bermuda.

In their produce department Musson Wainwright & Co. make a special feature of Manitoba and Ontario flour, oats, bran, hay, Canadian creamery butter and cheese, smoked meats and canned goods. During 1904 the volume of Canadian produce handled by them was as follows: 1,500 bbls. Ontario and Manitoba flour; 3,100 bags bran; 18,500 bush. oats; 11,600 lbs. creamery butter; 26,700 lbs. cheese; 15,100 lbs. smoked hams; and 500 lbs. smoked bacon. Their supplies of butter and cheese are drawn principally from Halifax, Montreal and Toronto.

Their warehouse, situated at 62 and 63 Front street, Hamilton, Bermuda, is a credit to the business section of the city, and one of the most commodious and attractive in the West Indies. At the present time Musson Wainwright & Co. are anxious to open correspondence with a Canadian creamery, with a view to establishing a direct agency in Bermuda.

A HINT TO CANADIAN MILLERS.

In his report to the Department of Trade and Commerce, Ottawa, E. Tripp, Canadian commercial agent for Trinidad and Tobago, comments on the fact that regular shipments of flour, known as "Patent English Milled Family Flour," are now being received in the West Indies from Europe, in addition to other lots from France and Austria.



Two Jovial Maidens of St. Kitts.

RETURNED
JUL 13 190
To Westminster
Our Book 37
Page 69

MINTO BROS.

Tea Importers and Blenders to the Trade

We are practical tea blenders, have made the sampling of tea our special study, and place at your disposal our experience of nearly half a century.

Send us your orders; we will match your blends and keep them constantly uniform.

Our **Mela-Gama** Packet Tea is a perfect blend of **High-Class** Tea of Ceylon character.

THE GROCER'S FRIEND AND MOTHER'S FAVORITE

55 Front St. East, TORONTO

THREE LEADING LINES THAT SELL.

Established 1750.

Brewery— Bristol, ENGLAND

PURNELL'S

Pure Malt Vinegar

Pickles

Sauces

AGENTS

CHARLOTTETOWN, P.E.I.—Horace Haszard, S. Side Queen Square
HALIFAX, N.S.—E. St. G. Tucker, 1 Bedford Row
ST. JOHN, N B.—Robert Jardine.
TORONTO, ONT —J Westren, 630 Ontario Street
WINNIPEG, MAN.—A Strang & Co., 233 Fort Street
VANCOUVER, B.C.—C. E. Jarvis & Co., Holland Block

SANDBACH, PARKER & CO.,

Demerara, British Guiana

Established 1790

CABLE ADDRESS:
"SANDBACH"—DEMERARA
CODES USED:
Scott's Editions, 1880, 1885 and 1896
A, B, C, Fourth and Fifth Editions
Watkin's 1884 and Appendix
Lieber's Standard
Western Union

General Shipping and Commission Merchants

Importers and Exporters

Orders for produce a specialty, and receive prompt attention at all times

Produce Reports will be sent on application. Articles referred to therein: **Sugar**, 8 qualities; **Molasses**, 3; **Rum**, Coloured and White; **Molascuit**, or **Sugar Cane Cattlefood** (in great demand in U.K.); **Cocoa, Coffee, Kola Nuts, Cocoanuts, Copra, Cocoanut Fibre, Cocoanut Oil, Cocoanut Oilmeal, Balata** (Block and Sheet), **Hides** (Wet Cured), **Fish Glue** or **Isinglass, Locust Gum, Timbers** (greenheart, letterwood, crabwood, bullet wood, locust wood, wallaba posts, wallaba firewood, etc.), **Wallaba Shingles, Mora Railway Sleepers**, and **Paving Blocks, Charcoal, Rice** (colony grown, brown and white), **Corn, Arrowroot Starch, Cattle, Plantains, Fruit, Cotton**, and **Scrap Iron**. Also **Gold** and **Diamonds**, etc., etc., etc. Market reports about Imports will be sent on application.

Flour, Breadstuffs and Provisions Wanted from Canada

Warehouses and Dock at Lots 8 to 11 Werk en Rust

FOLEY, LOCK AND LARSON

WHOLESALE GROCERS

Winnipeg, - Manitoba

RETURNED
JUN 17 1905
To Curve
Cut Book 36
Page 79



Offices and Warehouse: Market St. E., Opposite City Hall.

Green and Dried Fruits

Produce and Commission Merchants

SPECIALTIES: TEAS, COFFEES

Try our Letter Order Department——————We SHIP QUICK

THE WESTERN CANADA MARKET

ACCORDING to C.P.R. officials, an average of 1,000 immigrants per day have arrived in Winnipeg since the opening of the present season. The majority of these came from the British Isles and had sufficient money in pocket to take up land for themselves at once in some part of the boundless West. Figures as to the influx by other routes are not available at the moment, but the numbers are as large and perhaps larger, for there is a steady movement of population to Canada from the United States. The American wheat fields are all appropriated now, and, moreover, are not so productive; hence the movement towards Canada of shrewd American farmers and farmers' sons. The Seattle Daily News describes the condition of the American farmer. It says he is probably farming 100 acres of land in Minnesota, which yields him from 16 to 20 bushels of wheat to the acre. The land is becoming poor from exhaustion, but he can sell it readily at $40 an acre. He investigates and finds that in Northern Manitoba or the Territories he can get a homestead of Government land for nothing, or with the price of his hundred acres he can buy 400 acres of better land, equally close to school, church, and railway, and capable of producing 20 to 30 bushels to the acre.

In view of such conditions it is not surprising that during the four years ending December 31, 1904, the immigration to Canada from the United States is given as 153,092 people. Nor is it surprising that during that same period 132,131 people came to Canada as immigrants from Great Britain. The movement is gathering strength and impetus as a rolling snowball gathers snow on its course down a steep hillside. The immigration from Great Britain and the United States during this year, 1905, promises to be much greater than in any previous years. And the movement is only commencing. In another decade the population of Canada west of the Great Lakes may be as large as the present population of the Eastern provinces.

Now what is the significance of this state of affairs to the Canadian manufacturer of specialties and proprietary goods which are sold in the grocery store? What is the significance of this movement of population to the British and American manufacturers of these goods?

An Immense Market.

Obviously, the Canadian West with its rapidly-growing population offers an immense market to the manufacturers who succeed in capturing its trade. It is a large market now—a market with a tremendous buying power, and the manufacturers and wholesale merchants who obtain a sure foothold now should be able to retain a predominant position in the Western Canadian market ten years hence, when its buying capacity is much greater than it is at present.

The class of people coming to the Northwest is a consideration of importance to the manufacturer who is studying the possibilities of this market. The Englishman who comes to Western Canada and takes up land may change in very many respects, but he is still an Englishman, with an Englishman's attachment to the class of goods to which he was accustomed "at home." He will buy those goods if he can obtain them in Canada, and, moreover, as in a year or two his buying capacity will be much greater than it was in England, he is prepared to buy much more liberally than he ever did before. The same statement applies with equal force to the American settler. He will naturally seek the class of goods which he has been accustomed to buy. Hence it is that in the race for trade in the newer part of Canada the American and British manufacturers possess

A Great Advantage

over all other competitors in that they already have a buying public acquainted with their goods and favorably disposed towards them.

The English manufacturer of certain brands of sauces and condiments of various kinds already has in Western Canada a large constituency of possible customers who know the merits of these goods and will buy them if they are given an opportunity. The American manufacturer of many well-known brands of goods which are sold extensively in the United States has a similar buying constituency of his own made secure by an intelligent, well-posed towards his goods.

Opportunity.

Opportunity is knocking at the door of the British and American manufacturers. Some are taking the best advantage of the opportunity afforded them not to gain, but to maintain, a foothold among the buying public of the Canadian West. That position may be made secure by an intelligent well-directed effort.

The Only Way.

The Canadian market can be secured and held for these manufacturers only through competent representatives on the ground who are well acquainted with trade conditions here. The first thing necessary is to secure competent agents in Canada, and this may seem a difficult matter for an English manufacturer many thousand miles distant from the Canadian West. But the possibilities are so great and the market so important that a British manufacturer would be well repaid if he were to visit Canada himself and inquire into conditions here. The Canadian Grocer has offices in the important trade centres, and it has a wide connection among manufacturers' agents. Hence it is often able to put visiting merchants in touch with reliable agents with established connections, who are quite competent to handle additional agencies. Visiting merchants and manufacturers would do well to consult with The Canadian Grocer at any of its offices, for it is quite probable that there is listed in those offices the name of some agent who would be prepared to represent them. A personal visit is always advisable, as it brings the merchant in personal touch with his agents and the market which he desires to serve, but The Grocer is often able to suggest agents to a manufacturer who can arrange his representation by correspondence. The service which this paper renders is absolutely free of charge.

There is opportunity for British and American manufacturers very greatly to extend their connections and trade in Western Canada. It rests with themselves to grasp the opportunity.

FREE and FIRE

are very valuable words to an advertiser. They arrest the attention in much the same way that

COFFEE and TEA

will every good grocer.

Now, does your Coffee and Tea arrest the attention of the people and bring you trade?

If not, why not?

Our experience has been that our Coffees and Teas have been great trade winners.

Are you willing to profit by our experience?

RETURNED
AUG 13 190
To Dunn
cut Book 43.
Page 6
a.a.w.

"Ram Lal's" Tea and "Mecca" Coffee



have been the backbone of our business and what they have done for us they will do for you, and our interest is your interest.

If you don't handle them, ask for samples and try them.

Just a few other good lines:



TRIANGLE CANNED GOODS AND JELLY POWDER

Excellence is the only word that describes them.

JAMES TURNER & CO., WHOLESALE GROCERS, Hamilton.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by Our Ad. Expert, TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send our Expert specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

BRANDED GOODS

BRANDED goods are capturing the trade. "Capturing," mark you, is the word used—a word which suggests warfare—with victory now on one side, now on the other. This warfare is waged between manufacturers and jobbers, jobbers and retailers, retailers and consumers. At times all four classes are mixed up in one grand strife. In the never-ending struggle for the nimble sixpence, all classes engaged in the marketing of merchandise are animated by the thought of their individual profits, and any tax imposed by one class on the other is resented, and any attempt to collect is met with refusal to pay; or if payment is made it is under compulsion.

Theoretically men are democrats : one man is as good as another; no man has more rights than another; coercive methods are resented. In matters of commerce the democrat is instinctively a free trader. He becomes a tax-levier, a protectionist, only when he acquires mastery over a portion of his fellows. And so out of one class grows the other, and the ranks of the tax-leviers are being unceasingly recruited from those who hate taxation with a bitter hatred,—truly a remarkable process. It is the animal in man that makes him forsake democracy; that makes a freetrader become a protectionist, a tax-levier. It is an animal tendency to exercise dominion, to assume leadership. Equality of strength, of mind, of genius, of courage, does not exist in any given number of men or beasts. It is only among the weak that the belief in equality is fondly cherished.

The acquirement of strength is always accompanied with ambition—ambition for lordship. This truth is exemplified strikingly in the world of commerce. Take breakfast foods, by way of illustration. Time was, not very long ago, when oatmeal and wheatmeal in their various forms were unbranded and indistinguishable one from another. No one miller's product could command a higher price than another's. By and by a miller, who believed that his output was superior and consequently worth a premium, levied the tax. His action was resented, for profits were interfered with. His customers bought elsewhere, —a poorer grade, but at a lower price. It looked bad for the bold miller. But the court of last resort—the consumer—came to his rescue, and by complaints and demands the retailer found himself compelled to supply the better meal, and the bold miller's tax imposition was vindicated and paid. Self-protection led this miller in the course of time to brand or trade mark his product, and eventually to put it in a package so that there could be no substitution.

This same history has been enacted in uncounted instances, in every department of trade, and the evolution of the bulk or brandless article into a trade-marked and distinguishable one is going on to-day with a rapidity greater than in any former period of time.

Some lines, through merit, age and advertising, have an unquestioned place in every grocer's store. Others, perhaps equally meritorious, but newer and less known, are fighting for their existence. Some survive; some grow weary and cease the struggle, while others are slain outright. But new competitors are constantly appearing to dispute the ground with their formidable rivals. There is no hope of success apart from advertising, though there are some manufacturers who shut their eyes to this fact, and hope, without reason, to expel the firmly lodged occupants of the field.

All this has its bearing on the retail trade. The retailer naturally prefers to sell bulk goods because his profits are thereby greater; but the drift is steadily and surely in the direction of the branded article. Recently there was offered to the grocery trade rice in packages, but the packers found so little encouragement that they have withdrawn from the Canadian market. It would be the same if another line, now sold in bulk, were offered in package form — sugar, say, or Valencia raisins.

Many lines that are to be had in packages—spices are an illustration—have a very indifferent sale, just because they have not been popularized. The public ask for Oxford Blue, Keen's Mustard, or Royal Yeast without a thought of the makers or the brand. So successfully have the proprietors of these lines marketed them that the public cannot think of the name of the article by itself, but associate with it a descriptive word without intention. Indeed it is possible to conceive of substitutions being made without offense or danger. Take the word "Kodak." That is a proprietary name, applicable to only one make of cameras. Yet it has become in common speech the equivalent of the term hand-camera, and fails to suggest a particular company's product. Yet it may be said the success that has attended other makers of cameras is due very largely in the first instance to the impulse of the Kodak advertising.

The retailer resists, naturally and wisely, the coercion of advertising, but there comes a time when to surrender is the command of prudence. When the various competitors for his and the public favor are engaged in a conflict of uncertain issue, he can safely withhold his support from any or all of them; but when from amid the smoke of battle there emerges a sure conqueror, it is time for the retailer, for his pocket's sake, to cry, "All hail !" and to stock the winning brand.

A STORY OF SUCCESS.

STORIES of success are always interesting, and so all progressive grocers will read the following experience with enjoyment. When I received, some weeks ago, Mr. Partington's first letter and samples of his store paper, I felt that my readers would like to know more about this unusual form of advertising, and accordingly I wrote for more particulars. The reply is an interesting document.

Letter I.

Advertising Department
Canadian Grocer :

Sending by this mail a few copies of our advertising medium, the "K. C. Guide." We print and edit it ourselves, and distribute it to every house. We have a plant where we do the work. What is your opinion of this way of advertising ? It is issued weekly. You are at liberty to use any of the contents.

The King Cash Stores,
O. Partington.

Rat Portage, Ont., March 6, 1905.

I am reproducing a group of copies of "The King Cash Guide." This store paper has a page 6x9¼, and is printed

on a primrose stock. The feature that makes it specially interesting is its comments on local matters—fresh, original, well written. It is not to be wondered at that every issue is looked for eagerly, and that an oversight in delivery is promptly brought to the notice of the publishers. A store paper of such interest and attractiveness surely gets in its work as an advertising medium in very thorough fashion.

Letter II.

Good Adv. Department
Canadian Grocer :

Replying to yours of 18th instant, would say that the "King Cash Guide," upon which you comment so favorably, was conceived after a long course of advertising in the local papers. It has now been in existence for over two years, and has yet to meet its equal as a store advertiser.

Our town has a population of about 5,000. It is the centre of the lumber industry for the Lake of the Woods District, while the neighboring town of Keewatin is the home of the celebrated "Five Roses" flour.

For many years we tried advertising in the local papers, but for many reasons we had to conclude that such advertising was not bringing the returns that are justified by the cost of such advertising. In the first place, speaking now from the standpoint of an inhabitant of a small town situated as we are in touch with the large commercial news centres of Canada, a person buys a newspaper solely for the "news," and not for the advertisements, so that a paper whose methods of placing the news before the public are attractive is a good advertising medium, and it is upon this point that small local papers fall down. Generally they are advertising sheets only, of which the local advertisers bear the brunt of the cost, and in which local ads are sandwiched in with "plate" patent medicine ads. to such an extent that the local advertisers get but a small proportion of the available space, while the news (?) is confined to the "scissors and paste" variety that has generally reached us some days before by the newspapers from Toronto or Winnipeg.

Our first year's experience of advertising in local papers cost us $660 for space alone, besides which we found it necessary to issue additional dodgers on special occasions, perhaps two or three times per month. Besides this our ordinary printing had to be accounted for. Altogether the cost was about $750 per year, and we could not see any results that were traceable to, or proportionate to, this expenditure.

We have invested in our printing plant $400; one member of the firm is a practical printer, and the cost of all our advertising and additional printing now figures as follows : Wages, $30; interest on plant, $2.66; wear and tear of plant, (10 per cent.) $3.33; rent print shop, $5; expense delivery, $4—total, $44.99. In figuring wages it is the time of the member engaged who does the printing; from which you will see that it means a saving of about $210 per year, whilst our experience has been that the "Guide" is eagerly looked for, and if not delivered promptly to our citizens we get inquiries as to the reason why ? In the editorials we touch only subjects that are going the rounds locally, and find that it creates a great interest in the paper and, naturally, in the stores; which, after all, is the main object of advertising. We send it to all the adjacent villages. We have tried all kinds of means. The mimeograph gave us the first idea of doing our own printing, but we found it too tedious for the number that we found it necessary to print. We, therefore, find it economical, at least in our town, but have no means of comparing cost of newspaper ad. space in other towns. We find the manufacturers and agents of lines that we handle very willing to help us with

Martin's Store
At Myrtle Station

Meet me Face to Face. I sell everything and won't "sell" you.—*Martin.*

I'm Proud

of my boot and shoe stock. I pride myself that I handle as good and as durable a line of boots as you can find anywhere—men's, women's, children s. I've weeded out every line with a weak point until I can almost guarantee every boot in the house. And what's better, I'm pleasing my patrons—selling more boots all the time. There are two reasons: Good article; reasonable price. Always aim to go competitors just a little bit better, and if a shoe "busts up" all out of reason I replace it. Try always to do what's right with customers.

Same with Shaker Flannels. Same with Prints. Same also with Hosiery. Same again with Underwear. Always trying to be on top. Don't always manage it, of course, otherwise the Poor House would be filled with bankrupt merchants. Martin would be doing it all.

When you have Produce

that you want to trade out hitch up and slip over to Myrtle Station and give me a trial or two. Judge by results. They count. Give me a fair chance. I'll give you good prices for butter, eggs, poultry, and you'll get the best quality I can give in everything, same as if you paid cold cash. I cater to the C.P.R. dining cars and sell tons of produce besides to C.P.R. employes. This enables me to give top prices. Last season I handled over two thousand chickens—nearly twice as many as the year before. They were all brought to the store. Next season there will be still more brought here. Reason: Martin gives good, decent prices for good stuff. Don't believe me. I'm prejudiced. Try me. Bring me a bunch of chickens weighing 1½ or 2 lbs. apiece in June, July, August, and get your little forty or forty-five cents a pair for 'em. Then you'll believe in Martin. And remember this :

I Sell only for Cash

and I've only one price for all alike—big customers and little ones. I make all prices as low as I can and tell the truth. I give money back if anything I sell is unsatisfactory.

I sell everything and won't "sell" you. Meet me face to face.

MARTIN, - Myrtle Station

cuts, etc., of their goods, and think that others situated, as you say, remotely from printing centres, would find the idea work out to their advantage.

The town circulation of our local paper is only about 300, whereas we publish about 800 of the "Guide," which is delivered to every house.

The press we use is a 11x9 No. 2 Gordon, by Chandler & Price, of Cleveland, and we use it for all our printing. This letterhead is a sample of our work.

As to the efficacy of this form of advertising, we might say that a Swedish man who arrived in our town about a year ago, and who has since learned to speak very good English, said a few days ago that he had learned all his English from a Grammer and the "King Cash Guide." We are proud of it, and would not be without it. We were hardly ever able to trace results from our newspaper advertising, whilst results are easily traceable to the "Guide."

Yours truly,
King Cash.

Rat Portage, Ont., Mar. 21, 1905.

A Merchant's Message.

I TRUST I am not unkind to W. L. Martin, of Myrtle Station, Ont., in presenting his work so prominently in this department. I must blame Mr. Martin himself for leading me into temptation. His correspondence shows him to be a good counsellor, and so I am taking liberties with a recent letter I received from him. Mr. Martin has a facility of speech, combined with broad experience, that makes what he writes good reading.

"A writer may be quite master of his subject and yet may not be able to present it advantageously for want of sympathy with his audience."

"I clip these words from your article on 'the ad-writer' in Grocer, Feb. 3. You've hit the nail with a sledge-hammer. Unless you're in sympathy with your audience they won't be in sympathy with you. Another thing. Unless they feel that you're 'sincere' they won't be in sympathy with you. If they've no faith that you'll back up your newspaper professions with good, square business in the store, you're talking to empty benches.

"Now, there are different kinds of audiences. Out here in the country I have one kind, and in Toronto you've another. Yours is the kind that sees something to its fancy, rushes in, orders it, planks down its money, and is gone, perhaps forever. Not even 'good-morning.' Mine is the kind that likes you to be sociable in the store. You get to know every customer more or less.

"It is time, as you say, that one's ads. should represent one's goods, not one's self—as a general rule. Have known of exceptions. They are far between. Tom Murray, of Chicago, is one. R. J. Devlin, the fur man, of Ottawa, is another. They can afford to be humorous. They were born with it in them, and it comes out naturally—in the store, and sometimes—only sometimes—in their advertisements. But they are real humorists. They never overdo it. I question if any advertiser in Canada gets as large a proportion of results from his ads. as R. J. Devlin. Five inches single column is his limit. But everybody reads what Devlin has to say. His ads. are so well known to Ottawans as Eaton's are to Torontonians—and better, because he only advertises one thing at once, and as a man is better liked. These are two men who dare to let their ads. represent themselves occasionally. In one way their ads. are representative of themselves, always. They are chuck full of business, always to the point, and their stores are the same. Devlin's and Murray's ads., however, are rather 'witty' than 'humorous.' Not one in ten thousand could dare to be funny in his ads. He'd make an ass of himself. That's the vernacular of it. Wit is a thing never to be despised anywhere. An

GOOD STOREKEEPING

When you hand out Royal Baking Powder to a customer

You know that customer will be satisfied with his or her purchase;

You know that your reputation for selling reliable goods is maintained; and

You know that customer will come again to buy Royal Baking Powder and make other purchases.

It is good storekeeping to sell only goods which you know to be reliable and to keep only such goods on your shelves.

ROYAL BAKING POWDER CO., NEW YORK.

ad. to amount to anything, to stand out in relief from commonplace among pages of generalities, has just got to have some wit about it. An ad., either short or long, little or big, with a bit of dash and fire and wit about it leaves an impression on the mind. It does on mine. I believe it does on others.

"Tell you the way I look at it. In a general way all the world loves a leader. Same in business as in other things. They like to be on the winning side—the side that's putting up a good fight. 'Laugh and the world laughs with you.' It's good business. Keep up a good front. Keep it up in your windows, in your ads., in yourself. It breeds confidence. Confidence breeds business. When the butter begins to run you shove it into the refrigerator. When business begins to run and looks flabby, try it on yourself. Get into the refrigerator. stiffen up your backbone, freshen yourself up. Come out and grab hold of the duster and the broom. Give things a stir up. Give everybody a job. Throw off your coat. Snap your fingers a bit. It gives crispness to things. Dive under the counter and haul things out. Let the hands see you mean business. Have the window pulled out and freshened. Change things around. Push forward that underwear and stick some clean price tickets on it. Then sit down while your blood's circulating and write your ad. Don't be afraid of it. Give vent to your feelings. Talk the same sort of talk as you would to a customer across the counter. Use the same sort of language. He'll recognize the hand and say, 'That's Jones all over; that man's a terror for business; he must be doing well; he wouldn't be so chirpy if he wasn't.' If that ad. doesn't bring many sales it has done some good. It's left another impression that you're doing well, and people like to deal with that sort of a man. They know that to be a square dealer, and at the same time successful, you must be a 'live' man. A man may be a bit sleepily inclined himself, and he may have been born with a long face, yet he likes to deal with somebody who's wide awake with a cheery manner. It cheers him up. I've customers who'd never smile again if they were with the smileless kind. Yet a cheery word or two works wonders, and a bit of gentle badinage will even provoke a spark of wit or repartee.

"I've one old couple who are sad, sad. They've pretty good reason to be. Old age upon them and none too much of this world's goods. He has the palsy very badly. I always try to put myself forward to serve them. Help them out of the buggy and help them back again. They've always a sad story to tell. I try and cheer them up, and generally send them away laughing and jolly. They like Martin. It has come back to me. That's one kind of advertising.

"I'm sending you two or three more samples of my ads. I don't want you to use 'em, but you may if you wish. I've tried writing my ads. in two ways, first person and second person. I find the first person style does most business. The style—off-handed, free, chatty—seems to take with my sort of customers. The other evening a rival merchant was reading one of these ads. aloud in his store for the amusement of the 'evening callers' who frequent country stores. That's another kind of advertising. Isn't it?

"By the way, I've adopted the phrase, 'I sell everything, and won't sell you,' as a sort of catch phrase. Going to use it on everything in future. What do you think of it for a general store?

"Yours very truly,

"W. L. Martin."



Examples of a Unique Store Paper.



Protected by registered trade mark

THOMAS WOOD & CO.

No. 428 St. Paul Street
MONTREAL

Importers and Roasters of Coffees

Our Popular and Attractive Package
Having constantly increasing sales

SELL IT **SELL IT**

PURE
UNADULTERATED
APPETIZING

BORDEAUX RELISH

is made from high-quality ingredients and from a first-class recipe. Price, $1.20 doz. 2 doz. in a case. In 5-case lots, freight prepaid. Order through your wholesale.

PALMGROVE GOLDEN DATES

½-lb. and 1-lb. packages, 4 doz. in a case. Every grocer should handle dates put up this way, as they are much cleaner than when in bulk. We guarantee these dates to keep for any length of time. We also put up

MINCE MEAT

condensed and in bulk. Quality and prices right.

THE MERCHANTS' MANUFACTURING AND SUPPLY CO.
58 COLBORNE ST., TORONTO

Handle only the Best!

Gillett's Perfumed LYE

is the **Standard** article.

There are many imitations of it being offered. **REFUSE THEM** and handle only the **ORIGINAL** and **Best**, the kind that pleases your customers and gives you no trouble to sell.

E. W. GILLETT COMPANY, LIMITED

London, Eng. **TORONTO, ONT.** Chicago, Ill.

Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904

IF YOU ARE FISHING FOR DOLLAR FISH, BAIT YOUR HOOK WITH

"Halifax"
"Acadia"
"Bluenose"
Brands of
Prepared
Codfish,
Halifax
Fish Cake
and Halifax
Shredded
Codfish

BLACK BROS. & CO., LIMITED

AGENCIES:
A. H. BRITTAIN & CO., Board of Trade Building, Montreal.
REGINALD LAWSON, Winnipeg, Man.
CHAS. MILNE, Vancouver, B.C.

Halifax and LaHave, N.S.

THE FISHERIES OF CANADA

THE fisheries of Canada are among the most valuable of its natural resources and extend over an area which in all probability is not equalled by any country in the world. The eastern seacoast of the Maritime Provinces from the Bay of Fundy to the Straits of Belle Isle covers a distance of 5,000 miles, while the western seacoast of British Columbia is reckoned at 7,180 miles, more than double that of Great Britain and Ireland. The total value of fish caught and fish products prepared in Canada during the year 1903 aggregated $23,101,878. With one exception, in 1901, when the phenomenal catch of salmon in British Columbia swelled the total value beyond $25.000,000, this is the largest aggregate on record. It exceeds the amount of the previous year by over $1,000,000, and has been achieved without abnormal yields in any of the provinces, but rather a general increase in all parts of the Dominion.

Yield of the Fisheries in 1903.

The following are the latest fisheries statistics obtainable:

Cod, $3,778,430; haddock, $586,806; hake, $260,828; pollock, $250,592; halibut, $631,563; salmon, $3,521,158; trout, $728,153; whitefish, $883,832; smelts, $480,804; herring, $1,998,950; sardines, $509,021; pike, $202,913; pickerel, $577,283; mackerel, $1,644,319; sturgeon, $199,286; lobsters, $3,625,382; oysters, $178,785; clams, $175,026; coarse and mixed, $609,958; bait, 448,182; other fish, $1,211,407. Total fish, $23,101,878.

To this total Nova Scotia contributed $7,841,602, British Columbia $4,748,365, New Brunswick $4,186,800, Quebec, $2,211,792, Ontario $1,535,144, Manitoba and Northwest Territories $1,478,665, Prince Edward Island $1,099,510; an increase over last year in every province except British Columbia, where the fluctuation of the salmon industry caused a shortage of over half a million dollars as compared with the previous season's yield. The most important increase is noticed in Nova Scotia, nearly half a million dollars, which is mostly ascribed to large takes of mackerel. New Brunswick also shows an increased yield of over a quarter of a million dollars. The inland waters of the Western Territories and Manitoba show no sign of depletion, no less than 11,293,000 lbs. of whitefish being reported from the large lakes of the West. Salmon, which held the first place on the commercial list for the whole Dominion in 1902, has fallen to third rank, being slightly superseded by cod and lobsters. While the shortage in the salmon pack of British Columbia has caused a deficit of over $800,000, the lobster industry of the east, both preserved and shipping alive, shows a surplus value of nearly half a million dollars over the preceding yield. The most important fluctuation is in mackerel, which more than doubled the yield of the previous year. There is in addition an increase of over a quarter of a million in herring, not including the $100,000 surplus in the sardine industry.

The lobster canning plants of Canada in 1903 were valued at $1,378,197, comprising all the equipment of the 714 canneries dispersed on the seacoast of the Maritime Provinces. Nova Scotia had 242 such canning establishments, New Brunswick 199, Prince Edward Island 190, and Quebec only 83. Over 14,000 persons found employment in this lobster-packing industry which placed on the market over ten millions and a half 1-lb. cans besides a larger quantity of this crustacean disposed of alive or in a fresh state, both aggregating the handsome value of $3,625,000. The The salmon industry of British Columbia during 1903 consisted of seventy-five canneries valued at $1,312,500, gave employment to over 17,000 persons, and placed on the market nearly 23,000,000 cans of salmon, exclusive of the 10,000,000 lbs., otherwise disposed of fresh, salted or smoked. The whole catch of this valuable fish aggregated nearly $3,000,000.

Export and Import Trade.

The commercial history of the Canadian fisheries has been one of steady development. During the last fifteen years the value of fish exported to foreign countries has increased over $2,000,000, aggregating for the fiscal year, ending June 30, 1904, $10,275,603. Canada's largest export markets are undoubtedly Great Britain and the United States, although Canadian exporters have for years had a practical monopoly of the West Indies and British Guiana. Among other countries in which Canadian fish products are well and favorably known are Brazil, Germany, Hayti, Italy, Portugal, U.S. of Colombia, St. Pierre, Australasia, France and Norway and Sweden. The newest market is Japan, where owing to the present war there has been a very large market for canned salmon. The cheaper kinds of salmon have been forwarded from points on the Pacific coast to Japan in enormous quantities, during the past two years, and although this abnormal demand can hardly be expected to keep up, yet there can be little doubt but that Canada may work up a profitable permanent fish trade with Japan if our exporters will only take pains to study the requirements of the Japanese market.

Canada's yearly importations of fish show an increase of $471,584 in the last five years, reaching in 1904 the total of $1,433,562. During the last five years the increase has been comparatively small, going to show that the home consumptive demand is being supplied more and more by the domestic fisheries.

One of the outstanding features of the fisheries of the Dominion within the last decade has been the experiment of fishing and packing herring according to Scottish methods, successfully tried in 1904. The result has been to prove that the schools of herring in our Atlantic waters, if properly handled, cleaned, cured and barrelled, are equal, if not superior, to the Norwegian, Scotch and Dutch herring which have such high repute in the markets of the world. Within the past few months shipments of considerable size have been made to New York as well as to European markets, and are reported to be of the very finest quality, much superior to the

Pickled Herring.

hitherto put up and shipped by Canadian herring curers. There is practically an unlimited demand for pickled herring of the standard of the best European cured fish. The United States cannot obtain more than a fraction of these herring which are required, while Russia, Germany, and many European countries, not to mention the colonies, Australia, New Zealand, the Straits Settlements, etc., besides our own increasing Canadian needs, all afford a field for the development of a most desirable and remunerative trade. From Stettin, Dantzic, Konigsberg, and other continental centres, inquiries have already come, and if, in the ensuing season, a more extended experiment can be carried out with anything like adequate success, our fishing population will have a stimulus to equal or rival the Scottish

curers, which has hitherto been apparently wanting.

Cold Storage Scheme.

Up to the end of 1904 the total number of fishermen's bait freezers carried on under the Government cold storage scheme was twenty-nine with two new ones actually under construction and proposals for three or four more under consideration. It is not to be expected that the full advantages offered by local bait freezers will be seen until the scheme has been in operation for years, but already in many localities the fishing population regard the facilities afforded for the storage of bait in the Government aided cold storage establishments as of vital importance. The needs of the great deep sea fishing fleets cannot be adequately met by these small freezers. Hence the building of a freezer of large capacity at Canso, N.S., one of the principal centres resorted to by the "bankers" and vessels of the great fishing fleets. This large freezer was ready for occupation early in 1905, and if it realizes anticipations, it will probably be the precursor of a series of large bait cold storage institutions at important centres in the Maritime Provinces.

Dog-Fish Reduction Works.

Another feature of the Maritime fisheries during 1904 was the erection of large reduction works at Canso, N. S., where valuable products can be manufactured from fish waste and dog-fish, which at the present time are considered a detriment to the cod and other fisheries on the Atlantic coast. Two other plants have been obtained by the Government, and reduction works will be erected this year at points north of Canso and in Western Nova Scotia. The use of dog-fish as food has long been recognized in Norway, the Channel Islands, the Hebrides, etc., where they find a ready market. Recently, three or four enterprising lobster packers in Nova Scotia and Prince Edward Island have successfully put up canned dog-fish, which in that prescrved form are pronounced "superior to salmon."

FISH EXPORTS.

Article.	1900.	1901.	1902.	1903.	1904.
Fresh cod, haddock, ling and pollock...	$ 2,151	$ 8,357	$ 16,238	$ 13,568	$ 12,723
Cod, haddock, ling and pollock, salted, smoked or pickled	3,041,506	2,784,144	3,211,144	3,372,329	2,776,264
Tongues and sounds	14,447	16,732	12,339	20,181	11,900
Halibut, fresh	42,796	34,099	55,580	7,609	72,325
" pickled, etc.	....	.....	22	26,765	4,806
Herring, fresh	52,980	106,579	149,881	102,331	142,940
" pickled, canned, etc.	295,280	312,181	379,375	343,292	378,890
Mackerel, fresh	26,950	18,134	66,438	22,802	61,981
" canned and pickled	157,169	283,397	358,235	235 983	377,312
Sea fish, other, fresh	10,331	852	32	2,163	214
" pickled and preserved	73,235	58 515	36,440	21,001	32,312
Oysters, in shell and canned	2,024	4,376	4,118	3,502	1,924
Lobsters, fresh	305 493	301,447	365,194	398,267	384,544
" canned	2,372.859	2,283,930	2,149.395	2,591,585	2,519,875
Bait fish	2,231	19,461	26,646	33,463	32,007
Salmon, fresh	142.238	141,628	196,896	161,711	182,071
" smoked	46	41,327	511	565	116
" canned	2,885,830	2,889,482	5 012,738	2,589,838	1,772.216
" pickled	81.994	78,661	187,556	318,233	78,058
" or lake trout	32,207	43,222	41,585	63,198	70,208
All other fresh fish	1,066,500	1,213,643	1,263 011	1,139,334	1,268,149
" pickled fish	11,909	15 641	8,294	9,080	20,328
" articles, the produce of fisheries	16,371	24,941	25,474	24,639	74,350
Total fish	$10,636,517	$10,680,739	$13 567,142	$11,415,626	$10,275,603

A NEW WHALING ENTERPRISE.

THERE is in course of construction on Sechart Channel, Barclay Sound, Vancouver Island, a factory which, when completed, will be the only one of its kind in operation in America. The plant will be used for making commercial products from the carcasses of whales which are to be caught in the sound near by. Every portion of the whale will be utilized. First the oil will be taken from the big fish; then fertilizer will be made from the meat and the coarser bone substances, and finally the best part of the bone will be shipped to England as whalebone, where it brings £2,757 sterling per ton, or nearly $14,000. The oil, too, is a very valuable product, being used very extensively in various manufactures, where it is almost indispensable for softening jute and in tanning. The meat and bone when ground up make a very fine fertilizer, and finds a ready market. The plant will be owned by Captain S. Balcom, who has his headquarters and residence in Victoria. He will employ one steamer to take the whales, the Norwegian boat Orion. No long cruises will be necessary, as one can stand on the wharf at the factory in Sechart Channel and see the whales spouting at almost any time of the year. Every cruise of the boat lasts until four whales have been killed. Two of these are towed alongside, two behind, and the trip is made back to the factory, where the whale is put through a process that leaves little of him except the spout.

INQUIRIES FROM JAPAN.

INQUIRIES have been received by the Canadian Commercial Agent in Yokohama, Japan, from Japanese merchants desirous of importing dried fish manure. Judging from the great quantity of fertilizer which Japan requires for agricultural purposes, Canadian manufacturers of fish-manure may find a lucrative trade in the export of that article. Apart from a large amount of fish-manure, principally the product of the sardine and herring fisheries, that is made in Japan, she is importing a large quantity of the various fertilizers from foreign countries. And as the demand is steadily increasing with the improvement in agriculture and the increase of cultivated land, it is advisable that Canadians should direct their attention to this trade. All fertilizers are free from the import duty. Intending exporters are referred to the following Japanese firms: Nosawa & Co., 24 Water street Yokohama; M. Furuya & Co., 5 Motohamacho Itchome, Yokohama.

FISH IMPORTS.

Article.	1900.	1901.	1902.	1903.	1904.
Cod, haddock, ling, and pollock, dry, salted or smoked	$ 272 120	$ 95,087	$ 265,099	$ 367,611	$ 432,027
Cod, haddock, ling and pollock, fresh	34,519	34,312	26,735	26,683	37,760
Herrings, pickled or salted	119,918	107,881	146 962	157,224	141,653
" fresh	15,061	28 121	29,190	44,135	22,533
Oysters, shelled, in bulk	178 732	183,686	197,701	251,427	289,677
" fresh in shell	72,393	12,672	11,024	10,421	15,697
" canned	15,690	16,608	17,483	17,090	12,310
" n.e.s.	47,319	29,423	29,688	36,388	51,204
Halibut, salted or fresh	13,747	16,810	19,803	36,886	37 345
Mackerel	3,217	1 884	2,170	2,074	1,978
Sea fish, other	13,226	12,910	8,714	7,163	10,457
Lobsters, fresh and canned	90,102	87,275	59,610	58,949	49,697
Salmon, fresh, canned, etc.	136,631	85,730	140,995	89,385	55,351
Anchovies and sardines	73,246	84,442	96,665	85,285	104,600
Other fish products	39,512	95,983	102,685	112,144	171,273
Total fish	$1,125 433	$892,830	$1,154,524	$1,299,865	$1,433,562

"MEPHISTO," "PURITY"
AND PRIVATE BRANDS

Nova Scotia and New Brunswick Canned Lobster. Packed for the critical consumer. All sized packages :

1/2-lb. Flats, 1-lb. Flats, Picnic Flats, Picnic Talls, 1/2-lb. Talls, 1-lb. Talls.

Brokers everywhere. Special attention given to private brands for large wholesale grocers. Quality unexcelled and guaranteed. You run no risk in buying from us. We protect you against quality, leaks and swells. No order too small, none too large for us to handle.

FRED MAGEE, Port Elgin, N.B., Can.

The British Columbia Packers' Association
Vancouver, B.C.

Packers and Exporters of

CANNED SALMON

Fresh, Frozen and Salted Salmon, and other Pacific Coast Fish

SOLE PROPRIETORS of the following well-known brands:

"Maple Leaf"
"Cutlet"
"Nimpkish"
"C Red Poppy"
"Lion"
"Our Best"
"Rex"
"Eagle"
"Cascade"
"Flagship"
"B-C-P"
"Pine Tree"
"Unicorn"
and many others
"Imperial"
"Lowe Inlet"
"Griffin"
"Golden Net"

BROKERS

Canadian
ROBERT HENRY, Windsor, Ont.
ROSE & LAFLAMME, Montreal.
SCOTT, BATHGATE & CO., Winnipeg.

British West Indies
T. GEDDES GRANT, Pt. of Spain, Trinidad.

Australian
J. T. BROWN, Sydney.
BROWN & DUREAU, Melbourne.
" " Fremantle.

New Zealand
GOLLIN & CO., Proph'y, Ltd., Wellington

Window and Interior Displays

Timely Hints and Suggestions

THIS WEEK'S ILLUSTRATION.

READERS of The Grocer will be glad to learn that the trade throughout Canada and the British Empire are showing increasing interest in the department of window display and interior decoration, which has long been a regular feature of the MacLean trade newspapers. Only a few weeks ago C. H. Thrupp & Co., provision and general merchants, of Johannesburg, South Africa, favored The Grocer with a photograph of their store front, which is easily one of the finest in the far-off republic.

It is evidently a holiday display, and is characteristically British in appearance. One misses the less conventional, if more artistic, style of window dressing in vogue in Canada and the United States. At the same time he cannot help being agreeably impressed by the massed effect of toys, bonbons, etc. In this instance the holiday idea has been worked out very successfully, and one can readily understand how effective it might prove in bringing about the desired end, namely, a free and ready exchange of children's pin money.

The English method of window dressing cannot be recommended to the average retailer for the reason that the utmost care has to be taken in filling a window not to overdo it, and thus spoil what might otherwise have a good impression on the passer-by.

The illustration shows what may be accomplished for a grocery interior in the way of elegant appointments. The striking features are the polished hardwood counters with glass facing and rich display shelves. It goes without saying that the most exacting of housewives will heave a sigh of satisfaction directly she steps inside such a spacious and luxurious store. Nothing remains for her to do but to swear allegiance to its proprietor in less time than it takes to tell the tale. Not only this, but she must bring along her "set," that they too may have the opportunity of patronizing the "finest grocery in town."

In larger towns and cities of Canada there has been a veritable transformation in the better class of grocery store during the last fifteen years. The time was when appearances counted for nothing, and the sole ambition of the grocer was to turn over his stock into second hands with the least possible delay. Canned goods, cereals, tobacco, tea, fish and provisions were literally thrown together on the shelves, under the counters, or in the storerooms at the rear of the store. Owing to the keenness of competition, it became imperative that the grocer should look about him for ways and means of holding old customers and attracting new ones. In other words, besides stocking "good goods" he had to go his fellow tradesman one better in making his store a place of beauty.

Then followed the silent salesman, than which, perhaps, nothing has done more to make a store interior and display of grocery staples attractive. In the accompanying illustration it is hardly necessary to more than refer to the effectiveness of the confectionery display.

The primitive boxes and barrels which formerly served as receptacles for granulated sugar, flour, etc., and were a constant source of annoyance on account of their awkwardness and monumental ugliness, have given place to labelled bins of assorted sizes that fit into the wall so neatly as to seem an indispensable part of the interior fittings. Even the bright vari-colored canister and caddy, formerly with their touch of oriental color, are slowly disappearing.



Holiday Window Display by C. H. Thrupp & Co., Provision Merchants, Johannesburg, South Africa.



THE PINNACLE of PERFECTION

KING OSCAR SARDINES

The most delicate sardines packed and in the purest olive oil. Keep them to the front. They pay you.

JOHN W. BICKLE & GREENING, Hamilton, Ont.
Canadian Agents

SOCKEYE SALMON







"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

STOCK UP WITH THE OLD RELIABLE



"Horse Shoe" SALMON

DEMAND WILL SOON BE ON.

In Cheaper Grades

SPRINGS*—*"Columbia" Brand.
COHOES*—*"Tiger" Brand.
PINKS*—*"Jacques Cartier" Brand.

J. H. Todd & Sons

Packers

Whose name is guarantee of quality.

Instead of pine shelves, on which tin cans, glass jars and pasteboard packages were heaped indiscriminately, we have handsome polished hardwood shelves divided off into compartments, and tastefully arranged with package goods.

From the cash drawer, with its proverbial gong, has evolved that convenient time-saving contrivance, the cash register, and hardly second in interest is the new-fangled computing scale, which has become an ornament of which any grocer may well be proud, when he compares it with the grimy little pair of scales which he used thirty years ago.

It will not be imagined for a moment that every grocer is in a position to install elaborate polished counters, silent salesmen, pillared shelves, and all the rest of it in his store. At the same time it is something towards which every one in the trade should aspire in an age when appearances count for much.



Store Interior, R. H. Stewart, Grocer. corner Sherbourne and Howard Streets, Toronto.

PROPER USE OF STORE WINDOWS.

ONE writer has said that advertising is the work by which we recognize the progressive business man; not merely the cold type advertisement, but the advertisement of a store filled with merchandise well selected, well bought and well displayed. As a matter of fact the printed ad. wins only so far as it brings customers to the door. There they may halt and turn away, if the appearance of the store window is not inviting.

A window either repels or attracts. Which it does rests entirely with the merchant. For instance, there are windows which in Summer seem to be devoted exclusively to fly-paper demonstrations, and in Winter to the exhibition of theatrical posters. Some merchants use their windows for storing surplus stock, and there are a few who dare to obscure their store fronts by piles of boxes and barrels on the outside.

It goes without saying that no amount of newspaper advertising can overcome the repellant influence of such store fronts.

Whether or not a store window is an effective selling agent depends upon the display made in it. Some windows don't cost one-tenth as much as others and yet are a thousand times more effective.

What constitutes the difference? Is it novelty? Attractiveness of design? Uniqueness of arrangement? Is it the merchandise? Is it the appeal to curiosity? It is any or all of these—and yet it is none of them.

The selling power of the window depends upon what it suggests to the onlooker. It must tell a story that will take the mind of the observer across the threshold. It must create a desire that the inside of the store alone can gratify. It should be a magnet that halts the passerby and ultimately pulls him to the counter.

Through the force of suggestion it must appeal to the gazer's imagination, reason or emotion. It must recall an old want or inspire a new one; and it must leave the impression that the want can best be satisfied just behind the window.

One of the commonest errors in window dressing is overdoing it. Too many different kinds of goods in the display overwhelm the onlooker. Too much decoration distracts him. No one can well listen attentively to two persons talking, still less to a crowd.

The success of a window display, that is, its business-pulling success, depends entirely upon the amount and quality of the suggestion. If a display can be fixed up that will tell at a glance the right kind of a story, the merchant will have a window that will put dollars into the money drawer.

THE LATEST HELPER.

IN one of the biggest stores in Ottawa the representative of The Canadian Grocer recently saw the Stewart tea packer at work. This tea packer is the recent invention of an Ottawa man, and so far that city has had a monopoly of it; but arrangements have been made to bring it to the attention of the trade generally. The thoroughly practical character of the machine strikes the observer as soon as he sees it at work. Simple, inexpensive, light, and operated even by inexperienced hands, it is adapted for use in any store where anybody from the proprietor to the message boy has any spare time.

No matter how great a dealer's trade may be in the standard package brands, there is always room for extension of his business by putting up a tea suited to his own customers and with his own label. With the Stewart tea packer this can be done by any person in the trade and at less cost than that due to the waste of tea when sold by the counter weigh scale method. Subscribers of The Grocer may be supplied with full particulars on application to W. G. Stewart, 273-275 Banks street, Ottawa.

PAPER HOUSE EXPANDS.

A FORCIBLE illustration of a prosperous business and a constantly-increasing clientele is furnished by the recent addition to the plant of the Quebec Paper Bag Co., Quebec, of two storeys 35x70. This is the second recent expansion, two flats, 20x40, having been added last Winter.

Established by Arthur Bolduc twelve years ago, this factory, from one of small dimensions and limited output, mostly paper bags, has grown into a concern manufacturing everything a general storekeeper needs in the way of paper, bags and accessories. Four years ago Chas. D. Darveau became a partner, and his progressive business methods have been instrumental in pushing this firm to the front. Two years ago a finely-equipped and orderly-arranged printing plant was installed.

HAS NO EQUAL

ORIGINATORS OF CONDENSED MILK

BORDEN'S CONDENSED MILK CO.

Established 1857

ABSOLUTELY PURE



RETURNED MAY 29 1905

PREPARED IN CANADA



RETURNED MAY 29 1905

FOR SALE EVERYWHERE



RETURN MAY 29 19

Factory:
Ingersoll, Ont.

Montreal Office:
396 St. Paul St.

New York Office:
108 Hudson St.

RETURNED MAY 29 1905

On the Breakfast Table



in coffee, tea, chocolate, and in many delicious beverages, richness is added by the use of

BORDEN'S EAGLE BRAND CONDENSED MILK

For nearly fifty years the Eagle brand has stood the test, has given perfect satisfaction to the American people and has had an enormous Export Trade. It is the Best, it goes the farthest and is economical.

Selling Representative, WM. H. DUNN, Montreal, Que.

SELLING REPRESENTATIVES:

WILLIAM H. DUNN, MONTREAL.

JOS. IRVING, 92 Wellesley St., TORONTO.

ERB & RANKIN, Halifax, N.S.

SCOTT, BATHGATE & CO. Winnipeg, Man.

W. S. CLAWSON & CO. St. John, N.B.

SHALLCROSS, MACAULAY & CO. Victoria and Vancouver, B.C.

William H. Dunn

Manufacturer of

"Purity" (D) Brand

Strawberry, Raspberry, Pineapple, Red Cherry, Wild Cherry, Blackberry, Orange, Blood Orange, Grape, Lemon, Etc.

Fruit Juices and Fountain Syrups

Chocolate, Vanilla, Ginger, Ginger Ale, Claret, Nectar, Sherbet, Root Beer, Coffee, Sarsaparilla, Etc.

"Purity" Fruit Juices are prepared from strictly fresh crushed fruits and best granulated sugar.

"Purity" Fountain Syrups have that delicious natural flavor.

WHOLESALE DISTRIBUTOR FOR

BURGOYNE, BURBIDGES & CO., LONDON, ENG.

WILLIAM H. DUNN, 396 St. Paul St. Montreal

They have to sell, and if you find yourself "stuck" with them, send them back.

Money Back

is Payne's way. If at the end of 3 months you have any of our cigars unsold, and want your money back, say so, and you get it.

Payne's Cigars

PEBBLE—5 CENTER **PHARAOH**—10 CENTER

No Wonder

we are adding account after account on such terms.

Send your order to us by mail for 1,000 assorted as you direct.

J. Bruce Payne
Limited
Granby, Que.



T & B
10-cent size

OCCASIONALLY one comes across a grocer who doesn't sell ***T & B*** tobacco. He is new in the business, perhaps, or it may be that he is indifferent,—thinks that any tobacco will do, and, "anyway, there's no money in smoking tobacco."

A mistake! ***T & B*** above all others is the tobacco to sell, and the most profitable.

THE GEO. E. TUCKETT & SON CO., Limited,
HAMILTON.

THE CULTURE OF TOBACCO IN CUBA

JUST how the world-famous "Havana leaf" is produced is a matter of curiosity, if not of live interest, to every member of the grocery and tobacco trades of Canada who has not the opportunity of paying a personal visit to the country of growth. A representative of The Grocer recently had the pleasure of an interview with Mr. J. M. Fortier, the well-known tobacco manufacturer of Montreal, who is a regular visitor to Cuba, and is reproducing some of the facts for the information of its readers.

The tobacco plantations of Cuba are located for the most part in the Province of Pinar del Rio. Very little of the product of the fertile valley of Vuelta Abajo ever sees Canada, for the simple reason that it is principally used in the manufacture of clear Havana goods of the highest grade. Near this territory are the Partidos, Santa Clara, and Monigua Pogua districts, where the bulk of the ten thousand bales are grown that are exported to the Dominion of Canada every year.

A Branch of Farming.

Tobacco growing is really a branch of farming in Cuba and Cuban tobacco farmers remind one very much of wealthy Canadian growers of agricultural products. The industry in Cuba may be said to rank in a position similar to that of the British navy in the eyes of the world,—it is in the lead by about two centuries of development. Canadian growers have still much to learn from the Cuban planter in the matter of cultivation. Even in that tropical country, where cold weather is a thing unknown, hundreds and hundreds of acres are regularly covered with cheese cloth to protect the treasured weed from rain and wind storms. The average farmer cultivates about eighty or ninety acres in one place. The soil is ideal for the cultivation of the seed, it being brick-red in color and a rich oily loam replete with nourishment brought about by many years of fertilization. Most of the planters are Spanish, and it may be said that this nationality has practically a monopoly of tobacco growing in the Island. They understand the secret of successful tobacco culture as none of the other planters do. It is as Mr. Fortier says: "One farmer will make more out of his land than another because he understands his business better than his neighbor, and the culture of tobacco is just like anything else. Experience teaches many tricks and secrets." Planters like Luis Markes and Adolphe



Street Scene in Havana—The figure in the centre of the group is that of Mr. J. M. Fortier of Montreal

Muller & Co. are experts; they know every stage in the growth of the tobacco plant and naturally enough are favored by buyers the world over.

The Season of Growth.

The seed is planted early in the Fall, about September, and so rapidly do the plants mature that they are ready for cutting by the middle of December or January at the latest. Every month the leaves are cut according to the growth. The Cubans are a very superstitious people. For instance, they are governed by the different stages of the moon in picking the leaf. If cut during the waning of the moon they think the leaf will not be of as high a quality as if it is cut when the moon is young. They also have an idea that fish caught after the moon is full will not be good, and lumber cut during a similar period will not be durable or satisfactory.

The planters tend the growing crops with scrupulous care and watch the different grades as jealously as a parent watches a child. The harvesting of tobacco extends over a period of many months, in fact, until the crop is exhausted. Some thrifty planters, however, manage to get two crops a year off the same ground.

Curing Process.

The process of curing is very complicated and important. The leaves are much like the Canadian leaves in shape and color, but the unfailing fragrance of

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

Cuban tobacco is due entirely to the richness of the soil and the extreme care taken in cultivation. The leaves are selected and graded and then hung. Some are dried slowly and others are moistened advisedly; but no one except the Spaniards who are trained at the business know just how the curing proper is accomplished. Tobacco is a peculiar plant in this way, that if it happens to be placed near onions, for instance, it will absorb the aroma. Much Canadian tobacco is stored in the midst of other plants and its flavor marred by the assimilation of foreign odors.

Raw leaf is packed in bales containing about eighty karats. A karat in tobacco parlance means all the way from a half pound to a pound and a half. There are from thirty to fifty leaves in a hand of tobacco and four hands make what is called a karat. When it is remembered that only about ten thousand of these bales are shipped to Canada every year it is easy to see that the Cuban tobacco trade is not enormous.

In Canada it is claimed that the tobacco growing industry is merely in its infancy. That it is a most profitable way of using land may be illustrated by the fact that on one acre of land in Cuba may be grown from fifteen hundred to two thousand pounds of tobacco. The leaf sells at ten cents per pound, and the average return from a tobacco plantation is two hundred dollars per acre. What other kind of produce will bring such a revenue?

The Cubans have an enormous cigar trade. Their warranty stamp system guarantees every box of cigars made in Cuba, and if a smoker wishes to be sure of a Cuban cigar he must ask to see the warranty stamp on the box, which is official and reads "made in Cuba."



Sorting Tobacco in Cuba.

CANADIAN TOBACCO TRADE.

CONTINUED expansion has been the feature of the tobacco business of Canada during the last five years. Each year has shown an increase over the preceding twelve months in the volume of trade turned over. It will be noticed that last year every class of tobacco and manufacture of tobacco was greater in value than it was in 1903. An increase in imports of nearly half a million dollars in value shows a great buoyancy and prosperity in the business.

This, however, is merely looking at it from the standpoint of the imports. As a matter of fact, native-grown tobacco is each year assuming greater proportions. The amount of exports of the class of goods specified in the tables for 1904 is practically double what it was in 1903. In 1903 the total exports of tobacco, raw and manufactured, amounted to $326,782 in value. In 1904 this amount grew to $644,605. No other industry in Canada can show such a phenomenal growth as this.

Tobacco growing in Canada, while it is of comparatively recent development, is increasing in profitableness. Under scientific instruction the planting, harvesting and curing have made rapid strides. Finer qualities of leaf are being cultivated, and under intelligent culture this will undoubtedly make a profitable crop for the farmer. It is impossible to give statistics of the actual amount of tobacco grown in Canada at the present time because so much is grown by the farmers in Quebec for personal consumption. However, in Western Ontario, where tobacco is grown for manufacture, it has been shown that good profit can be made out of a crop.

In smokers' accessories, such as pipes, pipe mounts, cigar and cigarette holders, smokers' sets and tobacco pouches, the imports have more than doubled in five years. The business in these lines totaled $444,747 in 1904. These form an important part of a tobacconist's stock and should grow even more rapidly during the coming years. Altogether the tobacco trade is in a particularly healthy condition.

IMPORTS OF TOBACCO.

	1900	1901	1902	1903	1904
Cigarettes	$ 23,202	$ 25,443	$ 41,195	$ 50,167	$ 55,068
Cigars	263,540	313,576	272,348	309,204	340,456
Tobacco, cut	73,702	87,407	107,152	131,563	146,943
Snuff	3,395	2,406	3,632	3,677	4,903
All other manufactures of tobacco	60,195	41,120	46,118	41,180	70,022
Tobacco, unmanufactured for excise purposes.	1,731,366	1,555,351	2,020,099	2,503,517	2,880 792
Foreign raw leaf	1,970	146,617	32	1,780	6,591
Tobacco, samples unstemmed	354				
	$2,157,824	$2,172,420	$2,490,476	$3,041,028	$3,504,775

SWEET CAPORAL



CIGARETTES

STANDARD OF THE WORLD

Sold by all Leading Wholesale Houses.

CLAY PIPES

THE BEST MADE ARE

McDOUGALL'S

Insist upon this make.

D. McDOUGALL & CO., Glasgow, Scotland.

Plain Profitable Talks—No. II.

Let us co-operate in making a paying cigar department. You need many things but our show case proposition will start you right.

A post card brings you all information. We have cigars at all prices, but we invariably recommend

ROYAL SPORT for a 10-center
HOGEN-MOGEN for a 5-center

Yours for success,

The Sherbrooke Cigar Co.
SHERBROOKE, P. Q.

A Trade Bringer--King Buffalo Cigar

Men want the very best cigar they can get—always. In a 5-center, give them our **King Buffalo.** They'll like it, get it again, tell others about it—and it's $1.50 a hundred for you again and again. We give you ample advertising matter. $35.00 per M. Express paid on sample hundred if cash accompanies order; also on all time orders of ½ M. or over.

Smokers—Return pockets and get set of fine art pictures.

Canada Cigar Co., Makers, London, Ont.

SEALED

The success of our Tobaccos is sealed because our reputation for thoroughness and straightforwardness has been won by setting a standard of attainment and by continually hovering about that standard. In the manufacture of Tobaccos we use only the most sterling stock, which, inspected and re-inspected by experts, reaches your hand—**Perfect.** You will have no difficulty in disposing of your stock if you always mention **McALPIN.** Smoking Tobaccos: **Tonka, Solid Comfort, Pinchin's Hand Made;** Chewing Tobaccos: **British Navy, King's Navy, Beaver, Apricot.**

McALPIN CONSUMERS' TOBACCO CO., LIMITED
TORONTO, ONT.

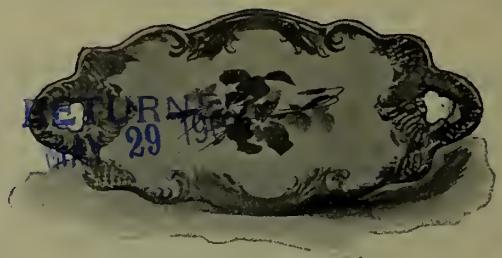
We sell good goods cheap **We sell good goods cheap**

THREE GOOD THINGS



DAZZLER ASSORTMENT

New cut style pattern, all fine, large articles. Any piece retails for ***10c.*** each.



TRIANGLE ASSORTMENT

Novelties in hand-painted decorated ware in opal, emerald and crystal etched. Large pieces retail ***25c.*** each.



NORTH STAR ASSORTMENT

Undoubtedly the best imitation of rich cut glass ever marketed. Pieces retail ***25c.*** each.

We Illustrate and List all these Assortments.
Write for particulars, for reference, if you don't want to buy just now.

GOWANS, KENT & CO.

MANUFACTURERS OF **LAMPS** and **RICH CUT GLASS**

DECORATORS OF **Earthenware and Opal**

Crockery and Glass
China and Lamps
Fruit Jars
Chimneys

TORONTO AND WINNIPEG



KOPP LAMPS

BEAUTIFUL SILK COLORS, WONDERFUL CARDINAL, AZURE, GREEN AND OTHER COLORS, SOFTENED BY ETCHING AND WITH SILKEN SHEEN OF FINISH.

Send for illustrated lists of different styles, ranging in price from one to ten dollars each.

BELGIAN LAMPS

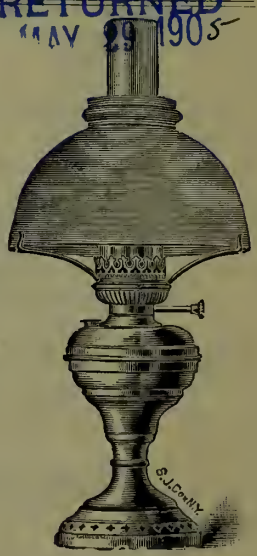
THE KING OF LAMPS.

FIRST FOUR MONTHS PAYS FOR ITSELF.

SECOND FOUR MONTHS PAYS A DIVIDEND.

Send for Booklet telling **WHY.**

This Lamp is made in all Sizes, Styles and Finishes.



GOWANS, KENT & CO.

A CANADIAN POTTERY

READERS of The Grocer, and particularly members of the trade who make a specialty of their china and crockery departments, will be interested in knowing that the Province of Ontario possesses one of the largest and most up-to-date potteries on the American continent. In fact R. Campbell's Sons' Rockingham or brown storeware as manufactured in Hamilton has long since won a continental and even world-wide reputation, and it is no unusual thing to hear buyers to-day asking the question whether some new-fangled line of pottery is "as good as Campbells.' "

This industry dates from 1852, when Mr. Robert Campbell, the father of the present proprietors, began the manufacture of earthen crocks and flower pots. The business soon grew to considerable proportions and the firm gradually enlarged their sphere of operations to include the making of Rockingham and white-lined ware, fire-bricks, etc. Mr. Robert Campbell died in 1898 and the business was taken over by his three sons, John D., Robert Wesley and Colin C. Since then the two former have died, leaving Colin C. sole proprietor, who is continuing the business under the style of R. Campbell's Sons. In conversation with The Grocer representative, Mr. Campbell stated that he had been actively engaged in the manufacture of pottery for upwards of twenty-eight years. "I have worked at every branch of the trade," said he, "and for years took my place at the bench as an ordinary workman, receiving the same wages. My father's idea was that his sons should know the pottery business thoroughly and that the best and only way of realizing this end was to start them at the bottom and let them work their own way up. Like a number of other successful Canadian business men, he came to Canada with the proverbial shilling, and by sheer perseverance and ingenuity laid the foundations for the business as it exists to-day. For years all the work was done by hand, and we employed no help outside the family. At the present time we have forty-five workmen employed twelve months in the year; we make regular shipments of our goods to points as far west as Vancouver. Right here it may interest you to know that Canadian Rockingham ware has practically a monopoly of the Canadian market. The only thing that keeps us from exporting our Rockingham and white-lined ware to the United States is a prohibitive import duty of sixty per cent. We could compete with the American trade if this were cut down to thirty per cent. for the simple reason that our goods are acknowledged by the wholesale as well as the retail trade the country over to be in the very front rank in quality, which in the long run is what counts most. For instance, Timothy Eaton has carried our yellow-stone ware for over forty years."

Where the Clay Comes From.

The process of manufacture from the time the clay reaches the pottery until the final glaze is applied and the finished bowl, teapot or cuspidor ready for packing, is as interesting as it is unique. The raw material comes from New Jersey, Pennsylvania and Ohio, and is of two sorts, broadly speaking, brown and white. No variety of clay is good by itself; in fact, there is a mixture of four different clays from three different states in the ordinary brown stone teapot. This clay is first washed, plunged and run through a silk sieve, after which it passes into the hands of the moulders, and the interesting work begins.

The writer in going the rounds of the Hamilton pottery with Mr. Campbell was prompted by curiosity to ask for the "potter's wheel," but to his great astonishment was informed that this was a relic of the past. Machinery and electric power, simply guided by the hand of man, have entirely changed the old order of things. The clay is filled into plaster-paris casts or moulds of the desired shape and the whole placed on a revolving jigger or jolly which can be so adjusted that it hollows and pares the clay to the exact shape and size required.

The Process of Moulding.

This process can be easily followed with the aid of the accompanying illustrations. Separate moulds are used for the cover and body of a bowl, and one each for the spout, handle and body of a teapot. The different parts of a teapot are later cemented together with water. Bowl and teapot lids are turned on a kind of lathe in order to get the exact size and curvature of the knob or handle. For the benefit of those of our readers who have never visited a pottery we may mention that a teapot passes through no less than fifteen hands before it is complete. The preliminary process of manufacturing a bowl is reminiscent of that wonderful art of which men



Forming Jelly Moulds. This cannot be done by machinery.

know so little, we refer to pie-making. The workman kneads his clay, flattens it with a huge pestle to the desired size



Making Tea-pot Covers on a small Jigger.

and then presses it into a mould, cutting off the rough edges with a sharp knife in genuine culinary fashion.

After the moulds have been left long enough to dry, plaster-paris casts are removed, and the half-finished article sponged and scraped to remove rough edges. The color of the clay at this stage is light grey. It is now ready for firing after being packed in fire-clay boxes.

Firing in the Kilns.

This process occupies twenty-four hours, the clay being subjected to a constant temperature of 3,300 degrees. It is difficult to realize what this high degree of heat means until you are told that an average eight furnace kiln consumes no less than twelve tons of hard coal in twenty-four hours. Every compartment in a kiln has a separate furnace from which the heat is transmitted through the medium of air flues. No one needs to be told how that the opening to each compartment is walled up after the clay-boxes or saggers are placed and before the fires are lighted. It is a notable fact that the clay is subject to considerable shrinkage from firing and drying, which makes it more or less of a problem to get the right shapes and sizes. The percentage of spoilage from the time the clay is put in the kiln is about five per cent. This represents straight loss as seconds cannot be utilized to advantage in the manufacture of this kind of pottery, and the clay will not stand a second thorough firing.

Glazing.

After the first burning follows the glazing process. This is nothing more than an application of pure liquid glass or flint glass in its fluid state to the pottery which is now said to be in a biscuit state. The mottled effect seen in some ware is produced by the use of two colors of glaze. After glazing the biscuit is fired a second time and comes out of the kiln ready for cleaning and assorting. In Rockingham, yellow and mottled stoneware one cannot help noticing three little marks on the bottom of every piece. The reason for this is that owing to the intense heat of the kiln and the tendency of biscuits to adhere to one another and to the bottom of the clay-boxes, each one is supported on three little stilts.

In a pottery the size of R. Campbell's Sons the weekly output is, roughly, three hundred dozen teapots and thirty dozen bed-pans, besides many hundreds of bowls, crocks, cuspidors, etc., of all sizes. This firm also manufacture stove fire-bricks on a large scale, having at the present time contracts for supplying practically every foundry in Canada.

CROCKERY AND CHINA IMPORTS.

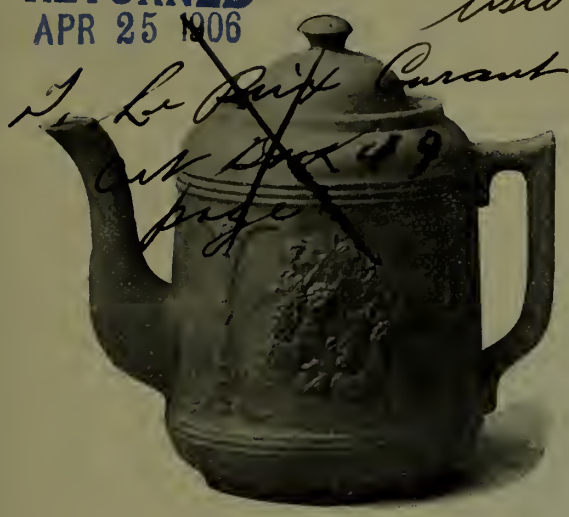
IMPORTATIONS of earthenware during the past year shows some interesting features. The gross imports have increased steadily for the past five years, but the sources of these goods have altered considerably. Great Britain continues to supply more than half of the total amount and her exports to Canada in 1904 were twenty-five per cent. greater than in 1903. In spite of the surtax, Germany increased her exports to Canada. However, the amount Canada received from Germany is much smaller than might be expected considering the advanced position the latter



How Bowls are Made.

RETURNED
APR 25 1906

used in Gold Spec



"CHAMPION."

RETURNED
25 1906



"GLOBE," with Percolator.

ESTABLISHED 1852

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, ONT.

MANUFACTURERS OF

ROCKINGHAM, YELLOW and YELLOW-WHITE LINED WARE

STOVE FIRE BRICK, Etc.

DIRECT IMPORTERS OF

JAPANESE GOODS

OF ALL DESCRIPTIONS

SOLE MAKERS OF THE

CELEBRATED "CHAMPION" TEA POT

THE above wares, made by Campbell of Hamilton, have been before the Canadian public for over ***FIFTY*** years, and are acknowledged by all dealers to be the best ware of its kind made. It has stood the test for over half a century, and that is what counts. We are also the largest importers of Japanese Pottery and Curios in the Dominion. All mail orders and enquiries carefully attended to.

country has taken in pottery. For instance, the United States has increased her imports from Germany far more than from any other country. There is a reason for Canadian diffidence about buying German ware besides the disadvantage at which the surtax places it. There is a sentimental feeling in this country that Germany is antagonistic to Great Britain and dealers throughout the country have shown this in increasing their purchases of English ware at the expense of German goods.



Japanese Jardiniere and Jardiniere Stands.

An interesting development in Canadian trade is the importation of plain earthenware and the subsequent tinting and gilding of it by Canadian crockery houses. This class of work, which was at first somewhat crude, has so advanced that foreign designs are reproduced with the utmost fidelity. Difficulties which were formerly found in the firing have been successfully overcome. The introduction of this work marks a distinct advance in Canadian pottery.

The imitative Japs have entered the field of crockery and china ware and bid fair to carry off a big share of the business during the present year. Importations from Japan have been steadily increasing, but their activities along this line have never been exhibited to the extent that they have this year. As an example of what is being done in developing new business the case of a Canadian firm may be mentioned. This firm sent over to Japan a sample porcelain door knob such as they had been buying in Germany. The Japanese submitted a price much below the European figure and a sample order of half a million was sent in. The goods were in every respect the equal of the sample which had been sent over and, in fact, could not be distinguished from the German article.

The Japanese are essentially imitators. German and, more particularly, Bavarian china have been copied by them with great skill, and a great quantity of this class of goods is being exported to this country at the present time. An objectionable feature of Japanese business is the variableness of the price. A repeat order will frequently be filled only at a considerable advance on the original price. This is no doubt the result of imperfect methods of estimating the cost of manufacture and will be rectified as soon as business becomes more organized.

In vases and jardinieres of Chinese and Japanese design there is a large variety. Of jardinieres and pedestals one firm alone is showing over fifty lines. The vases are peculiarly characteristic and such as to appeal to popular fancy at the present time. In the same class of goods are incense pots which suggest eastern temples and which will be most suitable for the decoration of dens. Earthenware fern dishes and other verandah decorations are found in typical Japanese patterns.

Among the novelties which come from Japan are bronzes. The figures which are produced in this metal are exceedingly artistic and lovers of the antique can have their wishes satisfied with originals of the ninth century. Some examples of vessels and vases, with the sacred lotus, are exquisitely wrought in fine hand carving and filigree work. Bronzes have become decidedly popular in this country and it may be said safely that Japanese ware will be in a forward position in the season's sales.

Lamps for the coming season are in larger and bolder designs. For the past two or three years the tendency has been towards small flowers and delicate colors. This has given way to more pronounced effects in color and pattern. In spite of objections to deep bowls, the latter will be the correct thing. They present a much handsomer appearance than the shallower bowl can possibly do.

In glassware there is a strong run on cut glass patterns. The results which have been accomplished in pressed glass are wonderfully near the originals. This class of goods in cheap and moderate prices will be a feature of the season's trade.

LOCATING IN CANADA.

Sharp competition in Canadian territory between English pottery manufacturers and the Trenton Potteries Co., of Trenton, N.J., has resulted in the purchase by the latter of the "Sandy" McDowell pottery at St. Johns, Que.

The St. Johns industry was a formidable competitor of English manufacturers some years ago, but was closed down recently. It is not thought that the Federal Government will enforce the Alien Labor laws against the new comers, who are increasing their operating staff in St. John by the importation of fifty expert workmen from New Jersey.

Canadian Imports of Crockery and Glassware.	1900.	1901.	1902.	1903.	1904.
	$	$	$	$	$
1. Brown or colored earthenware and stoneware and Rockingham ware	11,776	19,328	24,377	36,866	35,339
2. Decorated, printed and sponged, and all other earthenware, except baths, tubs and wash stands	240,551	274,764	355,770	485,041	720,623
3. White, granite or ironstone ware and C.C. or cream-colored ware	199,257	226,916	153,548	215,978	237,911
4. China and porcelain ware	264,989	336,093	342,479	375,951	4.1,393
5. Glass carboys and demijohns, empty or filled bottles and decanters, flasks and phials	219,407	266,293	329,164	324,488	299,264
6. Glass jars or glass balls, and cut, pressed or moulded, crystal or glass table ware, decorated or not	227,568	226,715	218,653	293,108	288,647
7. Lamp chimneys, glass shades or globes and brown glass table ware	120,594	143.624	127,861	115,592	91,821
	1,284,132	1,492,733	1,551,882	1,847,024	2,094,998

"I LIKE YOUR TEA"

That is what you sometimes hear about some teas. That is what you hear **all the time** about

Blue Ribbon *Ceylon* Tea

Such would not be the case if **Blue Ribbon Tea** was not a **likeable** Tea. It suits the **Taste** as well as the **Pocket Book** of the users. **Blue Ribbon Tea** is the **best Ceylon Tea** yet offered to the public. The **Red Label** line is a great seller at **40c.**, though it is worth **50c.** How is your stock of **Red Label ?**

CROCKERY

B. H. M.

(Both China and Earthenware)

Can be had from us

FROM STOCK AT IMPORT PRICES

Write for particulars

BARNARD & HOLLAND CO.

MONTREAL

NEW ADDRESS :
CORISTINE BUILDING

THE

"VAMPIRE" Spiral Flycatcher



5cts. each

Clears the house of flies

THE "Vampire" Spiral Fly-catcher consists of a small closely-wound Spiral, covered with a sticky material, and hermetically sealed in a short tube. By simply pulling out one end the Spiral is elongated and forms the most effective Fly-catcher known.

This article is a quick seller and carries a large profit. It is CLEAN, SIMPLE and EFFECTIVE. As a window show it draws crowds. No POISON. No LEAKAGE.

LABELS IN ENGLISH OR FRENCH

SEND FOR FREE SAMPLE

SOLE MAKERS :

KAY BROS., Ltd., Stockport, England

SOLE AGENTS FOR CANADA :

The LEEMING MILES CO., Limited, Montreal

TOILET SOAPS

Lever Brothers Limited offer to the trade three excellent brands of toilet soap, all of which have proved to be good sellers.

They are compounded wholly from vegetable bases, are absolutely free from animal fats and astonishingly fine in perfume.

Shrewd dealers know that the name ***LEVER*** on any Soap product is a guarantee of all that's good in soap-making.

There is no reason why a first-class grocer should not handle a reliable line of toilet soaps. Many have held aloof from doing so because they felt that no domestic soap at a moderate price could compete in quality with imported goods.

CORAL

5 cents a tablet.

Toilet Soap, made in four perfumes, each tablet wrapped and packed in separate carton, 25 cartons in neat wooden box, suitable for display purposes.

Also packed 3 tablets in handsome cardboard box

Per doz. tablets, $ .45 cts.
" 100 " 3.50
" gross " 3.25

Profit, 42 per cent.

SILK-SKIN

10 cents a tablet.

Toilet Soap, made in four perfumes, each tablet wrapped and packed in handsome cardboard box of 3 tablets each. This soap is peculiarly soothing and healing to the skin and its perfume wonderfully lasting and delicate.

Per doz. tablets, $ .90 cts.
" gross " 10.50

Profit, 42 per cent.

PLANTOL

20 cents a tablet.
3 tablets 50c.

Represents a new departure in toilet soaps and is guaranteed to contain no animal fat or gross vegetable oils, being composed of the sweet oils of luscious fruits and fragrant flowers, exquisitely blended. Packed in very pretty boxes of three tablets each.

Per doz. tablets, $ 1.25
" gross " 14.50

Profit, 100 per cent.

No domestic soaps made can compare with these in refinement and quality, and even the highest-priced imported soaps are not as pure and wholesome as to basic composition.

These goods give satisfaction invariably and the profit in them is something worth while.

The name ***LEVER*** on a cake of Soap inspires confidence and begets ***TRADE.***

LEVER BROTHERS LIMITED, TORONTO

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN.
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Northwest Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island, Newfoundland and abroad.

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BRITISH COMMERCIAL AGENTS FOR CANADA.

IN respect to trade matters, Great Britain is less favorably situated in her colonies than her foreign competitors. Take the situation in Canada for example. The United States, France, Germany, to say nothing of the smaller countries, have each their consuls in the different trade centres of the Dominion. This is particularly true of the representatives of the United States, Great Britain's greatest competitor on this market.

Many of these consuls are business men and all of them are on the watch for opportunities to extend the trade of their respective countries. No body of commercial travelers could be more so.

The United States Department of Trade and Commerce issues a daily bulletin containing reports from the consular service the world over. And how large a place Canada occupies in the eye of that service may be gathered from the fact that there is probably not an issue of that bulletin that does not contain a report of some kind dealing with trade matters in Canada.

The British Government, on the other hand, has no such agencies gathering information for dissemination among the business men of that country. This is all supplementary to the large number of travelers representing United States firms who are regularly covering Canada from ocean to ocean.

British sentiment is strong in Canada; but sentiment does not count much in business. Business is business here as well as elsewhere.

Canada is perfectly aware that in Great Britain there is a strong sentiment in favor of this country; but we are not relying on this quality alone in matters of business. Neither do we depend upon what commercial travelers can do. The Government of this country supplements all this by sending to the Mother Country a corps of commercial agents to spy out the land and to suggest through the Department of Trade and Commerce how exporters in Canada can best enlarge their trade in the British Isles. In Great Britain we have half a dozen such agents. In Australia we have two, in South Africa one, and in the West Indies six.

Through the preferential tariff Canada has officially done a great deal to encourage British trade in Canada. It now devolves upon the British Government, by the appointment of commercial agents in Canada, to officially do something to assist the exporters of Great Britain to develop their trade with the Dominion.

HAVE COME TO STAY.

TRUSTS, combinations, agreements, or whatever we choose to call commercial organizations, have come to stay — at least until some other system of business development appears to take their place. They are born of to-day's economical conditions.

With manufacturers, merchants and working-men's organizations as the order of the day, those who do not organize are handicapped in the struggle for business or bread. Those who do not organize feel the necessity for it; and those who are struggling in single misery are falling into line with the various armies of consolidation.

It is folly to gnash one's teeth in anger because of such things, or to endeavor to stem the tide of consolidation. The causes which are producing these effects are no more irrepressible than the march of the indomitable Japs.

Those who are forming themselves into consolidations are not philanthropists. They are looking out for themselves; but it does not necessarily follow that these organizations are evil. Economically they can do a great deal of good; but they can also do a great deal of harm. They undoubtedly do a great deal of harm in some instances. The remedy, however, is not to kill them, but to so regulate them so that their opportunities for doing harm will be reduced to a minimum, without their being crippled in the good they may do.

A PRECARIOUS CONDITION.

IT is to be hoped that the Dominion Government will, at an early date, give serious consideration to the precarious condition of the stoneware industry in Canada. While it does not rank as one of Canada's leading industries, a considerable amount of capital has been invested in the different potteries, which employ a goodly number of workers, and it is only just to the enterprising firms that have endeavored to build up an industry in the face of very adverse conditions that their case should be fairly and impartially considered by the authorities at Ottawa. The facts regarding the stoneware trade are these:

The centre of the American stoneware industry is in Ohio. The potteries there stand on the clay, and very often a bed of coal overlies the clay. It is easy to appreciate the advantage these conditions confer on the American. Put into figures it works out as follows: The cost to the American of the raw material is 85c a ton, as against $5 to the Canadian, a difference of over 400 per cent. Coal costs the American (when he has to buy it) $1.25, as against from $4 to $5 in Canada.

The railways have conspired to still further handicap the Canadian manufacturer by giving his American competitor a rate better by almost a half. The

G.T.R., for example, will take stoneware from Buffalo to any point in Canada for the same rate as from, say, Brantford. to the same point. When it is remembered that the G.T.R. have to pay the American road a proportion of that charge for conveying the goods to the point of transfer, the discrimination against the Canadian companies is obvious.

Taking all the facts together, the result is that while the Americans sell their goods wholesale at the kiln for 4c. a gallon, the actual cost of manufacture to the Canadian companies is 6c. a gallon, and they sell it direct to the dealer for 8c. Out of this gross profit of 2c. a gallon, or 25 per cent., has to be deduct the cost of selling, which averages 20 per cent., thus leaving a balance of 5 per cent. to cover office expenses, etc., and provide a profit. ...

Under the former Government the manufacturers had a protection of 3c. a gallon specific duty. The present Government took that off and substituted for it a duty of 30 per cent. ad valorem. While this may seem an adequate duty, it really amounts to very little in the way of protection in view of the exceptional conditions under which the industry is carried on.

The consumer has received no benefit from the lower duty, as he pays the same price for his pottery to-day as he did then, and is not likely to reap any advantage from the extinction of the Canadian potteries. The experience of the State of New York is a striking example. The Ohio potteries, having formed a powerful combine, attacked the New York market, and succeeded in putting about 40 potteries in that state out of business by underselling them. Having effected their object, they raised the price 100 per cent., and are still advancing it. What happened in New York may equally well happen in Canada.

YOUNG MEN REMAINING IN CANADA.

HERETOFORE when the Spring exodus of engineering graduates from our Canadian universities was at hand it meant, with the large majority, their leaving Canada and taking up positions in the United States. In this way we were losing the greater part of a stock that, remaining, would be a dominant factor in building up the nation, particularly in a country in which the engineering possibilities were as ample and varied as in this. Seeing no immediate prospects here, and being offered inducements by our southern neighbors, the young engineer, following the line of least resistance, accepted what was offered, thinking, perhaps, to return some day, but in nine cases out of ten ultimately becoming a part of the republic.

This is equally true of young men in other walks of life. Thus Canada has been rearing vigorous, brainy sons, educating them in her public and high schools and colleges after a system unsurpassed by any in the world, while Uncle Sam, keen and astute. has reached out and reaped the benefit. This is well shown in the number of high-class positions now occupied by Canadians in his domain. The cause lay not only in the fact that there were openings there for young men of this country such as could not be hoped for here, but also that the true worth and hardihood of the Canadian young man was fully appreciated in the United States, while at home such was not the case. It was the same old story of the prophet being not without honor save in his own country.

A change has been taking place slowly but effectively, and more noticeable this year than heretofore, with new-fledged engineers, at least. The young man is not seeking scope for his energy and ambition elsewhere but finding and realizing prospects before unavailable. He is beginning to feel that in this country his chances are better, his outlook brighter and his ultimate hopes for success of far greater measure than in other countries. Without feeling the thrill of the patriot when swearing loyalty to his native land, although possibly some few may be thus influenced, he finds the time has come when he can remain at home and take a position at least satisfactory for the present and offering all things for the future.

So great has been the industrial development both in the mechanical and electrical trades, railroad and other construction, that the demand for mechanical, electrical, civil and mining engineers, has been greater than the supply. The construction of the Grand Trunk Pacific has called for a large force of engineers for various positions and later a permanent corps of divisional engineers will be needed. The prairie division of the G.T.P. requires men at present, many positions being still open. The growth of the country is absorbing the class of young men who formerly left our confines, and this in itself, apart from any feature of expansion and development connected therewith, should be a gratifying feature to Canadians.

TWENTIETH CENTURY FOR CANADA.

THE outlook for Canadian trade, taken as a whole, was never brighter than it is at the present time. Work is plentiful and wages are good, a condition which applies to the cities and large towns no less than to the rural districts throughout the country. That confidence is felt in the industrial outlook is amply shown by the new industries that are starting into life almost every day. The ceaseless tide of immigration that is flowing into Manitoba and the Northwest Provinces has opened up a field for manufacturers that would seem to be almost inexhaustible. Last year the influx of settlers was phenomenal. This year it promises to eclipse all previous records, owing in great measure to the progressive policy adopted by the Dominion Government in establishing capable, zealous and responsible agents in the large cities of Great Britain and Europe. The misfortune under which Canada has labored in the past has been lack of knowledge in the older countries of the inducements she has to offer to the settler. Her climate has been traduced, her resources doubted, and her civilization minimized. But now, thanks to persistent and intelligent advertising, the clouds of misconception have been rolled away, and Canada stands forth, if not as a land flowing with milk and honey, at all events as the country par excellence for the ambitious, intelligent and industrious workers in the old lands, who find their energies "cribb'd, cabin'd and confined," by the excessive burdens of European civilization.

If Canada has substantial attractions for the settler, not less are the inducements she has to offer to the manufacturer, and this fact is beginning to be recognized. American capital, especially, is being employed to build factories

and establish trade in the Dominion, and traveling representatives of American concerns are as common in Canada as pebbles on the sea shore. While we cherish no hostility towards our American neighbors, we feel that it would be mutually advantageous to Canada and the motherland were British capital to take a more prominent part in the industrial development of the premier British colony. Sir Wilfrid Laurier has been guilty of a prophecy, but it is a prophecy of which the seeds of fulfilment have already taken root. He said: "The nineteenth century was the century of the United States. The twentieth century will be the century of Canada."

RETURNING DRAFTS.

ONE of the most annoying experiences of the jobbing trade, and one for which there is in ninety-nine cases out of a hundred no valid excuse, is that of returned drafts from the retail dealer. In making this statement it is not intended to infer that the retail merchants when returning drafts to the jobber do so with the intention of declining payment of the account. An experience extending over twenty-five years in direct dealings between the wholesaler and the retailer has led to the conclusion that the one great fault in these cases is want of reflection on the part of the receiver, and the consideration that is due to the shipper, as well as to himself.

One of the largest wholesale grocers in Canada in discussing this question lately stated that he had made it a rule of his house, based on sad financial losses sustained through this habit of customers returning drafts for paltry excuses, to immediately demand settlement, allow the claim, and close the account in his books for all time. He instanced the case of one of his customers whose monthly account ran from $700 to $1,000, but who invariably allowed drafts to come back for some trivial excuse, such as a broken box of raisins, damaged in transit, leakage of vinegar or molasses, shipment delayed through storms or railway freight blockade, etc., all things for which the shipper could in no way be held responsible. The merchant referred to gave as his last excuse for returning the jobber's draft short delivery of a box of Valencia raisins in a lot of a hundred boxes and general groceries, the fault of the railway company, as investigation by tracer showed when the missing box was finally located and delivered to consignee. The entire amount of the bill was in the neighbourhood of $500. The proper thing for the dealer to have done would have been to accept the jobber's draft and make claim on him or the railway company, instead of sending back the draft. As the jobber wrote his customer when closing the account, "surely when we have the confidence to trust you with a monthly credit of $700 to $1,000, you should have had sufficient confidence in our house and its reputation for straightforward dealing to accept the draft and report your claim in the proper way, etc."

This case is only by way of illustrating the point we desire to make, namely, that not enough serious thought is given to this matter of returning drafts by the retailer. If there is any fault with the goods, if they are not up to sample, if there has been an overcharge or other reasonable excuse for expressing dissatisfaction, the customer should promptly notify the jobber, who will straighten out the difficulty, as no jobber is anxious to lose a customer in these days of keen competition. But to leave matters in abeyance until the jobber makes a draft and then return the draft, subjects the jobber to unnecessary and unwarranted expense for exchange charges, besides creating extra work for the accounting department.

A feature of serious consequence to merchants with a penchant for returning drafts for some trivial reason is one they should reflect upon. No class of business men like to deal with customers given to returning drafts, and no banking institution counts the account of any merchant who is continually sending back drafts; it naturally leads to the suspicion that something is wrong. It will be in the interest of every retailer to avoid in every way possible the returning of drafts. If for any reason it is found that it will not be convenient to meet the draft on presentation, an explanation in time to the jobber will in every reasonable case receive consideration, but to say nothing and merely send it back is not fair to the jobber and can only reflect injuriously upon the financial position of the merchant. Don't return a draft unless for the most powerful and justifiable reasons.

THE ONE PRICE SYSTEM.

SOME merchants continue to mark their goods in character instead of in plain figures. This is a relic of old-time business methods which no modern dealer should tolerate in his store. It recalls the days when every price was tentative and liable to such reduction as the persistency of the buyer would make necessary. There can be only one reason for using unintelligible symbols to indicate the selling price and that is because the one price does not hold for all. Where the retailer himself virtually admits this, it is not to be wondered at that the customer should insist on getting the best price, which he assumes, and rightly, is not the one first mentioned. Even then the buyer always suspects that somebody else is getting a better figure and dissatisfaction is sure to follow.

The profits of the store are affected disastrously by such a system. Salesmen and customers alike are spoiled. The customer, having once received a reduction, feels that he is entitled to one on every purchase. The salesman, having seen the price once cut, becomes ever more ready to respond to the solicitations of the buyer. To effect a sale almost any reduction will be made, and it will be impossible to get a higher price again.

Apart from these considerations, the work of the salesman is made needlessly difficult. Where all goods are marked in plain figures and one price holds, a clerk can handle far more customers than under the other system. He can show the goods and explain the merits of them, but he is freed from the trouble of haggling over the price. Anybody who is familiar with retail trade will recognize that far more time is spent in discussing the price, if there is a possibility of paring it down, than in considering the quality of the article. A modern storekeeper cannot afford to have his own and his clerks' time spent in this unprofitable manner. The public, too, is better satisfied to deal with a store which has absolutely one price. The value of the goods may then be fairly judged.

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29 190
78



Representatives of The Eby, Blain Company, Limited.

TORONTO, JANUARY, 1905.

W. T. Wickham. A. L. McKechnie. M. A. Muldrew. J. A. Montgomery. W. M. Watson. F. J. Watson. J. W. Maybee. H. A. Ernst T. A. Wilson. W. Mills. J. M. Stalker. H. C. Baker. H. Hardy.
D. Casey. R. W. Ritchie. H. D. Eby. J. F. Eby. H. Blain. W. P. Eby. J. W. Borsberry. J. A. Milne.
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ST-GALMIER
ROMAN SPRINGS
FRANCE



The best mineral water on the market.
If you take your Scotch or Brandy with a
SPLIT
of this water, you cannot find a better drink.

We are the only ones offering this water in ***Splits*** and you will find it in all Cafes, Hotels and Grocery Stores.

Sole Agent for Canada

B. O. BELAND

1684 Notre Dame St., **MONTREAL**

Hideyoshi very often gave vessels to his captains when he wished to reward them for distinguished services, and these were afterwards preserved as valuable heirlooms in the houses of the captains.

As might have been expected, the tea ceremony attained great popularity on the advent of the Tokugawa-Regency, and during the period of peace lasting for about three centuries which prevailed under that regime.

RETURNED MAY 29 1905



Group of Japanese Tea House Girls.

Curing Process.

Only two kinds of tea were in use till the time of the Tokuhawa, namely, the pounded tea and pan-fired tea. It was not till 1738 that a new mode of curing tea was invented by a manufacturer of Yamashiro named Sannozo-Nagatani. This mode, called at that time "green-curing," consisted in first steaming the leaves, rolling them, and then drying them at a fire, in such a way as to preserve the natural green hue of the leaves. This system of curing, a forerunner of the present Uji system, was received with favor throughout the tea-producing districts. The Gyokuro tea, a modified form of the "green-cured" tea, was first manufactured at Uji in 1835.

It will thus be seen that the original mode of curing tea leaves consisted in steaming them, then pounding, and finally rolling them into balls, after which the pan-firing process came into vogue. Next we have the powdered tea method, and then the Uji "green-curing," and lastly the Gyokuro-tea style. The black tea is the latest innovation, dating only about 27 years back.

(The Grocer is indebted to the foregoing history of Japan tea to Mr. Shaw T. Nishimura, of the Japan Central Tea Traders' Association, Montreal. Mr. Nishimura is at present in Japan looking after the interests of the various tea planters' associations represented by him in Canada, and very kindly consented to secure the most accurate information on this subject for The Canadian Grocer. He also sent on a number of interesting photographs, a few of which are reproduced in this article.)

INCREASED FACILITIES.

The Rolla L. Crain Co., Limited, one of the pioneer firms in Canada, manufacturing loose-leaf accounting systems, have lately added to their plant five new presses, besides a number of labor-saving bindery machines. This increase places this progressive firm in the front row of manufacturers of these systems. Their trade has so extended that this step became an absolute necessity.

RETURNED MAY 29 1905



Mount Kunoh, Tea Producing District.

NEW WOODENWARE PLANT AT OWEN SOUND.

WHOLESALE dealers, retailers and users of woodenware generally, will be pleased to learn that a completely equipped factory for the manufacture of pails, tubs, and woodenware of every description, has been erected, and is now under full operation in the enterprising town of Owen Sound.

A year ago Keenan Bros., who for some years have been associated with Owen Sound as well-known and progressive lumber dealers and manufacturers, purchased the plant of the Parkhill Basket Co. Recognizing the superiority of its location, and other advantages incidental to the successful pursuit of the manufacture of woodenware, they at once made extensive alterations and additions to plant, consisting mainly in the erection of tower and horizontal dry kilns, dry kiln machinery, a large and commodious warehouse, and the most modern and improved machinery known for this purpose.

With these advantages and the assistance of skilled workmen in every department, their assurance of success has been fully realized; and, although the factory has been in operation but a few weeks, yet the quality of the output is excellent, being unsurpassed by any Canadian makers.

A portion of plant has been appropriated for the manufacture of veneer peach and grape baskets in standard sizes, splint market baskets and baskets of various styles and sizes demanded by meat packers.

The new company have been capitalized at $100,000 as the Keenan Woodenware Manufacturing Co., Limited. It should be a source of interest and gratification to the Canadian trade generally to know that an independent Canadian firm, backed by energy and capital, are successfully endeavoring to supply their requirements with goods so excellent in finish and durability. The different lines placed on the market so far have met with unqualified approval, and speak for the new firm a very bright future.

Make a Specialty of Specialties

Money is made in handling good specialties, such as

Paterson's Worcester Sauce.

It pleases your customer, is easy to sell, because low in price, and there is money in it for you.



ROSE & LAFLAMME
Agents - - - Montreal.

It is worth considering

The sale of chocolate is increasing every year You can build up a good business in this line if you make a point of selling **Nothing but the Best.** Now it's a big statement to make; but **Klaus's Chocolate** stands alone. It's the kind the public ask for, because they like it. All styles of packages. Try it.

"KLAUS'S"
Improved Swiss Milk Chocolate
"THE GOOD KIND"

AGENTS FOR CANADA
ROSE & LAFLAMME, - MONTREAL

Todhunter, Mitchell & Co.

The Sign of Reliability and Purity

For a quarter of a century this firm have stood for High-Grade

Pure Coffees Pure Spices
Pure Cocoas and Chocolates

No coupons.
Nothing but satisfaction given with our specialties.

Todhunter, Mitchell & Co.

TORONTO

SEE OUR EXCELSIOR COFFEE IN ½, 1, AND 2-lb. TINS.

RETURNED
MAY 29 1905

THE RICHEST — AND PUREST



Canadian Market

Most Popular Brands



YES, INDEED!

Scotch Whisky—Mitchell
(GLASGOW)

Special Reserve Quality; Quarts, Pints, Imperial Flasks and in wood.
Heather Dew Quality; Quarts, Pints and in wood.
Extra Special Liqueur, the world-famed "big bellied" bottle, as above.
Extra Special Liqueur in ordinary quarts and in wood.
Finest Old Scotch; 10 years old in ordinary Quarts and in wood.

AND

Brandy—P. Richard
(COGNAC)

Richard V. S. O. P. in Quarts, Pints and in wood.
Richard Fine Champagne in Quarts and in wood.
Richard V. O. in Quarts, Pints, Flasks, Decanters and in wood.
Richard V. S. O. in Quarts and in wood.
Richard XXX White Brandy in Quarts, Pints, Half Pints and Flasks.

AND

Irish Whisky—Mitchell

Cruiskeen Lawn in Quarts, Stone Jars—world renowned.
Special Irish, in Quarts, Pint Flasks and in wood.

AND

Madeira Wines—Blandy Bros.
(FUNCHAL, MADEIRA)

Three grades; ***London Particular, Specially Selected, Very Superior,*** in Quarts, 12s Bot.; in keg, 7 gals.; in octaves, 14 gals.—original packages.

AND

Malaga Wines—Blandy Bros.

Pale and Sweet, two grades, same original packages as Madeira.

AND

Champagne—Veuve Amyot
(REIMS)

Carte D'Or in quarts, 12s Bot,; and Pints, 24s Bot.; Extra Dry.
Carte D'Argent in Quarts, 12s Bot.; and Pints, 24s Bot.; Dry.

AND—the last but not the least—



Gin—Pollen & Zoon
(ROTTERDAM and AMSTERDAM)

In ordinary size Bottles, Fancy Jars and in wood.

"The best, purest and constantly the same."

LAPORTE, MARTIN & CO., LIMITED

Wholesale Grocers and Importers,

Wine and Spirit Merchants

70, 72, 74, 76, 78, 80 ST. PETER ST. and 9 and 11 LEMOYNE ST.

MONTREAL.



THE BEST — THE MOST EFFERVESCENT

RETURNED
MAY 29 1905

INQUIRIES FOR CANADIAN TRADE.

THE following inquiries relating to Canadian trade have been received at the Department of Trade and Commerce, Ottawa. The names of firms making these inquiries, with their addresses, can be obtained on application to the Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa. Persons desiring any of these addresses will please quote the reference number:

630. A Glasgow firm manufacturing biscuits are prepared to appoint suitable Canadian resident agent to introduce their goods.

635. A large wholesale firm at Liverpool, with connection throughout England, wishes to correspond with Canadian canners.

636. A Lancashire firm manufacturing matches, and at present getting their supplies from the continent, would be glad to open correspondence with Canadian makers of match splints.

641. A Bristol firm manufacturing essences, essential oils, fruit syrups and cordials and various chemicals and drugs, seek the services of a suitable Canadian resident agent.

642. A firm of wholesale tea dealers, direct importers from India, Ceylon and China, wish to form a connection for the sale of teas in Canada.

663. A Palermo (Sicily) firm wish to extend their business with Canada in wine (Marsala), oil, manna, vegetable sauces, etc.

664. A cold storage company in the north of England are seeking to establish business relations with Canadian exporters of produce.

667. A Manchester firm dealing largely in seeds, desire quotations and samples from Canadian shippers of clover seed.

668. A Manchester firm wish to get prices for pine flooring and skirting from Canadian exporters of same.

669. A Manchester firm wish to correspond with Canadian exporters of poultry.

The London, Eng., office of The Grocer has received the following inquiries from English houses concerning Canadian trade. Fuller particulars are obtainable from the Toronto offices of The Grocer:

1. A London, Eng., firm want an agent in Canada to sell their package tea.

2. A London, Eng., manufacturer of sauces wishes to place an agency in Canada.

3. A firm in Amsterdam, Holland, would like to appoint an agent in Canada for their cocoa.

4. A broker in London, Eng., wishes to secure an agency for proprietary lines of groceries, cereals, etc.

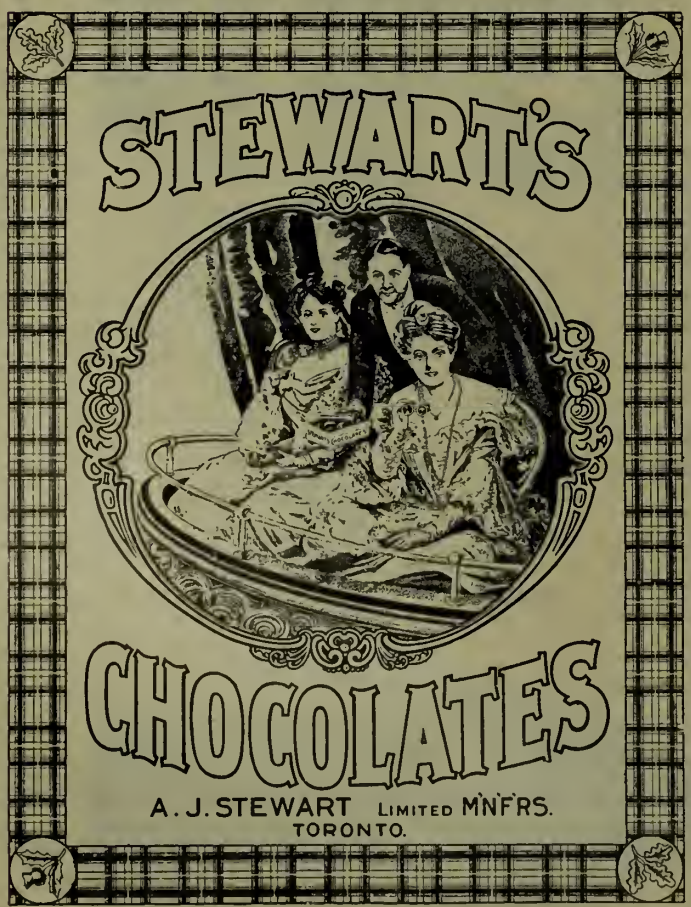
5. An English firm manufacturing "butter-scotch," mustard, etc., are anxious to open an agency in Canada.

COLMAN'S STARCH POSTER.

The poster-advertising spaces of Montreal during the past few weeks have been wearing a brighter and more pleasing aspect since the addition of the large colored lithograph poster of Colman's starch. The striking effect of the sailing vessel on a lonely sea, backed up against a realistic sunset, is bound to arrest the attention of passers-by. The words "Colman's Starch" say enough to leave the ad. impressed on the mind. Frank Magor & Co., Montreal, Canadian agents, report satisfactory business since their preliminary canvass of the trade in the east.

RAW SUGAR FROM PERU.

The Kosmos liner Itouri, laden with 1,600 tons of raw sugar from Salaverry, Peru, consigned to the British Columbia Sugar Refining Co., arrived in Vancouver last week.



"The Food of Centuries."

Wee MacGreegor

Genuine

Scotch Oat Cakes



Made by Expert Scotch Bakers, from Choicest Imported Scotch Meal, they have a delicate oat flavor that makes them

Sell Like Hot Cakes

In attractive packages. They retail at 5, 15 and 20 cents, and show a neat profit.

Just the thing to tempt the appetite of the fastidious customer at this season of the year.

Send post card for FREE SAMPLE PACKAGE.

DAVID CRIERSON & CO.

Scotch Oat Cake Manufacturers

TORONTO, ONTARIO

Importers of Grocers' Specialties

"JERSEY CREAM" YEAST CAKES

THE FINEST

Dry Hop Yeast made in the World.

Wins Trade on its own Great Merits.

"SOCIAL" TEA

The Tea of Quality.

"English Breakfast" Brand.

Finest 40c. Tea sold.

Merchants who wish to build up a large trade should take a great interest in

"SOCIAL" GOODS

STANDARD CANNING CO.

STANDARD COCOANUT FACTORY

STANDARD SPICE MILLS

STANDARD BROOM FACTORY

SOCIAL TEA CO.

ROSS TEA CO.

HAMILTON YEAST CO.

STANDARD SPICES

Are the Best.

Compounds are seldom made in this factory.

Famous for that CELEBRATED COFFEE

"QUEEN'S BLEND"

A blend of the very finest grades of Coffee, and one that wins trade.

"JERSEY CREAM" BAKING POWDER

Absolutely Pure and Wholesome.

Strictly High-grade.

Equal to the Best American and sold at Popular Prices.

LUMSDEN BROS.

PROPRIETORS

HAMILTON, ONTARIO

Christie's Biscuits

Keep in all climates.
Gratify all tastes.
Return good profits.

None but the best ingredients used.
None but tested and tried goods leave the factory.

Christie's Biscuits are a household word in Canada and their reputation is gradually extending to the West Indies, South Africa, Great Britain, The United States and other countries.

500 Varieties. Over 50 years experience. Write for samples.

Goods for Export put up in Hermetically Sealed Tins.

Christie, Brown & Company
TORONTO and MONTREAL Limited

A Canadian Chocolate and Cocoa Industry

NO more conclusive proof of the growing importance of the chocolate and cocoa industry in Canada is required than a visit to the fine new plant which the Cowan Co. have erected on Stirling road, just off Dundas street, Toronto.

The dimensions of the buildings are 60x205 feet, 60x125 feet, and 60x60 feet, the main structure being four storeys high and the two wings three each. Light buff brick and cut stone have been used exclusively in the building, and on the whole have produced an effect imposing and substantial in the extreme. For manufacturing purposes the situation is unsurpassed in the city; the main line of the G.T.R. and C.P.R. skirt one side of the factory and the Northern branch of the G.T.R. the other. The company have purchased a large block of land which will be utilized for building purposes when the growth of the business requires it.

Excellent Lighting.

The most striking feature of the new factory is its substantial appearance and excellent lighting. A great deal of new machinery is being installed, in addition to the firm's present mechanical equipment. A year ago Mr. Cowan visited England, France and Germany in search of new ideas in the manufacture of cocoa and chocolate. While there he purchased a number of the most approved mixing, rolling and refining machines. These are being set up by expert workmen and when complete will give the Cowan Co. a manufacturing plant second to none on the continent in point of equipment.

The business offices are situated in the front on the ground floor and are as spacious and elegantly appointed as any the writer has ever seen. Shipping, receiving and cooling rooms are also located on this floor.

On the upper floors are located the stock, packing, labeling, and employes' recreation rooms and a new cocoa roasting plant. To meet the requirements of the fire insurance companies, Mr. Cowan has built a special fireproof room for the cocoa roaster. Fireproof automatic doors also separate each department in the building. The stock-rooms are three in number and so arranged that by moving supplies from room to room, those in charge of stock are enabled to send every pound of the manufactured product into consumption while it is fresh. The store-rooms are a sight to behold, with piles and piles of bags filled with raw cocoa from the West Indies, Caracas, Ceylon, Bahia and Africa, and other countries, representing in value many thousands of dollars.

The Cowan Co. are to be specially commended for the consideration shown in fitting up spacious and inviting recreation and lunch rooms for their female employes. Suitable quarters are also provided for the men in another part of the building in addition to spacious toilet and cloak rooms. Another innovation is a laundry, which will save the trouble and expense of sending out the white linen uniforms of employes.

Making Cocoa.

The process of manufacture from the raw bean to the finished cocoa powder or milk chocolate is as interesting as it



MR. J. W. COWAN
of The Cowan Co., Toronto.

is odd. The bean is first roasted in a revolving cylinder and then cracked and ground; then it goes through the different milling, mixing and refining processes understood only by the manufacturers themselves.

The material for cream chocolate is finally put in moulds. If there is to be a sugar filling the chocolate coating is applied and the moulds placed in cooling rooms, where they are subjected to a temperature of from forty to fifty-five degrees for a period lasting from fifteen minutes, in the case of chocolate bars, to two hours, in the case of the large ten-pound confectioners' cakes. The ordinary process of wrapping, labelling and packing finished, the milk chocolate is ready to be placed on the market.

It may interest readers of The Grocer to know that cocoa, when it is pure, contains no foreign constituent. "You can't improve on the flavor of absolutely pure cocoa by addition," said Mr. Cowan, "any more than you can improve refined gold."

An interesting feature of this up-to-date chocolate and cocoa manufacturing plant is its sugar-milling machinery. At the present time the Cowan Co. have three sugar mills and are installing a fourth.

From the very first the history of the Cowan business has been one of steady growth. Owing to the increasing demands of trade the location of their plant has had to be changed no less than four times, namely, from Temperance to 52 Front street east; in 1885-6 to Mincing Lane, just off Wellington street, and in 1887 to 468 King street west, and finally to their new factory off Dundas street on Stirling road, where from 75 to 100 workmen will be employed 12 months in the year in the manufacture of cocoa and chocolate, including confectioners' chocolate, chocolate bars, etc. The manufacture of milk chocolate on a large scale was begun about a year and a half ago, and at the present time Cowan's milk chocolate medallions, croquettes, cakes, sticks, etc., are acknowledged to be equal to anything on the Canadian market. A great deal of the imported machinery in the new factory will be used in the manufacture of milk chocolate, thus placing this industry in a unique position among Canadian manufacturing industries.

IMPORTS AND EXPORTS.

IMPORTS of confectionery vary greatly from year to year. In 1900 the value of imports from all countries totaled $243,170. The next year it rose to $320,956. In 1902 it dropped to $275,626. A further drop occurred in 1903 to $244,445. In 1904 it rose again to $273,399. It is interesting to note the sources of this candy supply. Great Britain, in spite of the blue ruin agitators of that country who have been prophesying disaster to their candy business, has continued to increase its exports to Canada. In the five years for which statistics are given, England has increased her Canadian business from a

Keep your Stocks Moving

BY HANDLING QUICK SELLERS

PERFECTION CREAM SODAS

are quick sellers because of their superiority over other sodas;

—because of the extensive advertising we are doing to the consuming public.

Be ready for the increasing demand. Push sales where they will come easiest.

Perfection Cream Sodas are put up in 3-lb. Cards or Tins.

Better Order Now.

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.



1845-1905

COX'S INSTANT POWDERED GELATINE

An old friend in a new guise.
Saves time and trouble. Recipes in every package

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH.

total of $67,048 in 1900 to $129,594 in 1904. During the same time the imports from the United States dropped from a total of $167,580 in 1900 and $228,290 in 1901 to $126,697 in 1904. These figures are very significant. They show a great shifting of the business as far as Canada is concerned. It is not to be supposed that the great falling off in the amount received from the United States is attributable to the increased buying from Great Britain. It rather shows an increase in local manufacture of high-grade confectionery. With Canadian manufacturers making the high quality of goods which they are now doing, the incentive to buying United States confectionery disappears.

The imports from other countries are so far unimportant in quantity. France has shown a steady increase in her exports to this country. While they bulked up only to $9,643 in 1904, they were only $5,010 in 1900. It is possible that in higher-grade candies France may develop an extensive trade with Canada. Our imports from Switzerland, which were practically nothing heretofore, took a sudden jump last year to fifteen hundred dollars.

In 1904 this had risen to $37,481, or an increase of seventy-five per cent. With Canada's growing facilities for manufacturing biscuits and her increased home consumption of them, the prospects for this industry are exceptionally favorable.



Cutting Sugar Cane in Jamaica.

SUGAR AND MOLASSES TRADE.

ONE of the most striking features of the Canadian sugar trade during 1904 has been an increase in importations of raw sugar from the British West Indies and British Guiana, amounting in all to $4,368,979; this induced directly by the Canadian preferential tariff and the German surtax, which practically bars German beet sugar from the Canadian market.

In 1903 Canada imported German beet sugar to the value of $3,116,741; during the fiscal year ending June 30, 1904, importations from this source dwindled to $368,717. By far the greater part of Canada's supply of raw sugar comes from the British West Indies and British Guiana, the figures for 1904 being $3,854,903 and $2,180,342, respectively. Other countries contributed as follows: Dutch East Indies, $445,438; Peru, $279,394; Great Britain, $242,293;

IMPORTS OF SUGAR AND MOLASSES

	1890	1895	1900	1901	1902	1903	1904
Sugar.....	5,580,574	8,285,472	7,554,012	7,953,340	7,905,044	6,472,935	8,522,004
Molasses and Syrup....	1,159,609	854,168	1,217,027	1,071,090	921,588	818,824	1,023,788
All Other.....	103,737	122,291	243,170	320,958	275,626	244,445	273,399
Total.....	6,903 920	9,262.931	9,014,209	9,345,386	9,102,258	7,536,204	9,819,191

Exports of biscuits have increased to such an extent as to promise a big trade in this line of goods. More than 50,000 lbs. of an increase in 1904 over the total of 1903 is an encouraging figure. In value, too, there has been a steady advance during the last five years. In 1900 the value of the exports was $21,477. United States, $231,518; Belgium, $523,585; British East Indies, $211,171; Austria-Hungry, $127,340; Russia, $43,305; Holland, $11,836; France, $520; China, $282; Hong Kong, $1,211; American West Indies and other countries, $149; total, $8,522,004. These figures do not include grape sugar, glucose, etc.

RETURNED
MAY 22 1905
To R & A McLean
Cash Book 35
Page 16



All over the Dominion our Cocoa, Chocolate, &c., are well known and are recommended by the best grocers, because they have full confidence in their purity and excellence.

COWAN'S

PERFECTION

COCOA

(MAPLE LEAF LABEL)

Cowan's Milk Chocolate

Croquettes, Wafers, Medallions, &c., are superseding all others, because they are purer, better and finer flavored.

Cowan's Cake Icings

Chocolate, Pink, Lemon, Orange, Almond, Maple, &c.
A child can ice a cake in 3 minutes.

THE COWAN CO., Limited : TORONTO



For your most particular trade

SHIRRIFF'S MARMALADES

Shredded and **Imperial Scotch**

Delicious, wholesome, pure and cheap. Equal to the best imported goods. 1 and 2-lb. glasses; 7-lb. tins. Write for quotations.

IMPERIAL EXTRACT CO., 18 - 22 Church Street, **TORONTO**



WHITE DOVE COCOANUT

Canada's finest and best Cocoanut, ¼ lb., ½ lb. and 1 lb. pkges. also, pails. Write for Particulars.

W. P. DOWNEY, 26 St. Peter St., MONTREAL

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS **COCOA**

IRRESISTIBLY DELICIOUS



A QUICK, STEADY AND PROFITABLE ACCOUNT FOR ANY DEALER. ADVERTISED EVERYWHERE.

SPECIAL WHOLESALE AGENTS :- Howe McIntyre & Co., Montreal, Que.; D. H. Rennoldson, Montreal, Que.; Whitehead & Turner, Quebec, Que.; The F. J. Castle Co., Ottawa, Ont.; The Davidson & Hay, Limited, Toronto, Ont.; Balfour & Co., Hamilton, Ont.; Edward Adams & Co., London, Ont. W. S. Clawson, St. John, N.B.; Jason S. Creed, Halifax, N.S.; The Paulin Chambers Co., Winnipeg, Man.; Kelly, Douglas & Co., Vancouver, B.C. SEND FOR A SAMPLE.

LAMONT, CORLISS & CO., Agents, 27 Common St., MONTREAL

Imports of molasses totalling $1,023,788, were from the following countries: British West Indies,, $497,214; American West Indies, $293,945; United States, $222,590; other countries, $10,039.

Beet Sugar Industry.

An industry which is attracting a great deal of attention in the Province of Ontario and the Territory of Alberta just now is the culture of sugar beets. While the industry is as yet largely in the experimental stage, and two out of the four beet sugar factories in Ontario have been forced to close down because of undesirable location, limited acreage, and other local conditions, the past two years have demonstrated the permanence of sugar beet culture in Canada. A certain amount of prejudice has had to be overcome—a condition of affairs peculiar to the introduction of any new undertaking. In spite of all these drawbacks the Ontario Sugar Co., and the Wallaceburg Sugar Co., both pioneers of the sugar beet industry, have succeeded in placing the industry on a sound financial basis in Ontario, and the factory at Raymond is doing excellent work along similar lines for Alberta.

The Ontario factories report an acreage of beets this year about fifty per cent. greater than in any previous year, and it is only a question of solving the initial difficulties of labor and raw material when the beet sugar industry will assume very large proportions in several sections of Canada, where natural conditions are unusually favorable for the cultivation of the sugar beet.

One of the chief difficulties Canadian manufacturers of beet sugar have had to face in connection with the lack of raw material seems likely to see a solution in the near future. In order to keep their factories going a sufficient number of months in the year to make it profitable, the Wallaceburg Sugar Co. are importing raw cane sugar from the West Indies and refining it in their beet sugar plant. The results so far have been satisfactory and the experiment will be repeated on a much larger scale during the coming season.

"Absolute purity"



"Highest quality"

Our handsome new pound bottle.

E. D. Smith's Jams, Jellies and Preserves

are absolutely pure and unadulterated. Made from freshly picked Winona fruit from our own and neighboring orchards, they retain the delicious flavor of the fresh fruit. Made in Canada, we guarantee them equal to the finest of high-priced imported goods. Our new package is a beauty and as a leader will make you money and friends. Write for quotations.

Try our Orange Marmalade

E. D. Smith's Fruit Farms, Winona, Ont.

A TRADE WINNER FOR GROCERS.



The full flavor the delicious quality, and the absolute **purity of Lowney's Cocoa** distinguish it from all others. It is a **natural** product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the nutritive and digestible product of the **choicest** Cocoa Beans. A quick seller and a **profit** maker for dealers.

THE WALTER M. LOWNEY COMPANY,

No. 447 Commercial Street, BOSTON, MASS.

CANADIAN BRANCH: 530 St. Paul St., Montreal

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

DIAMOND EIGHTS

give the biggest profit to the RETAILER

ELITE

gives all the profit a line of its character will stand.

BOTH

give satisfaction to the consumer.

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO. JOS. E. HUXLEY, WINNIPEG.

Next Fall

—Early, remember—get in your order for our

Extra Standard Granulated Sugar

and we can fill your order.
Can't now—no stock.

The Ontario Sugar Co., Limited
BERLIN, ONT.

MAPLE

SUGAR, SYRUP AND CONFECTIONS





Originator of the celebrated Small's Brand Maple Syrups and Confections.

To Wholesale Men.—Telfer Bros., Winnipeg, took in month of Jan., 1903, 22 cases Small's Brand; Jan., 1904, 355 cases, and in Jan., 1905, 1072 cases or over 3 cars. Are you sharing like increased trade, profits and satisfaction?

3 FACTS—Small's Maple Leaf Brand is the oldest registered brand in British Empire. It has captured 5 out of 6 Gold and Silver Medals offered in Canada, and many from abroad. Every package bears certificate of purity from Quebec Government Analyst. That's all.

In our opinion you certainly have a first-class line.
WOOD & STEVENS, NEW YORK.

CANADA MAPLE EXCHANGE, Montreal

45 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.

The Oldest and Largest Manufacturers of



Trade-mark.

PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade-mark** is on every package.

Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 86 St. Peter St., Montreal

NOVA SCOTIA AND ITS ADVANTAGES

By M. G. DeWolfe, Ex-President Maritime Board of Trade, Kentville, N.S.

IT seems to me that someone from this part of the Dominion should have interest enough in the special Spring and Export Number of The Canadian Grocer to add a little to your columns. Nova Scotia is too valuable a province to let go unnoticed in an edition that has such a wide circulation.

It may be rather a bold assertion, but Nova Scotia has everything to offer that is needed to make prosperous and happy homes. The only drawback is population, and, although I may be out of order in thinking that The Grocer should not be only an Export Number but an Import one as well, I would like



MR. M. G. DEWOLFE
Kentville, N.S.

to see it work along the lines of inducing an importation of persons to settle in this fair province.

The trend is westward, but there are as good and better chances for all classes to settle here, and the time has arrived when this fact must be made known, and it can be largely done through the influence of such mediums as The Canadian Grocer.

It is not farmers and laborers alone that are needed, but men of moderate means in all lines; it may be there are too many persons in trade, but that is the only calling that is so situated.

One good sign of the times is that there are no idle men or women in Nova Scotia; loafers are unknown, and there are no poor,—such as we know as poor in other lands. Strangers arriving in this province will not be isolated as they are in the boundless lands of the Northwest; nor will they miss the comforts that are so lacking in a new country.

I understand the general manager of the MacLean Trade Newspapers expects to be with the Manufacturers' Association in their trip to Great Britain in June, and I trust he will preach the gospel of Canada as the one place for those to come to who are looking for new homes; and that Nova Scotia will find a warm advocate in his work. Two years ago the Chambers of Commerce of the Empire made us a visit, and their impressions of this section of Nova Scotia were such as made us all feel proud; and we want thousands of others to come in and share this goodly heritage.

This province has twenty-five Boards of Trade, all of them only too well pleased to give full information to intending settlers, and I trust that many will decide to come and prosper, and never regret it.

SHOULD TRAVELERS BE TAXED?

Communications on this much-debated subject continue to pour in from members of the trade all over Canada. During the week The Grocer had an interview with Mr. C. Ryan, of the Wilson, Lytle, Badgerow Co., Toronto, who expressed himself in no uncertain terms on the recent action of the British Columbia Legislature in imposing a tax on commercial travelers from other provinces.

"The strange thing is," said he, "that Eastern Canada should have been heavily taxed for years to open up the Pacific Province, and only to be discriminated against now by the trade there. It is hardly necessary to more than mention the inequality of the tax, and the loss it will occasion the transportation companies, hotels, etc. As for the retail trade themselves, they will sooner or later realize that the new legislation is neither more nor less than a modern application of the old 'robbing Peter to pay Paul' principle. It is but the thin edge of the wedge leading to western monopoly and it is the retailer and consumer who will have to pay the price."

Spring Drink

VAN HOUTEN'S COCOA

Spring Food

The Grocer who recommends Van Houten's Cocoa confers a favor on his customer that the latter will appreciate.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

Why Not Try Our

"CROWN BRAND" CATSUP

— AND —

HARD BOILED CANDIES?

(36 FLAVORS)

Nothing Better Made in Canada

CROWN MANUFACTURING CO., Ltd., Yonge St., TORONTO



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Page No. 41
a.a.w.

I APPEAL to the readers of THE CANADIAN GROCER, who I know are the best buyers of High-Grade Goods in the country. I want to say that my Old English Candy,

MACKINTOSH'S TOFFEE

is the most delicious and best Candy made, pure as the crystal springs.

This Old English Candy has made me famous the world over. I am called **THE TOFFEE KING OF ENGLAND** because I am by far the largest manufacturer of Toffee over there. Handle this line and you have a trade winner. Write for prices, etc., at once.

JOHN MACKINTOSH, Ltd., - HALIFAX, ENG.

CANADIAN AGENTS:
Lamont, Corliss & Co., 27 Common St., Montreal.

Biscuits and Confectionery

is our line. We are open to give Jobbers or Wholesalers exclusive right of our goods where not already represented. If you purchase outright we can give you excellent terms with a guarantee that our goods will give entire satisfaction. Particulars and samples on application.

IMPERIAL BISCUIT CO., LIMITED

GUELPH, ONT.

Toronto Branch: 60 Front St. E.

Quebec City and Province: Messrs. BOIVIN & CRENIER

Armour Limited Toronto

Sole Packers and Shippers in Canada for Armour & Co., Chicago

of

ARMOUR'S SOLID AND FLUID EXTRACT OF BEEF
Noted for retaining the flavor and body of the beef

ARMOUR'S BEEF EXTRACT AND VEGETABLE TABLETS
A convenient way for using Beef Extract—for travelers, sportsmen and others

VIGORAL
A deliciously seasoned semi-fluid Extract of Beef

ASPAROX
Armour's Fluid Beef and California asparagus juice—for seasoning and as a beverage

ARMOUR'S TOMATO BOUILLON
For preparing bouillon, etc.

ARMOUR'S BEEF CORDIAL
For preparing hot beef tea—recommended for hotels and soda fountains

TOMATO FLIP
A delicious tomato-flavored beverage for hotels, soda fountains, etc.

ARMOUR'S TOMATO AND BEEF CATSUP
Something new—delicious, wholesome and appetizing

ARMOUR'S BEEF, IRON AND WINE
In large bottles to retail at 50c each—a good seller for grocers

Depot for Armour's Canned Meats and Armour's Toilet Soaps

THE RETAILER may obtain our products from all Canadian wholesalers; if yours can't supply you, write us.

THE WHOLESALER will find an increasing demand for the Armour products, and we invite their cooperation in supplying the demand our advertising has created in their respective territories. A large staff of traveling salesmen now cover every part of the Dominion, and if you have a stock of our products and are not receiving your share of their orders, write us. If you have no stock of our goods, send us an initial order, or write for our prices, quantities, discounts and terms, that we may work with you.

Armour Limited, Toronto

FRUIT AND VEGETABLE CANNING IN CANADA

THE history of this important Canadian industry dates from 1876, when the late B. R. Nelles started a factory in Grimsby, the garden district of Ontario, for canning domestic fruit and vegetables. Previous to this time the requirements of the Canadian consuming public had been supplied by packers in the United States and England. The story of the industry subsequently, may be summed up in a very few words. Importations have been reduced to a minimum, and the number and the output of the fruit and vegetable canneries in Canada increased until at the present time some fifty odd plants supply by far the greater share of the requirements of the domestic market and in addition have worked up a substantial and increasing volume of trade with the countries of Europe and Asia. Fruit and vegetable canning is confined practically to the Provinces of Ontario and Quebec. In Ontario there are about forty-six of these canneries, of which some thirty-six represent a combination known as the Canadian Canners Limited. Quebec has two; there are one or two in New Brunswick, two in Nova Scotia, one or two small packing houses in British Columbia and up to the last year one in Prince Edward Island. During the present season to date no less than five new canning companies have been successfully launched, going to show the facilities Canada affords for the successful development of the canned fruit and vegetable business on a big scale. From the canning of vegetables and fruits, including peas, corn, tomatoes, strawberries and raspberries, to supply the trade of Ontario and Quebec the scope of the industry has been widened to include the packing of every vegetable and fruit produced in Canada, as well as the manufacture of catsups, sauces, jams and marmalades, and latterly vegetable and meat soups and canned fowl. The canning of beef and meats generally is also beginning to assume very large proportions in Canada, although it is not with this particular branch of the canned goods trade that this article is concerned. A market has been created for Canadian canned fruits and vegetables from the Atlantic to the Pacific.

In Foreign Markets.

Canadian packers have succeeded in firmly establishing themselves in the British market, several of the larger canners having at the present time permanent branches in the leading commercial centres of the United Kingdom, each in charge of experienced men who keep the Canadian trade posted as to the market conditions abroad. A successful business connection has been worked up with the West Indies, and organized efforts have been or will shortly be made to create a regular demand for Canadian canned goods in Japan, China and Mexico. Until very recently Canadian canners had a profitable trade in fruit pulp with Australia; the Australian fruit grower, however, has taken it into his head a year or two ago to go into business on his own account, with the result that he has effectively shut out Canada, not only from the Australian market, but from the markets of Great Britain to which Australia supplies practically all the fruit pulp used, except in poor fruit seasons. Only last year Canadian packers tried the experiment of sending fruit pulp to Great Britain, but discovered they could not compete with Australia. Canadian canned goods have also met with considerable success in South Africa, and according to those in close touch with trade conditions there the Canadian canners are entirely to blame because they have not secured a lion's share of the trade. Circumstances are all in their favor, namely, preferential duty and a prejudice in favor of Canadian goods; all they need to do is to send over representatives to push Canadian goods persistently; instead of doing this, they have allowed an enormous business to drift into the hands of American canners and will find it more or less difficult to win back what they have lost.

A Unique Position.

The position of the industry in Canada promises to become a unique one within the next ten years or so. By that time they will probably have as large a population in the Great West as the whole of Canada has to-day. An enormous market will be created for Canadian canners to supply.

Canada can grow almost unlimited quantities of fruits and vegetables, and the only reason why the fruit-growing industry has not assumed much larger proportions than it has is because the requisite market has not been forthcoming up to the present. With the colonization of the West all this will be changed, and it is even surmised in canned goods circles that the establishment of vegetable canneries in Manitoba and the Territories is among the possibilities of a few years. At the present time Canadian canners are experiencing no difficulty from American competition in the West, strange as it may seem. The disadvantage of heavy freight charges is amply compensated for by the stiff tariff on goods of American manufacture. About the only complaint domestic packers have to make is that very large quantities of dried prunes, peaches and plums are brought into Canada every year, and on account of their inferior quality are sold at a ridiculously low figure, to the detriment of the fruit-growing and fruit-packing industries of this country.

Export Trade.

Canada's export trade in canned fruits and vegetables dates from 1890, when we began to send canned apples to

EXPORTS OF CANNED GOODS.

	1900	1901	1902	1903	1904
Fruits in air-tight cans or other packages	$329,696	$181,829	$143,244	$403,558	$362,062
Tomatoes and other vegetables in cans or other packages.	18,101	43,566	118,013	34,128	167,020
Canned meats, poultry, game, etc.	309,148	419,959	881,578	619,299	2,343,031
Condensed milk				242,539	153,761
Total canned goods	$656,945	$645,354	$1,142,835	$1,299,524	$3,025,874

IMPORTS OF CANNED GOODS.

	1900	1901	1902	1903	1904
Fruits in air-tight cans or other packages	$99,660	$110,629	$88,901	$78,989	$112,218
Jellies, jams or preserves	68,309	69,156	62,170	81,559	98,048
Vegetables in cans	99,893	75,488	73,684	169,306	131,750
Canned meats, poultry, game, etc.	220,573	249,150	146,253	110,023	146,556
Extracts of beef, soups, etc.	52,707	50,471	56,320	78,976	108,094
Condensed milk	254,176	99,434	52,158	23,032	24,222
Total canned goods	$795,318	$654,328	$479,486	$541,885	$621,888

Great Britain. Since then there has been a steady growth and from an average of 2,000 cases a year in the early nineties we are now exporting from 350,000 to 400,000 yearly, mostly apples. Owing to excessively large apple crops in Great Britain and on the continent during the past three years, however, the fruit end of the Canadian export business has shown considerable falling off. Canadian canned fruits, especially peaches and raspberries, are slowly but surely establishing themselves firmly in the favor of the British consumer.

For quality and flavor there is nothing on the British market that can surpass the Canadian product. On account of the nature of Canadian fruit it does not present as attractive an appearance, perhaps, as the Californian product, and it is largely on this account that California is such a formidable competitor of Canada in the British market. The



Plant of Old Homestead Canning Co., Picton, Ont.

English trade put a premium on appearance and until Canadians can convert them to the idea that quality counts for more than appearance, they are face to face with an insurmountable difficulty. The Californian packer has this advantage over the Canadian, that he was firmly established in Great Britain years before the Canadian packer entered the field.

The British trade, moreover, are prejudiced in favor of bottled goods, and, as a matter of fact, most packers of fruit in the United Kingdom use the bottle or glass jar package exclusively. They seem, until recently, to have been possessed with the notion that fruit and vegetables in tins are injurious. Among the great masses the demand is for cheap and medium-priced canned goods, no matter whether the package is a glass bottle or tin case, and it is this trade that is going to be most profitable to the Canadian exporter.

Requirements of Trade.

The American exporters, in their zeal to give the British consumer what he wants, have hit upon the scheme of sending over fruit in bulk and repacking it in England after the English style. Unfortunately the soft nature of Canadian fruits precludes this possibility. In order to retain its solidity the fruit would have to be picked green. This would mean sacrificing the delicious flavor which is, perhaps, what commends it most to the British consumer.

Canadians have to compete principally with French and Italian packers for the canned vegetable trade of Great Britain. The United States formerly enjoyed a monopoly of this trade, but have gradually been supplanted by Italian canners who are able to put goods of fair quality on the British market at rock bottom prices on account of cheap labor.

Fifteen years of experience in the export business have taught the Canadian trade many useful lessons. They have learned that Great Britain requires a different article from the domestic trade, although the fundamental requirements for both are "good goods." For instance, the domestic trade require principally standard sizes, namely, 2's and 3's. The British Columbia and British trade prefer 2½-lb. packages, this demand having been created in the first place by Californian packers. In the matter of package it has been found desirable to use better tinplate than has been the custom in years past. Canadian canners are also making a feature of fancy embossed labels, both for domestic and export trade, realizing the superior worth of a bright, attractive package as a seller.

OLD HOMESTEAD FACTORY.

A LATE and very creditable addition to Canada's canning industries is the Old Homestead Canning Co., of Picton, Ontario, a cut of whose fine concrete factory is published herewith. The factory is located on a slight sandy elevation and is built entirely of concrete blocks re-enforced with steel. The main building is 200x50 feet and three storeys high, with a boiler house wing 35x45 feet and a cooking room 20x60 feet. The latter contains 18 cookers with a capacity of 1,130 two-pound cans or 700 three-pound cans each. The main building contains a complete plant for handling fruit and vegetables of the latest design.

The site for the factory was purchased on April 15, 1904, and on the 16th of June the first strawberries were packed, which speaks volumes for the executive ability of the manager.

The company set out with the idea of putting up goods of first-class quality and left nothing to be desired even of the labels, which are very rich. As a result they report a very successful first season. In fact, the foundations are already laid for an addition to the factory 100x36 feet and a new three-storey storehouse 200x65 feet, and the machinery is already on the premises for duplicating the present plant.

The Old Homestead Co. pride themselves on the marked cleanliness that pervades their factory. Every day the refuse is carted away, and as the drainage is good no unpleasant odors are generated.

The shipping facilities are excellent, with a private switch and water communication via the Richelieu and Hepburn lines that call regularly at Picton during the season of navigation.

Situated as the factory is right on the spot, the fruits and vegetables of the neighborhood are delivered the day picked, and canned immediately, so that the flavor and freshness is retained. To provide, however, for over supplies at the height of the season, a refrigerator plant is capable of taking care of any surplus.

Manager A. H. Baker and Assistant Manager L. A. Wright are busy supervising the improvements, and confidently predict greater success this year than last. Contracts have been let with the farmers for over 2,000 acres of fruits and vegetables, and in less than a month the campaign will be on again.

It has been rumored that the Old Homestead Co. had been absorbed by the Canadian Canners, Limited. This rumor is authoritatively denied.

Special Notice to the Trade

The Quaker is now out for the coming season soliciting your orders for "Quaker" canned goods. As usual we have added largely to the plant and we are also handling the pack this year of two additional factories, the goods in these two factories being packed under our own supervision. With this increase we expect, even with the most ordinary crop, to be able to do something this year that we have never done in the five years since we started, i.e., fill our orders in full. Our aim from the start has been to pack high-class goods and make the "Quaker" Brand of Canned Goods the Standard from the Atlantic to the Pacific. We have already succeeded in doing this, and now that we are in this position our further aim is to hold it. With this object increased modern machinery has been placed in the factory and increased care will be taken in packing the goods, all with the determination of holding the high opinion which we now hold with the great consuming public of the Dominion. Next week we will in the "Grocer" give a list of the wholesale trade throughout the Dominion, handling "Quaker" Canned Goods.

Bloomfield Packing Co.

Bloomfield, May 16th, 1905.

THE QUESTION OF PAY

ONE of the most serious problems that confronts the store manager to-day is that of keeping his clerks interested in their work. The spectacle of listless, inattentive, discourteous and inactive salespeople is so universal as to cause comment whenever a store, and especially a city department store, is mentioned. It is the desire of every store superintendent, and also of every department manager, to arouse enthusiasm among the salespeople, but an entirely satisfactory method of doing this has never been devised.

No Satisfactory Solution.

Paying salaries based on the amount of actual sales is not altogether satisfactory.

Placing the salespeople on commission undoubtedly results in greater activity on the part of the clerks, but this in turn results in some abuses that tend to demoralize and arouse antagonism among the salespeople.

Tried Commissions.

A southern merchant who has tried the commission plan is entirely satisfied with it.

Proved Entirely Satisfactory.

The change to a commission basis was made more than a year ago, and has proven eminently satisfactory in every respect. No disadvantages have been discovered, and many advantages have resulted, an important one being an increase of 25 per cent. in the volume of business.

Clerks Earned More.

It is claimed that the clerks find no fault with the present basis of pay. The listless, inactive clerks quit of their own accord, and the ambitious, successful ones remained. On the commission basis they are earning more than they would be if they were paid a salary, one clerk being known to have earned $21 in one day, this, of course, being an exceptional instance. The average earnings are $9 to $18 a week by the women and $10 to $20 by the men.

The Commissions Paid.

The commission paid is 6 per cent. to women and 7 1-2 per cent. to men. This applies to all sales in all departments. No guarantee whatever is given. The salespeople themselves thus assume the entire risk for the amount of their earnings.

Men Paid More.

Just why the women are paid a smaller commission than the men is not stated, but is presumably because of the fact that the responsibility of stock-keeping, opening and unpacking goods and the incidental functions of the business would naturally devolve upon the men, and the time and attention given to this work would naturally need to be compensated for.

Some Common Objections.

It has been our invariable observation that when clerks are paid a commission on their sales they at once make extra efforts to sell goods, and they become more attentive and more accommodating to the customers.

Customers Not Urged.

The clerks are not permitted to become insistent in endeavoring to effect a sale, their functions being limited to showing the merchandise that the customer desires, making every possible effort to find what the customer wants, and, while doing so, to show every possible courtesy and attention.

A Fault in the System.

In this the American department store system is unquestionably at fault. The freedom allowed to customers is a most agreeable feature of the American method, but the resulting evil that it creates, that of causing inattention and quite frequently discourtesy on the part of the clerks, more than overcomes the advantage.

Regular Auction Methods.

On the other hand, in those city stores where clerks are paid on commission, the activity of the salespeople is undoubtedly increased, but their conduct and deportment is anything but pleasant or agreeable to one entering a store. A Chicago store in particular is notorious for the manner in which the clerks "pull in" the customers, and thousands of women could not be induced to enter those establishments, because they believe it would be as much as their life is worth to do so.

Arouses Unfriendly Competition.

In all stores where the clerks work on a commission basis, the system gives rise to a fierce competition which makes the clerks rob each other of good customers, and makes them hurry through one customer who is buying a small bill of goods, in order to catch some new customer whom they know is good for a large bill. This condition, as we well know, is not conducive to a stable, satisfactory business.

Salary and Commission.

A system which we favor is one in which a moderate fixed salary is paid the salespeople, and then an extra inducement is given in the form of a commission on sales in order to induce extra effort and attention on their part. We know a store in Texas that is to-day employing this system with excellent results. The girls are paid from $5 to $10 a week salary, and in addition to this a commission of 2 per cent on their gross sales. The men are paid from $8 to $15 a week, with a commission of 2 per cent. on their gross sales.

Works Well in All Seasons.

By this method they are assured of a steady income through dull as well as busy seasons, yet during the busy seasons they are able to earn more than their normal salary if they exert themselves. We all know that a store can afford to pay an increase in salary when there is an increase in sales.

Must Assure Steady Income.

We also know that efficient, reliable and dependable salespeople are developed only after careful training, and that to keep a good salesperson in one's employ, he or she must be assured of a steady income that will enable him to live in comfort. On the whole, we do not favor the purely commission basis, because we rarely find that it results satisfactorily. A moderate salary, with the addition of a low commission on gross sales, has given better results all around. — Drygoodsman and General Merchant.

"Old Homestead" Brand

SEND FOR SAMPLES OF OUR BEAUTIFUL LABELS

DOUBLING OUR CAPACITY

Just one year ago we began the erection of our new factory at Picton, and the packing of **"Old Homestead" Brand Canned Goods.**

We chose Picton because it is in the centre of the finest fruit and vegetable district in Canada, and we chose the name **"Old Homestead" Brand** because it seemed to embody those ideas of quality and reliability we were determined our goods should stand for.

We believed there was a field for an independent factory that observed every nicety of cleanliness, that used only the highest-grade fruits and vegetables, and that employed the most approved processes.

WE WERE RIGHT

Our goods, with their superior quality, attractive name, and richly embossed labels, caught the favor of the trade at once.

So great was the demand for "Old Homestead" Brand canned goods, and so thoroughly pleased have the trade expressed themselves, that we are erecting an immense steel and concrete addition in which to instal a duplicate of our present plant.

We have 2,000 acres contracted for this season, and the greater part of our prospective pack has already been sold.

You will be well advised in ordering your stock of "OLD HOMESTEAD" Canned Goods now. If your wholesaler is not prepared to supply you, write us direct.

THE OLD HOMESTEAD CANNING COMPANY LIMITED

PICTON, ONT.

— NOT IN THE COMBINE —

WE HAVE THE CLEANEST FACTORY IN CANADA

Canned Goods

RETAIL MAIL ORDER HOUSES

LOCKING the stable after the steed is stolen is no more short-sighted than waiting till mail-order houses are firmly established before making a fight on them. It is not necessary for these establishments to reach their full growth, to prove their pernicious influence. It only requires a glance at the conditions subsisting in the country districts of the United States, surrounding the big mail order centres, to see the disastrous effects on business, and consequently on land and property values, caused by these enemies of retail trade. Nor is it necessary to go across the line to see these results. Already in Canada the roots of this business are firmly fixed and stagnation in trade and depreciation in values are ever its concomitants.

The time has come for a fair consideration of the question. It would be a sign of the most egregious folly to close one's eyes any longer to the importance of this feature of modern business. It has already done great harm to legitimate retail trade. It will in the future do far more. If there is any opposition to be raised, it should be raised now.

Mail-Order Business Unfair.

A consideration of the question will show: first, that the mail-order business is unfair; second, that it is in the end disastrous to those who use it; third, that it may be successfully combatted.

It is unfair. All possible advantage is taken of the fact that the article to be sold is not seen by the buyer till after it is bought. The merchant doing business over his counter cannot exaggerate. He may put forth the merits of his goods, their high quality and fair price, but his statements will be weighed by a discerning public and in the last instance the goods will be sold on their own merits. They will be compared with other goods of other dealers and they must stand that comparison. This is fair buying and selling. How different is the case of the mail-order houses? Their sales are made on their own extravagant descriptions. A little cut, which can show nothing of the quality of the article, and a fulsome laudation of the quality and price, these are the evidences on which the customer buys. When people have such difficulty in judging the good from the bad when they have the two in their hands, it is not to be expected that they will choose right when they have nothing but a printed description to go by. The folly of such a thing is patent to anyone who thinks of the differences which exist even in staples. On paper the difference in a coarse and fine piece of linen cannot be distinguished. If they are not shown, the same adjectives can be used to describe one as the other. It is unnecessary to mention which the mail-order house would send if an order were sent in. This is just illustrative of the general unfairness, the wrong principle, at the base of a mail-order business.

But it is not allowed to rest there. To the unfairness of the principle has been added deception in the details. We shall not go into many particulars here, —they are too well known to retail merchants throughout the country,—but a single instance will illustrate the point. A well-known standard article will be shown on a page of the mail-order catalogue. A few lines of description are subjoined and the price will be about one quarter less than the regular price. On the opposite page will be a fine cut of a similar article of an unknown make and beneath it is given a glowing description showing its superiority over anything else of the kind ever offered. The first page, with a reduction of the price which everybody knows, inspires the reader with confidence. But, he will say, if this is a bargain, how much more must the one opposite be a bargain, which is shown to be superior to the standard one in every respect. So the unknown make is sold at a big profit. The other article would have made no profit for the mail-order house and was not intended to be sold. It is a game of deception pure and simple.

Ruins the Towns.

The mail-order business, moreover, is disastrous in a much wider sense than that which has just been mentioned. It kills the prosperity of the towns by driving out the business men who make prospcrity possible. There is just one thing which can ensure good, healthy retail business, and that is local support. Without this business there can be no market; the chief taxpayers disappear, the employers of labor require no help, and public works and schools fall into decadence, because those who formerly paid the taxes to support them do so no longer. As a direct consesequence the farmers' lands decrease in value and their produce no longer brings the prices it did when there was an active market. These are not imaginary evils. They can be traced in many parts of Ontario at the present time. They are the natural and necessary results of the patronage of a catalogue house.

With a few of the evils of this class of business before us, the third question, the possibility of successfully fighting it, presses for settlement. Mail-order houses can be successfully competed with. This has been proved conclusively by many merchants throughout the country. It requires, however, the most energetic action on the part of the retailer. He has to take the bull by the horns and fight on the aggressive.

How to Compete Successfully.

The method in which this may be done varies with local conditions. In one place where the farmers were much given to buying from catalogue houses, the proprietor of a general store had this sign hung up prominently:

"We do not pay any cash on butter. We pay 2c. per dozen less for eggs in cash than in trade, and when a customer wants part cash we figure all the eggs at cash price."

The store pays the top price for both butter and eggs in trade, which leaves the farmers no room for complaint, and when they see how much they will lose by taking cash instead of trade they invariably take trade. This is a scheme which ensures home trading and is to be commended.

A method which appeals more strongly to most men is that of education. To convert people from the mail-order habit by convincing them that they can actually buy more cheaply at home is difficult, yet it is the only satisfactory way. Where possible it can be done by a comparison of the home and catalogue goods. Mail-order houses are not in business for their health. The merchant can be assured that they make a good big profit on what they sell. Otherwise how could they keep up their big plants in the cities, and spend the enormous sums they do on catalogues and advertising? With this knowledge, a local dealer can attack them on their own ground by giving better prices and qualities. Keen, progressive merchandising is necessary because his contest is with merchants who seize every vantage point.

Every merchant is naturally entitled to the trade which surrounds his place of business. He is right on the spot with his goods; his expenses are usually low,

The Governor General of Canada Testifies to the Superior Quality of Canadian Fruits and Vegetables such as Packed by the "Canadian Canners, Limited."

In the course of an address on Canada delivered at the Toronto Club on April 28th, 1905, the Governor General of Canada, Earl Grey, spoke in part as follows :—

"The laws of nature have decreed that the country which exists nearest the northern limit of "production has been blessed with an inherent virtue which enables it to produce the best fruits, "the hardest cereals, and the finest and most strenuous men that can be found on the earth. It is a "well established fact that Canadian-grown apples nearest the limit of production are finer in quality, "better in flavor, and last longer than those grown further south."

In his address Earl Grey has simply emphasized a well known and generally conceded fact, viz., that Canada produces fruits and vegetables whose quality is not equalled elsewhere in the world.

The Governor General might have said, and truthfully,—

"If you want to secure the best canned fruits and vegetables, packed by the finest (most ex- "pert) and most strenuous men that can be found on the earth, buy 'CANADA FIRST,' 'LITTLE "CHIEF,' 'LOG CABIN,' 'HORSESHOE,' 'AUTO' brands of Canned Goods."

Why? Because,

1st. The fruits and vegetables packed under the brands above mentioned are Canadian grown, and are of the highest degree of excellence.

2nd. They are grown in the immediate neighborhood of factories.

3rd. Are picked only when best suited for table use.

4th. Are packed the same day as picked.

5th. Are subject to rigid inspection and highest sanitary conditions.

6th. Canada's most skilled artists and most expert lithographers have been busy for months preparing a new series of artistic and beautifully embossed labels for these popular brands of canned goods. The seal of the Canadian Canners, Limited, will appear on these labels as a guarantee of quality of contents.

Remember the best are always the cheapest, and the well known guaranteed brands are the easiest sold and give the best satisfaction to the consumer.

BUY the BEST.

and he has the important advantage of being able to become personally acquainted with his possible customers. Under these circumstances it would seem that all he needs to hold this trade is to offer as great inducements as the mail-order house. But this is not all. As we have pointed out above, the seeming inducements of the catalogue are not real inducements in many cases, but fakes and shams. The retail merchant must be prepared to prove this, and the best and most satisfactory way to do it is by consistently giving good quality for a fair price. Good buying and good selling are alike requisite in accomplishing this end, but the competition of the present day is demanding these more and more, if commercial existence is to be maintained at all.

Credit System.

The credit system, which is necessary in many parts of the country, should be the means of keeping business at home. It has frequently been much abused by people buying the necessaries from the local store on time, only to use the cash, when it came in, to buy from the catalogue houses. It would be a waste of time to argue with such a one on the injustice of his conduct. Arguments based on fairness or justice would not be understood by him. But he might be made to understand the inexpediency of his course. If he was out of work temporarily or if there was a crop failure, would the mail-order house carry him for a month, or six months, or a year? Not at all. Their business is done on an absolutely cash basis. The money has to be paid before the goods are seen; that is the principle of their sales. It is in such contingencies that the local merchant is called on for credit, but it is a bad time to ask for time. Points such as these should be used where this competition is felt. Expediency may accomplish what justice cannot effect.

Local conditions must govern the course which should be taken in opposing mail-order houses in any particular place. The important thing is to take some active steps against them. They are a menace to retail merchants and as such must be watched and combatted consistently and vigorously.

THE FAIRBANK PLAN.

The attention of grocers and grocery clerks is directed to Fairbank's new plan, which is on an entirely different basis from the usual system of coupons. A study of it will convince participants of its merit. The N. K. Fairbank Co., Montreal, will be pleased to mail a catalogue to every merchant or clerk desiring to avail himself of this valuable system. Reference to this notice in The Grocer will bring a prompt reply.

R. S. LANG, Exeter, Ont.

Fruit and Produce Dealer

Apples a Specialty

Correspondence Solicited

D. CANTELON

APPLES IN CAR LOTS
A SPECIALTY.

20 Years' Experience. Early Correspondence Solicited.

Address - CLINTON, ONT.

Dublin, Ireland

Canadian Fruit and Produce Shippers and Manufacturers of Grocers' Specialties can place goods **direct** on the **Irish Markets** through

J. H. Sheridan

Commission Agent,

6 D'OLIER STREET, DUBLIN

Correspondence invited. Prompt returns guaranteed.

Looking for

Agents in Scotland?

We handle all classes of **Canned Goods—Fruits, Vegetables, Meats and Salmon.** Our wide connection and varied experience enable us to place large quantities of these goods at favorable prices.

Are in a position to buy or receive consignments of **Green Fruits,** especially **Apples in Boxes.** Consignors are assured of prompt attention to all shipments and correspondence. Address

WILSON, RONALD & CO.,

45 Hope St., GLASGOW.

Sole Agents in Scotland for B. T. BABBITT, New York.

Coming

Our Traveller

He will be to see you early at your place of business for the trade of 1906.

Onion Sets, Seed Corn, Seed Potatoes, Garden Seeds and Bulbs.

W. L. Clark

Leamington, Ont., Essex Co., "Canada's Garden"



Capstan Brand

PURE MOCHA AND JAVA GROUND

COFFEE

Put up in 1-lb. tins, with a very attractive label, and is giving perfect satisfaction. Ask your wholesale grocer for it, and be convinced of its high-grade quality.

CAPSTAN MNFG. CO., Toronto, Ont.

TRADE HELPS

There are just a few things in a grocery store that help to sell other things, and one of them is the FRANKFORD CANNED GOODS, *which are always of the highest and best quality. The town of Frankford is situated in the Trent Valley, celebrated for growing the finest flavored Fruits and Vegetables in the world. It is no exaggeration to say that there is not a spot on the continent so splendidly adapted for the perfect growth of Fruits and Vegetables. Recognizing that it was an ideal spot for a canning factory, one year ago the Frankford Canning Co. erected a plant and factory in this locality No expense has been spared in procuring the most experienced and practical men for the packing and management of the business, so as to insure perfection in the class of goods we place before the public. Our Processor has had a practical experience of 25 years, and when 25 years is spent in one business it is sure to give one a very thorough knowledge of that business, and as our Processor has been superintendent and manager for some of the largest packers in the United States and Canada we can truthfully say of our goods they eclipse all others as to quality, quantity and purity Any grocer can demonstrate the truth of these statements to the fullest extent and it is to both his own and his customers' benefit that he should demonstrate it.*

Respectfully yours,

The Frankford Canning & Packing Co., Limited

Independent Packers

Frankford, Ont.

Cable Address : "WHITCO."
CODES USED :
Economy
Revised Economy
Cal. Citrus
Earl Fruit
U. S. Cipher
A.B.C. 5th Edition

PHONE, MAIN 4106.
Private Branch Exchange connecting all Departments and Fruit Market.
4 PHONES.

Important Announcement

WHITE & CO.

LIMITED

INCORPORATION APPLIED FOR.

Wholesale Importers and Auctioneers

Fruits, Produce and Fish

TORONTO **Branch at Hamilton**

Capital, $100,000.00.

INCORPORATORS :

PRESIDENT :
GEO. ACHESON, ESQ., Goderich.

VICE-PRESIDENT AND MANAGER :
W. H. DESPARD.

SEC.-TREAS. :
J. H. W. MACKIE.

JAMES LANGSKILL, WM. BAILY, R. PALMER, THOS. FERGUSON,
ALL OF TORONTO.

SUCCESSORS TO the amalgamated firms on and after June 1st, 1905 :

WHITE & CO., Wholesale Fruit, Produce and Fish Importers and Auctioneers.
MERCHANTS' PRODUCE EXCHANGE, Wholesale Fruit and Produce Dealers.

A Branch has lately been opened in Hamilton to facilitate the increased business from that city and surrounding territory.

The entire business will be continued without cessation. All the valuable contracts and connections of the firms mentioned have been acquired, placing the firm in the first and foremost position to handle their large and ever-increasing business.

The very closest attention will be given to out-of-town trade, filling orders with utmost care ; and increased business is solicited from old and new accounts.

The Auction and Jobbing business will be a special feature. Full cars of the various lines arriving daily. We will continue to represent the **California Fruit Distributors,** and will be headquarters for California Fruit, same being handled entirely at auction.

The Fish business deserves special mention. Fresh supplies daily ; handled entirely separately from the other business ; experienced men in charge.

Warehouse : 64 Front St., East. **Auction Rooms : Cor. Scott and Esplanade.**

Cold Storage on Premises. Capacity 25,000 cubic feet.
BANKERS : Canadian Bank of Commerce, Market Branch.

Co-operation Among Canadian Apple Growers

Written specially for The Grocer by A. McNeill, Chief of the Fruit Division, Ottawa.

THE movement among the apple growers in certain portions of Canada towards co-operative packing and selling must not be confused with the formation of ordinary stock companies for the buying and selling of fruit in the open market. The co-operative movement is not in any sense of the nature of a trust that proposes to monopolize the sale of apples. Even the most sanguine of those interested expect no more in the near future than an improvement in the methods of packing and selling that will prevent the decrease, if not the total extinction, of apple growing on many Canadian farms. So far the movement is confined almost exclusively to Southern and Western Ontario. These sections have been practically abandoned by the ordinary apple operators who deal in storing stock. The crop is abundant and usually of an excellent quality, but owing to the warmer climate and earlier season cannot be handled for the same markets nor by methods quite profitable for the northern apples. There are at least three objects aimed at:

First—To pick and pack different varieties at proper seasons by the most economical methods.

Second—To concentrate the comparatively small quantities of each grower into long lines uniformly (and honestly) marked and packed.

Third—To secure the best intelligence among the growers to market the product, bringing, if possible, the buyer and seller together so that there may be little or no possible ground for dispute as to price, grade, packing or condition of fruit.

It will thus be seen that there is no attempt to supplant any efficient existing business method, but rather to substitute something where ordinary methods have proved a gross failure.

Modern commercial orchards have only two or three varieties at the most, except for local markets; the older orchards are not small, but comprise from six to many varieties. If these many varieties are picked only once or twice during the season there will be such a loss in fruit absolutely unfit for packing at time of picking as is difficult to estimate, to say nothing of the comparatively poor condition of much that is accepted. The saving under this head by co-operative methods amounts to a large percentage of the total receipts at present.

The gathering of large quantities of fruit of the same variety and of uniform grade and marking will appeal to the Old Country merchant. He wishes to deal in a staple product which he can duplicate. It is hoped that by co-operation there may be enough of one grade gathered at two or three convenient places in Canada to induce English buyers to buy direct. As long as buyers are asked to travel long distances at a great expenditure of time and money to secure small lots of many grades of apples it must be expected that the margin between the price to the grower and the price to the consumer will be very great. The conditions, however, will be very different if buyer and seller can meet and conclude a bargain before the fruit is out of the hands of the producers. The seller will not be obliged to take the irrevocable step of moving his fruit from the storehouse till he has the assurance of a definite market. On the other hand the buyer is under no obligation to buy unless the grade, price and other conditions suit him. It is true that there will still remain many exigencies of transportation, weather and market for which an allowance will always have to be made. But the merchant being on the spot is the man to deal with these. Hence the wisdom of the leaders in the co-operative movement who have determined to send no fruit on consignment. If these associations can offer five or ten or twenty thousand barrels of a single brand at one place, it is not too much to ask a merchant from London, Liverpool or Glasgow to come where buyer and seller will be on an equal footing. Many Canadian dry goods merchants visit England and Scotland yearly to make purchases where the goods are produced and it is the intention, if possible, to extend this good business principle to the Canadian apple trade. This movement will appeal to the merchants who



View in Hillcrest Orchards, Kentville, N.S.

wish to build up a permanent business on principles that are economical to the producer and convenient for the middle man. It is presumed that the firms already in the trade will fall in with the movement as it means more and better fruit that can be handled with less risk and, therefore, with more regular, if smaller, percentage of profit.

THE CANADIAN FRUIT MARKET.

APPLES have been and, as far as can be seen, will continue to be Canada's principal export in the department of fruit. The amount and value of the exportation of apples will always be dependent in a measure on the crop conditions, though by the adoption of improved methods of cultivation and the planting of new orchards, a steady growth in the size of the apple crop may be counted on.

A glance at the following table will show the increase in the exportation of apples during the past five years:

1900	$2,578,233
1901	1,482,927
1902	1,566,808
1903	2,758,724
1904	4,590,793

The great bulk of these apples were shipped each year to Great Britain. The other countries which imported small quantities from Canada were the United States, Belgium, France, Germany and Newfoundland.

Canada exports small quantities of blackberries, gooseberries, raspberries, strawberries and fruit pulp, but her main hold on the foreign markets will be through her canned fruits, of which she is exporting a fair quantity. The figures for the past five years are:

1900	$329,405
1901	181,438
1902	142,972
1903	402,186
1904	358,942

Imports of Green Fruits.

Referring to imports, the most important item is naturally "oranges, lemons and limes." Of these Canada imported a value of $1,221,256 in 1904. In 1900 the importation was only $913,235, and there has been a steady growth during the interval. The importation of bananas has increased from $519,342 to $809,684 during the same period. Of other fruits the following table will show the importation:

	1900.	1904
Blackberries, etc.	$93,595	$107,379
Cherries	10,746	16,014
Cranberries	42,254	54,715
Grapes	55,551	79,752
Guavas, etc.	1,906	9,638
Peaches	52,497	58,005
Pineapples	59,443	133,145
Plums	39,123	49,379
Wild Berries	789	1,066
Other Fruits	62,005	62,537

The great bulk of these fruits are imported from or through the United States. A value of $17,585 in bananas and $29,365 in oranges, lemons, etc. is imported direct from the British West Indies. A value of $27,663 in grapes and $103,133 in oranges, lemons, etc., comes from Great Britain. Italy sends $343,616 in oranges and lemons, and Japan $15,620 in the same line. From Spain come small shipments of grapes and oranges.

Vegetable Exports.

Potatoes form the bulk of Canada's shipments of vegetables to foreign countries. In 1904 a value of $1,179,481 was shipped as compared with $330,309 in 1900. Of this total the following countries received the larger shares:



MR. A. MCNEILL
Chief of Fruit Division, Ottawa.

United States	$749,881
Great Britain	1,689
British Guiana	32,108
British W. Indies	75,393
Newfoundland	20,028
Cuba	288,750

Other vegetables exported are tomatoes, corn and beans in cans or packages, and turnips. Of the former Canada shipped $167,020 in 1904, as compared with $18,101 in 1900. Of the latter her shipments amounted to $28,157 in 1904. The principal receiving countries are the United States, the West Indies and Newfoundland.

Vegetable Imports.

The imports of vegetables total about $700,110, distributed as follows:

Melons	$10,370	$21,494
Potatoes	69,073	78,578
Potatoes (sweet)	14,352	20,351
Tomatoes (fresh)	26,194	103,763
Tomatoes and corn (cans)	99,893	131,750
Others	193,267	344,174
	$413,149	$700,110

As in the case of fruits, the bulk of these vegetables are imported from the United States.

A COMPARISON OF NOVA SCOTIA AND ONTARIO APPLES.

By R. A. Bennett, Winnipeg.

THROUGHOUT Western Canada today, and as a matter of fact for the last few years, you hear arguments galore on the respective merits of fruits grown in Ontario and Nova Scotia.

Any comparison between the two provinces as far as fruit production is concerned must necessarily be confined to apples, for, although I have eaten grapes grown in the province by the sea which were the equal of any I ever tasted from Ontario, and have also seen peaches growing in a very promising manner, still I fancy all Nova Scotians will agree with me when I state that the apple crop is far and away the most important fruit crop grown there.

Annapolis Valley.

Throughout the Annapolis Valley on every side you see an endless stretch of fruit orchards which, in the Spring of the year, defy description, being a mass of blossom, and one of the most beautiful scenes you could gaze upon. These trees are no mean part of the backbone of the province and are regarded and pointed out to tourists with the utmost pride. Very few touring Americans would consider leaving Nova Scotia without seeing the "valley in fruit time." Of late years, at most of the principal railway stations, foreign merchants have established offices for the purpose of buying the crops. The Niagara Peninsula of Ontario presents much the same scene, but not by any means on so large a scale.

Gravenstein Variety.

Of the varieties of apples grown in Nova Scotia, mention can only be made of a very few of the principal ones. Of these, probably the leading apple is the Gravenstein, which is not grown anywhere else as it is in Nova Scotia. It is of a beautiful delicate color, firm but very juicy, and has a peculiar scent which can be detected at a distance.

Indeed, a barrel of these apples will fill a room with their peculiar odor. The Gravenstein as grown in Ontario is by

THE DISTRIBUTORS COMPANY, Limited

SUCCESSORS TO

Husband Bros. & Co'y, - - -	Toronto.
C. P. Carpenter & Son. - - -	Winona.
S. M. Culp, - - - - -	Beamsville.
Griffith & Woolverton - - -	Grimsby
Titterington Bros., - - - -	St. Catharines

COMMISSION MERCHANTS AND WHOLESALE DEALERS IN

Foreign and Domestic Fruits

This season we are making a specialty of handling Domestic Fruits. Our warehouses at Toronto, Clarkson, Burlington, Hamilton, Winona, Grimsby, Beamsville, Vineland, Jordan and St. Catharines, are connected by our own

PRIVATE TELEPHONE

placing us in the closest touch with the various sources of supply, and giving us exceptional facilities for handling **Domestic Fruits** to the

ADVANTAGE OF OUR CUSTOMERS.

No other firm in Canada can do so well for you. Our Toronto and Winnipeg warehouses keep full lines of Foreign Fruits in season.

Our **November Cut Messina Lemons** are a leading feature for the next few weeks.

H. M. MULHOLLAND, General Manager.

Head Office : - - TORONTO

W. B. STRINGER J. J. MCCABE

WE KNOW

That it is hardly necessary to say anything to you about the High Standard of Quality of Mr. Tracuzzi's Brand of Lemons, but that Our Ad. may be in sympathy with the mission of this, the "Import" Number of The Canadian Grocer, we say:—

"**IMPORT ST. NICHOLAS**, and do a vaster Lemon business than has been."

W. B. STRINGER & CO. Fruit Brokers, 61 Front East, TORONTO.

Has Your Order Come

to our Fruit Department yet? We have a choice range of

Vegetables—Tomatoes, Cucumbers, Cabbages, Etc.,

and the prices will suit you.

The F. T. JAMES CO., Limited, 76-78 Colborne St. TORONTO

Arriving Daily:

Strawberries, Tomatoes, Pineapples,

Country orders receive our special attention. Get our quotations before buying elsewhere.

The Dawson Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS

Corner Market and Colborne Streets, - - - - - - - - TORONTO

"QUEEN BRAND"

Our stock is rapidly disappearing, and we intend clearing out the balance this month. Before placing your order, write us for prices on Peas, Gallon Apples, Catsup and Raspberry Pulp in gallon tins.

IT IS WORTH YOUR WHILE TO DROP US A POSTAL.

BELLEVILLE CANNING COMPANY, - - - BELLEVILLE, ONT.

TRADE MARK

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FOR GROCERY WRAPPING

Strong, Stiff. *Will not Break or Crack.*

SAMPLES AND PRICES GLADLY SENT.

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"RAPID" CHICORY NIBBER

Used by all the principal firms in the trade.

Machinery for the preparation of

TEA, COFFEE, COCOA, CHICORY, PATENT FOODS, FRUIT, ETC.

PATENT **GAS-HEATED ROASTERS,** INTERNAL OR EXTERNAL FLAME. IMPROVED ROASTER. FOR USE WHERE GAS IS NOT AVAILABLE, FOR COKE, WOOD, STRAW, ETC., FUEL. COOLERS. FANS.

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QUICK MIXERS FOR BAKING POWDER, COFFEE AND CHICORY, SPICES, ETC. STEEL AND STONE MILLS. **FRUIT CLEANING AND DRESSING MACHINERY.**

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Cole Street, Swan Street LONDON, S.E., ENGLAND

Illustrated Catalogue Mailed (Post) Free.

no means the equal of the Nova Scotia product in delicacy of color or of flavor. As a rule, I think the size is about the same. Another favorite of the Valley is the Bishop pippin, which is grown in large quantities, and as a Winter and cooking apple, ranks very high. It is a fair-sized apple, some samples are very large and of good color, but many are spotted on the skin. This in no way interferes with the quality of the apple, it being only outside. I have heard many authorities express their opinion that spotting is due to the action of the sea air. I may say that I have noticed these spots on nearly all varieties of Nova Scotia apples in a greater or less degree but have not inquired deeply into the cause.

The russet in its several varieties is seen in Nova Scotia in great profusion. It grows to a large size and as a keeping apple is probably as good a variety as can be found anywhere.

King of Tompkins.

In the several other varieties considered as staple Winter apples, the two provinces appear to be evenly matched, with the exception of the King of Tompkins. This apple is grown larger and of somewhat better flavor in Nova Scotia. Judging from the samples of XXX apples which are sent from Ontario year by year, there is a marked improvement in quality and size, which is most noticeable in such stock as Northern Spy, King of Tompkins, and in fact nearly all the varieties generally stored for Winter sale, with the single exception of the russet, which does not appear to gain much in size, although the quality is passable. This apple (either golden or nonpareil) is by no means the equal of the Annapolis Valley product.

Cooper Market.

A noticeable Ontario production last year was the "Cooper Market." This gave good satisfaction, being of a nice fresh color, firm and rather juicy, and wintered well. It has also good cooking qualities. The King of Tompkins from Ontario is a very fine apple and the equal of the Nova Scotia product in color, firmness and cooking qualities; but the latter province produces it in much larger size and, I believe, somewhat tastier, although there is not much difference.

Northern Spy.

The favorite apple from Ontario in the West is, by long odds, the "Northern Spy." This variety is too well known to require more than mention; suffice it to say that in this line the two provinces are on a fairly equal footing.

To give an unbiased opinion, I firmly believe that, comparing all varieties of Summer and early Autumn apples, Nova Scotia is far and away ahead of Ontario, but in the varieties of Winter or cooking apples, they are more nearly equal.

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Consignments of Fruit

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We have a large outlet for

Apples of Finest Quality

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Barrels, Boxes or Tins

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THE BAZAAR ***GLASGOW***

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It is entitled

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How to make money in banana growing.

How and where bananas grow.

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How profits from bananas compare with farm products raised in the United States.

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How by a small monthly investment for a few months you may secure a life income.

If you want insurance against poverty, a guarantee of independence in old age, and a life income of from $100 to $1,000 a year, write us at once for this

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You will find it an interesting story about the most remarkable opportunity ever offered. Write for it to-day.

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OUR TRADE

HAS GROWN much larger

BECAUSE

of the high quality of Fruits which we handle, and the prompt and careful attention we give to our customers' orders.

WALKER & SON

are known throughout the country as prompt and reliable shippers of

FANCY FRUITS

and at prices low as any in Canada.

Our new warehouse which we recently built, and said to be the best and most up-to-date Fruit Warehouse in Canada, is enabling us to give our customers better service than ever before.

OUR MOTTO—Prompt and reliable treatment to all our patrons.

HUGH WALKER & SON

Direct Importers **GUELPH, Ontario**

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EVAPORATED APPLES
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We are buyers and sellers of above. Car lots or smaller quantities. Correspondence solicited.

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Our Connections and Correspondents

are numerous, but we wish to extend and increase them.

We will sell you the Fruits and Products of Canada, and we will buy Fruits, Nuts and other Products of your country.

CANADIAN APPLES OUR SPECIALTY

Our Brands are well-known. Write us for information.

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Exporters and Importers DOMESTIC AND FOREIGN FRUITS

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FRUIT AGENCY WANTED IN BRITAIN
Green and Canned, not Jams

House, with **20 years' connection,** in N.E. of England wants sole selling agency for that district. Unimpeachable business and bank references given. Only first-class firms represented.

J. W. LEAKE, - SCARBOROUGH
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FINKLE & ACKERMAN
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MANUFACTURERS
Evaporated Onions
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DRIED APPLES
BRIGHT, DRY STOCK WANTED
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DRIED APPLES
We pay highest market prices for bright dry quarters and make prompt remittance.

The W. A. GIBB CO.
Packers and Exporters
5 and 7 Market St., HAMILTON

GREEN FRUITS AND VEGETABLES

ONTARIO MARKETS.

Green Fruits.

Toronto, May 26, 1905.

A BRISK business is reported in all kinds of green fruits for the week under review, especially oranges and pines, both of which are slightly firmer owing to increased demand. A firmer market is reported in lemons. Bananas are selling freely, large bunches per crate being quoted as high as from $1.50 to $3. North Carolina strawberries are out of the market and their place has been taken by Baltimore stock which arrived on the market for the first time May 22.

The price of straws this week is up 2c., the reason being that we are practically between the seasons for North Carolina and Baltimore stock and there has been a scarcity of supplies on the local market. Our quotations are:

Bahama grape fruit, per box		5 00
California grape fruit, per box		3 00
Havana pines per case	3 00	4 00
California navel oranges, per box	3 25	4 50
Oranges, Mediterranean sweets, per box	3 50	4 00
New messina lemons, 300's, per box	2 25	3 00
" " 360's, per box	2 25	2 50
Bananas, large bunches, crated	1 50	2 00
Bananas, 8's, per bunch, crated	1 00	1 50
Bananas, 7-hand bunches, off track	0 65	0 75
Red bananas, per bunch	2 00	2 25
Apples, Winter varieties	2 50	5 00
Baltimore strawberries, per quart	0 16	0 17

Vegetables.

Domestic green vegetables are slowly taking the place of imported stuff, Baltimore radishes and imported asparagus having been replaced by domestic produce, which is quoted as follows: Asparagus, per doz. bunches, 75c.; new radishes, per doz. bunches, 20c. Charlestown cabbage has been replaced by Baltimore stock, which is quoted at $1.75 to $2. Bermuda potatoes are down $1 and Florida tomatoes are 25c. firmer than last week

Greenhouse lettuce, per dozen bunches	0 25	0 30
Greenhouse radishes, per doz. bunches	0 20	0 40
Dry Mint, per doz bunches		0 20
Parsley, " "		0 20
Sage, per doz		0 20
Savoury, per doz		0 15
Carrots, per bag		0 60
Beets, per bu		0 60
Beets, per bag		0 75
Dry onions, per bag	2 25	2 50
Dry onions, per basket		0 60
Onions, Yellow Danvers, per bush. crate		1 50
Bermuda ouions, per crate	1 65	1 90
Egyptian onions, per sack	2 50	2 75
Green house water cress, per doz.		0 25
Potatoes, carlots on track Toronto, per bag	0 55	0 65
Potatoes, per bag		0 75
" car lots, Eastern	0 66	0 67
Parsnips, per bag		0 75
Cabbage, per doz	0 45	0 75
Turnips, per bag	0 30	0 35
Hothouse cucumbers, per doz		1 25
Florida cucumbers, per hamper	2 25	2 75
Oyster plant, per bush		1 25
Oyster plant, per doz. bunches		0 50
Greenhouse rhubarb, per doz	0 75	1 00
Outdoor rhubarb, per doz. bunches	0 20	0 25
" onions		0 15
Florida tomatoes, per case	3 00	3 50
New beets, per doz. bunches		1 00
Spinach, per bbl	1 50	2 00
Asparagus, per doz. bunches		0 75
Mushrooms, Illinois, per lb	0 80	0 90
Bermuda potatoes, per bbl		5 00
New carrots, per doz. bunches		0 75
Waxed beans, per bush. box		2 50
Baltimore cabbage, per bbl. crate	1 75	2 00
New radishes, per doz. bunches		0 20

Stocks of fruits are pretty large and generally of fine quality and in good condition. Bananas, however, are mostly green, and will have to go through hot houses to color up. Dealers do not expect any quantities of Canadian fruit before the 10th of June or after.

Lemons	1 75	2 25
Cocoanuts, per bag of 100		3 50
Pineapples, 24 to case		3 50
" 30 to case		3 50
Jamaica grape fruit, per box		4 00
Florida grape fruit, per box		5 00
California navel oranges, per box	3 50	4 25
New Messina lemons 300's	2 25	2 75
" " " 360's		2 00
Apples Winter varieties	2 50	5 00
Sweet potatoes, per bbl.		6 00
Tomatoes, Floridas, crate	2 75	3 50
Lettuce, Boston		1 20
Strawberries	0 15	0 17
Florida celery		4 00

Vegetables.

Dealers report a fine condition of business. Trade is said to be pretty good and continually and steadily growing. Demand in general is fair. There is little new stock arriving but Egyptian onions which are of fine quality. Prices remain firm, but are expected, however, to become easier when more new stock arrives in larger quantities.

Florida tomatoes, crate	2 50	3 00
" celery "		4 50
" cucumbers, basket		3 00
Bermuda onions, per box		2 25
New cabbage, per crate		3 00
Green and wax beans	2 50	2 75
Canadian Asparagus, doz. bunches	2 50	3 00
Potatoes, carlots		0 55
Less than carlots	0 65	0 70
Bunch lettuce, per doz. bunches		0 75
Radishes, per doz. bunches		0 30
Mushrooms, per lb		0 90
Mint, per doz. bunches		0 20
Parsley, " "	0 35	0 75
Sage, per doz		1 00
Savory, per doz		1 00
Beets, new, per doz		1 50
Egg plant, per dozen		2 00
Green onions, per doz		0 15
Egyptian onions, per bbl		2 50
Red onions, per lb. 3½c., per bbl		5 00
Yellow onions, in 80-lb. bags, per bag		2 50
Green house water cress, per doz		0 50
Green cucumbers, per basket		3 00
Green cabaage, crate		3 00
Waxed beans, per bush		1 05
Cauliflowers, home grown, per doz		2 50
Green peppers, per basket		0 75
Spinach, per bbl		2 25
Cucumbers, per doz	0 50	0 75

Evaporated Apples.

Trade quiet and little call for anything outside of local requirements. Good stock quoted at 6¼ to 6½c. Dried dull and few selling at 3 to 3½c. per lb.

MANITOBA MARKETS.

Green Fruits.

Oranges are still very high in price. We quote:

Oranges, fancy Washington navels, 96's per case		3 25
Oranges, fancy Washington navels, 112's, per case		3 50
Oranges, fancy Washington navels, 126's, per case		4 00
Oranges, fancy Washington navels, 150's, per case		4 50
Oranges, fancy Washington navels, 176's to 250's		5 00
Bitter oranges (for marmalade), 200's and 240's.		2 50
Lemons, fancy California, 300's to 360's, per case (10c. off 5 case lots of oranges and lemons).		4 00
Bananas, fancy Limons, per bunch	3 00	3 50
Apples, fancy XXX Spies, per bbl.		6 00
" fancy XX Spies, "		4 00
Pineapples, per doz	2 50	3 00
Strawberries, quarts, 2 doz. in case, per case	3 00	3 50
Cal. cherries, 2 doz. in case, per case		3 25

Vegetables.

Parsley "		0 40
Mint "		0 45
Native onions, per lb		0 04
Carrots, per bush		0 40
Beets, "		0 80
Turnips "		0 40
Potatoes "		0 65
Celery, per doz		1 20
Florida tomatoes, 6 baskets in crate, per crate		5 00
Lettuce, per doz		0 50
Radishes "		0 50
Cucumbers "		2 00
Green onions, per doz		0 40
Egyptian onions, per lb		0 04½
New California cabbage, per lb		0 04

QUEBEC MARKETS.

Montreal, May 23, 1905.

Green Fruits.

The fruit market shows a remarkable activity. The market is very steady and demand is good, specially for oranges and bananas. Dealers are satisfied with this growing business and report prospects for this season's trade as good.

READ WHAT CANADA'S LEADING
RETAIL GROCERY HOUSE SAYS

OF

"Cook's Friend Baking Powder"



RETURNED
MAY 27 1905
F. Montreal
Cut Book 35
Page 39

FRASER, VIGER & CO., Montreal, say in all the dailies of Montreal:

"

The Old Reliable.

McLaren's Cook's Friend Baking Powder

put up in full-weight 16-oz. packages at 25 cents each, is worth any foreign imported Baking Powder at double the money.

We sell McLAREN'S "COOK'S FRIEND" Baking Powder, only in full-weight one-pound packages at 25 cents each.

McLAREN'S "COOK'S FRIEND" has stood the test of time—40 years or more of uninterrupted success. Every package reliable, and guaranteed of absolute purity

FRASER, VIGER & CO.
Italian Warehouse,
Established 1856

THE NORDHEIMER BUILDING
207, 209 and 211 St. James Street,
MONTREAL.

"

If "it is worth any foreign imported Baking Powder at double the money" to Fraser, Viger & Co.'s customers, it is worth the same to yours.

THINK THIS OVER—IT WILL PAY YOU.
FOR SALE BY ALL WHOLESALE GROCERS.

W. D. McLAREN, - Montreal

ARE YOU SELLING
ANY BULK TEAS?

ARE YOU SELLING
ANY PACKET TEAS?

DO YOU SELL BLENDED
OR STRAIGHT TEAS ?

If you are not already buying from me, perhaps you would like samples.

ESTABROOKS' TEAS

in bulk or packets, blended or straight, are known wherever tea is sold in Canada. You know whether they have a good reputation or not. If you know they have, a sample might result in more business for both of us.

YOUR ENQUIRY WILL
HAVE
PROMPT ATTENTION.

RED ROSE
IS ONE OF MY BRANDS.

T. H. ESTABROOKS

Tea Importer and Blender ST. JOHN, N.B.

Branches :
TORONTO. WINNIPEG.

DOWN BY THE SOUNDING SEA

The Summer Charms of Eastern Canada, too Little Known to Many of Us.

THE famous New York journalist's advice on the subject of going west may be, and it is regrettable to obscrve has been, followed too literally and too unreservedly by the vast majority of Canadians. When we migrate we set out toward the setting sun; when we determine on a holiday trip to see the country, our steps turn in the same all-compelling direction, the path of Cartier, of La Salle, of Verandrye.

As a consequence, there are few of us so poor but can boast of having bestridden the agile bronco on his native plains, or at least of having brother, aunt or cousin-in-law dwelling on those fecund and far-flung prairies of our western heritage, whose boast is No. 1 hard wheat and Napoleonic statesmen.

Far be it from the gentle scribe to disparage the mighty West or to discourage the roving spirit of our race as inherited from their Viking progenitors. Quite the contrary!

Why Not Go East?

But is it beside the point to urge that in our going up and down in the land and walking to and fro upon it, we neglcct our no less mighty east, the cradle of our nation, the scene of her early and often bloody struggles, and to-day uniting the attractions of historic and literary interests with the most entrancing physical charm?

Our eastern provinces have been disgraccfully neglected by the great bulk of Canadians. From Quebec to Halifax their rivers, streams, mountains, lakes and woodlands echo through the Summer months with the ubiquitous voice of the tourist, but the speech of the north is not distinguishable. The nasal twang of Connecticut, the "ruhly" stately intonation of Beacon street, the r-less dialect affected by the denizens of Manhatten Borough, afflict one's ears on every side, with but occasional relief in the languidly liquid voice that comes from beyond the Mason and Dixon line "foh suah."

American Invasion in East.

Thcre is an American invasion in Eastcrn Canada as in the Wcst. It begins in June and continues with increasing virulence until the Winter sets in. It has been more alarming every Summer for some years. Season after season they return bringing their friends to enjoy the luxury of an Eastern Canada Summer.

What do they find so attractive? What is the secret of the charm that brings north these southern visitors every Summer as surely as the April sunshine brings the wild flowers or the vernal warmth the bird of passage?

Taking Quebec.

If you would know, let us spy out the land in a rapid survey that may be made more leisurely and more exhaustively anon. Let us take Quebec as our starting point. To misquote the gallant Wolfe, I would rather take Quebec, any month in the year, than write this article.

Crossing over to Levis, having already secure our berths, let us retire peacefully to rest in the solid comfort of an Intercolonial sleeper. But fail not to leave up your blind, for if day breaks fine you are to be awakened by the glory of the most splendid sunrise it has ever been your lot to witness. The noble St. Lawrence stretches before your dazzled eyes one glitter of liquid gold, while, their gauntness masked with a halo of purple mist, lurk the grim Laurentians beyond the further shore.



Corner in Capt. C. O. Allen's Orchard in September, Kentville, N.S.

The Metapedia.

But one glory must give place to another, and while you have been snatching behind drawn blind another hour's sleep, your train has left the shores of thc great river and struck out boldly for the inland. Rising again on your elbow to view the landscape o'er you find you are just entering the famous valley of the Metapedia, the queen of salmon rivers and a paradise of scenery. On your one hand, so near you can almost touch it from the car window, rises the precipitous rock to an appalling height, clothed with a ragged growth of spruce clinging, one can scarce conceive how, to their rocky base; almost as close on the other bank is a stream, here but a few yards wide, clear as crystal, hurling itself down in yeasty haste through the uncompromising bed of rocks that impede its progress. Immediately beyond rises a green slope, swelling in the distance into great billowy hills, green as the proverbial bay tree, and crowned miles off with dark masses of evergreens, while here and there, by the water's edge or half hidden behind the shelter of a clump of trees, nestle the cottage of the fisherman or shepherd.

As the river bends and turns, the valley contracts or opens up, now stern and forbidding, now serene and inviting, with the little Metapedia ever beautiful, ever sparkling, ever gathering in volume, picking its way down, despite all obstacles, to join the Restigouche, itself a noted salmon river.

Pursuing its serpentine way, the railroad keeps close to the bank of the Restigouche, whose broad waters well serve to float down the great lumber barges

from the milling villages on its upper reaches.

Baie de Chaleurs.

Now you are approaching the Baie de Chalcurs, and as its blue waters grow upon you in the distance, your mind travels back to that hot July day some four centuries ago when a certain mariner of St. Malo, Jacques Cartier by name, hove to under those same dark mountains of Gaspe which, sixty miles off in the hazy distance, seem so absurdly near.

Skirting the southern shore of the "bay of heat" you at length wheel round toward the south, amazed at the number and beauty of the streams you cross, all noted for their salmon and rejoicing in such euphonious names as Nepisiguit, Tabusintac and Miramichi.



Mr. Jos. Kinsman and his famous old Gravenstein.
This tree, from which 27 barrels of fruit have been picked in one season, is over 100 years old and is still bearing well.

Beyond the latter river you traverse some 60 miles of country, where the terrible destruction wrought by the forest fire is altogether too evident. The young spruce and a low, bushy shrub have striven as effectively as may be to retrieve the natural beauty of the forest, and once in the year at least turn desolation into entrancing loveliness when the first chill of September has tinted the waste one glorious purple.

The City of The Bore.

At Moncton you first come face to face with the Fundy tidal streams and mud flats. Here is seen the famous "bore" of the Petitcodiac River. At low tide the Petitcodiac is a mile and a half of greasy, red mud with a few inches of muddy, red water doing service for the river, while an incongruous line of schooners adorn the muddy flats with no apparent prospect of ever getting off. At high tide the Petitcodiac is a mighty river forty feet deep and a mile and a half wide. The change takes place in the marvellously short time of six hours. The bore occurs twice every day and is the advance guard of the incoming tide, hurling itself up the stream, under the most favorable circumstances, six feet high at its crest and with a speed of 10 miles an hour.

The Garden of The Gulf.

From Moncton an hour's ride will see you at Point du Chene, where you embark for the island of Prince Edward, or as the Islanders love to call it, "The Garden of the Gulf." Nor is the expression ill applied. Of red sandstone formation, the soil is strikingly fertile. Oats, hay and potatoes are the principal agricultural products, while the lobster and oyster fisheries are the source of no inconsiderable revenue.

The Island boasts of the most crooked railway on earth. It is narrow gauge, and was built on the principle of following the longest line between any two points. Every Islander can explain to you the political reason for this phenomenon, but it is beyond the grasp of the mere outsider.

Picturesque Old Pictou.

Leaving the beautiful Hillsborough Bay for the mainland again, you enjoy a sail rarely equalled across the strait to the interesting old town of Pictou. The palmy days of Pictou passed with the passing of the sailing vessel, the good old days when the fortunes of Eastern Canada were founded, when freights were plentiful and profitable, when a vessel was known to pay for itself in two or even in one season, when the shipping of Nova Scotia and New Brunswick was to be found in every part of the world, when the shipbuilding trade flourished, and the carrying of the nations was no small part ours. Those are the days upon which the Nova Scotian looks back with pride and regret. Pictou is awaiting the return of those days with the steel liner substituted for the vessel of fortune. Meanwhile the harvest of the straits employs her attention.

Off For Sydney.

If you would see Nova Scotia aright, and enjoy an endless variety of landscape and waterscape, of hill and valley, wood and plain, stream and lake, bay, gulf and old ocean itself, you must turn north to Sydney, passing en route through the black country of Nova Scotia, Newcastle and New Glasgow, with their gaunt, dark hills, their collieries and coal dumps and the usual griminess consequent upon proximity to coal mines.

This is soon left behind and you enter a more inviting country, the beautiful Piedmont Valley. Your train winds in and out, here and there, as if delighting in the graceful curves by which it skirts here a mountain, there a lake, now a bend in the river, and every few rods taking at a bound the crystal-clear brooks among whose granite pebbles disport the speckled beauties that delight the eye and gladden the heart of the angler.

At Antigonish (pronounced Ant-i-gonish) the double steeple of St. Ninan's Cathedral marks the centre of a prosperous settlement of Scottish Highlanders, among whom the Gaelic is still the common tongue and John Knox held in no high repute as a mere Sassanach.

Among The Bras d'Or Lakes.

At Mulgrave a ferry of fearsome aspect and four funnels, none the less, conveys you safely across the Gut of Canso and lands you on good Cape Breton soil. You are soon in the midst of the Bras d'Or lakes. Arm of Gold, the picturesque French name for this fifty-mile stretch of inland sea, is extremely happy, and as the sun goes down in a bed of liquid fire just before you run into Sydney, it will be readily conceded that for picturesque ruggedness of landscape and serene beauty of its illimitable waters Cape Breton is without a peer.

Sydney, the boom town, the home of Dominion Iron and Steel, of Dominion



RETURNED
MAY 29 1905

To Montreal
Cal Book 35
Page 5-4

Coal, with the collieries of Glace Bay, the Marconi cable station, and the ruins of old Louisburg within hailing distance, is certainly not devoid of interest, even were it not situated on one of the most beautiful sheets of water in the world, an open harbor, with the slight assistance of an ice breaker, urge its citizens, the year round. Nor can one pass without paying a tribute to the courtesy and hospitality of the Sydney citizens, as many a visitor can testify.

If you have good sea legs the trip from Sydney to Halifax along the north shore will vary your experience and may, perchance, give you a glimpse of a fleet of "bankers" laden with cod, seeking the harbor of Canso, Halifax, or Lunenburg to discharge their finny cargo.

The Gateway of The East.

Halifax reminds one of Quebec, with its eternal citadel crowning the conical hill round which the city is built. Halifax is distinctly a garrison town with the real Tommy Atkins mounting guard and showing visitors round the citadel and incidentally disposing of a few military buttons to relic hunters. The citadel, from a military standpoint, is sadly out of repair, but none the less interesting on that account, so long as a gun or two are in condition for firing salutes.

But think not that "The Warden of the Honor of the North" is to be had for the asking by the first belligerent who knocks at her gates. Far from it. Let us take a seat in Robinson's buckboard with a party of slightly supercilious and critical Yankee tourists and a loquacious and aggressively Canadian Bluenose as a Jehu. Seeing Halifax this way on a hot Summer day is a joy in itself—the discomfiture of our Yankee friends, certain to ensue, is the acme of delight.

A Bluenose Jehu.

The citadel is first inspected and the Yankees score. As a relic the citadel is not without interest, but at New York, at Boston——. Our Jehu turns his horses toward the park, the harbor park. Human nature has its limitations. Perish the dastard who permits the enemy to triumph within his gates.

"Belongs to the British Government," he announces truculently, as we enter one of the most beautiful pieces of woodland imaginable, extending from the city to the outer entrance to the harbor along the southern shore. "Masked batteries everywhere," he whispers mysteriously. "Redoubts," threateningly, and then launches into an exposition of the destructive power of these engines of death whose lightest word would harrow up the soul and freeze the blood of the boldest Yank that ever purchased a tourist ticket or talked through his nose. "Mines," pursues the old fellow fiendishly, pointing seaward and dilating on the possibilities of these hidden terrors as against foreign vessels in general and American ships of war in particular in a manner so unpleasantly reminiscent of the late lamented Maine as to leave the visitors from the south in a state of utter collapse. So far, well. British honor has been vindicated and the affront offered the "Gateway of the East" effaced. All this is excellent for the appetite, especially a Canadian appetite.

The Land of Evangeline.

"Have you seen the valley?" is the prevailing question with which you are greeted on confessing that you are a tourist. Having in the last few days seen some hundreds of thousands more valleys than even in your wildest dreams you had ever imagined existed, you may be at a loss. You are not left long in doubt. The valley has but one signification to every good Nova Scotian, the valley of the Annapolis and Cornwallis Rivers, the orchard of the east, the pride of the Lower Provinces.

Do not resist. Take the Flying Bluenose and the conductor will let you off at Wolfville. Wolfville, the seat of Acadia University and the entrance to the valley. Here lie before you the broad acres of the Grand Pre, the red waters of the Basin of Minas, while "far to the north Blomidon rises" in his solitary grandeur. Here you may forget the cares of your work-a-day world and dream of the old Acadian village, of Evangeline and Gabriel, of the blacksmith shop and the parish church, while your eye wanders idly from the cattle grazing peacefully over the dyked meadows below to the heavily-laden orchards climbing the hill above you, while the red waters of the basin ebb and flow, as they have done any time these long centuries.

"The murmuring pines and the hemlocks," if they ever had existence outside the mind of the poet, have long since given place to the apple everywhere in sight, now, in early September, laden with a crushing load of fruit.

Enjoying the Valley.

If you are wise you will seek out an honest liveryman and make a day of it to Blomidon along the north mountain and the "lookout," of twadle lazily up the valley in the direction of Kentville, rejoicing in the possession of eyes. You may now take your bearings and familiarize yourself with the general contour of the valley. From six to twelve miles wide, it lies a series of terrace-like ridges, rising from the river to the north and south mountains, which enclose the valley, the former warding off the fogs and cold blasts from Fundy, and the latter, the no less chilling airs of the Atlantic. Here, facing the sun, lies the valley smiling in its rich fertility and envying none.

At Kentville, if you are fortunate to fall into the hands of Mr. J. D. De Wolfe, or his friends, Capt. C. O. Allen or Mr. Jos. Kinsman, you will not fail to see the beauties or the resources with which nature has so bountifully dowered this sixty miles of orchard from Wolfville to Annapolis Royal. But a small part of the land in the valley suitable for orchard has been so utilized. The valley is crying for more population and it will be surprising if this, from so charming a spot, remains long unheeded.

On to St. John.

Boarding again the Flying Bluenose, you are whisked rapidly by Annapolis Royal, with its ruined fort and historic associations starting thoughts of that rival post across the bay and the moving tale of its heroic defence by the young Mme. de la Tour; on to Digby, at the head of the basin, hence by steamer through the beautiful channel that bears the name of Digby Gap, across Fundy to the bustling City of St. John.

St. John, like Rome of old, is a city built on seven (or more) hills, but prides herself not in the pomp and circumstance of war, but in her superb harbor and her enviable position as the Winter port of Canada. St. John desires of the Government a drydock and to be recognized officially as the national port of Canada. It may be urged in rebuttal that St. John already has a sufficiency of drydocks, for the coasting schooners run into the slips at high tide are left high and dry on the solid rock at low tide, discharge and take on cargo and are off again at next high water. This is one of the surprises St. John has in store for the inlander. Another, likewise ascribable to the wonderful Fundy tides, is the curious reversing falls just above the bridge. Here the river bed contracts into a narrow gorge so that at low tide the river water is banked up and discharged through the gorge in a series of rapids almost approaching the dimensions of a cataract. At high tide the reverse is to be observed with the tidal waters banked up and forcing their way through the gorge down into the river above, if the Hibernianism may be pardoned. All this is sufficiently wonderful for all except those unreasonable persons who insist on seeing the falls flow up and down at the same time.

A steamer trip up the St. John River to Fredericton completes the circuit of the Maritime Provinces. He who has not made it has yet in store a fortnight of rare delight.

Every Tin Guaranteed

THE

Buyers' Insurance

Against Claims and Complaints

"REINDEER"



BRAND

CONDENSED MILK

has been used in Canada for twenty-five years and has satisfied Merchant and Consumer.

"REINDEER" means WE GUARANTEE THE GOODS

We also Manufacture

Jersey Evaporated Cream



"Reindeer" Condensed Coffee
Condensed Cocoa

THE SAME GUARANTEE APPLIES TO THESE LINES

THE TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

AGENTS :

GRANT, OXLEY & CO., HALIFAX, N.S.
F. H. TIPPET & CO., ST. JOHN, N.B.
J. A. TAYLOR, MONTREAL.
NICHOLSON & BAIN, WINNIPEG.
NICHOLSON, BAIN & JOHNSTON, CALGARY.
MARTIN & ROBERTSON, VANCOUVER and VICTORIA
W. G. A. LAMBE & CO., TORONTO.

CONDENSED MILK INDUSTRY.

A STRIKING illustration of the growth of the dairying industry in Canada during the last few years is furnished in the manufacture of condensed milk, which, although only of three or four years duration, is already assuming considerable proportions. For instance, in 1898 Canada imported $59,101 of this product, and last year exported $153,761 worth. The imports for the last five years were as follows: 1900, $254,176; 1901, $99,434; 1902, $52,158; 1903, $23,032; 1904, $153,761; going to show, if one can generalize on the trade returns of such a few years, that domestic manufacturers are gradually getting this trade into their own hands. Acording to the Blue Book, Canada exported condensed milk last year to British Africa, China, the Philippines, Newfoundland, and the United States.

There are at the present time seven milk condensing plants in Canada, located in Ontario, Quebec, Nova Scotia and Prince Edward Island; a number of American manufacturers who have not already established branches on this side of the line have permanent representatives in all the leading cities.

In the manufacture of condensed milk the greatest possible care is taken from the very beginning until the product is ready for the market. Only selected food is used in feeding cattle—malt, barley sprouts and such foods as would tend to produce an inferior quality of milk being barred. Inspectors visit the stock farms regularly and see to it that the barns and milk houses are in proper condition, and that the cattle are free from disease. The result is that the milk received at the factories is the very best it is possible to produce.

The manufacturing process proper is comparatively simple. The milk is reduced by an evaporating process to the consistency of a heavy cream. This is sealed hermetically in tin cans and sterilized by special process, after which it is ready for the market. The sweetened product is known as condensed milk, and the unsweetened as evaporated cream.

No one who has ever camped out or gone on long outing excursions needs to be told of the virtues of condensed milk or evaporated cream. It is quite as wholesome as ordinary fresh milk or cream; in fact the tourist or camper is inclined to say it is infinitely more so, especially when the other is not to be had for love or money. In any event, condensed milk fills a need that is only beginning to be properly appreciated by the consuming public of Canada and foreign countries. This is the age for "ready-made" commodities. Never have package goods been so popular as to-day. Canned meats, fruits, and foodstuffs of all descriptions are in great demand, simply because they are cheap in price, convenient to handle, and save an infinite amount of trouble in preparation. Condensed milk and evaporated cream have all these good features, and the additional one that milk, along with bread, are commonly looked upon as necessities of life, and are in demand when many lines of canned goods would be looked upon as luxuries.



MR. W. A. COULSON
Secretary Retail Merchants' Association of Western Canada.

AN UP-TO-DATE CREAMERY.

The one thing needful in Canada to-day, if the possibilities of the dairying industry in general and of the manufacture of creamery butter in particular are to be realized to the full, is perfectly-equipped factories, perfect control of the product during manufacture, and perfect hygienic conditions. Such conditions have been admirably met in the case of the St. Mary's Creamery, St. Mary's, Ont. The situation is in one of the best dairy districts of Canada, well watered, rich pastures, not subject to severe droughts, superior cattle and intelligent dairymen, who have got the handling of milk down to a science. The product of the St. Mary's Creamery is second to none on the Canadian market.

If the Dominion Government would only come to the assistance of creamery men by instituting a systematic inspection of creameries every week in the year Canadian butter makers and dairymen would soon be educated to produce the finest butter in the world. Canada has the soil, the herds, the climate to do it; all that is needed to insure the desired result is the steady instruction of the dairymen.

DAIRY AND PROVISION NEWS.

The Cornwallis Creamery, N.S., is to be closed for the Summer.

The Ferguson Produce Co. have started in business in Shelburne, Ont.

The Summer service of iced refrigerator cars for the transportation of butter to Montreal has been commenced by the Canada Atlantic Railway. The service is arranged under the direction of the Department of Agriculture and no extra charge for icing is made to shippers.

The Sherbrooke Dairy Co., Sherbrooke, Que., have been incorporated with capital of $10,000 to manufacture dairy machinery, utensils and supplies. The provisional directors include F. Hovey, P. K. Hovey and A. L. Parker, all of Sherbrooke.

DYEING THE OCEAN.

One of the most attractive as well as applicable ads. issued by a Canadian firm is the handsome lithograph (in colors) issued by J. M. Douglas & Co., Montreal, manufacturers of "Blueol." The picture represents a handsome maiden in the surf sprinkling the contents of a package of "Blueol" on the surging waves of the ocean and dying the water a perfect blue. The effect is striking, and as an ad. for a grocery store is not only a beautiful ornament but a trade-bringer. Particulars as to how this lovely picture may be obtained will be readily furnished by J. M. Douglas & Co., Montreal, if reference is made to this notice.

WESTERN SECRETARY.

As mentioned in a recent issue of The Grocer, Mr. W. A. Coulson, of Winnipeg, has been appointed secretary and organizer of the Retail Merchants Association of Western Canada. The Grocer has pleasure in presenting his portrait in this issue.

Mr. Coulson was for a number of years circulation manager of the Ottawa Free Press, and his training in that work should serve him in good stead in the arduous duties pertaining to the organization of this young association. The Grocer bespeaks for him a good reception from the western merchants.







Three famous brands well known in Canada as the

Purest and Best for all Purposes

Made in Ingersoll, Ontario, and sold by all progressive Grocers. No trouble. No loss. Always ready and never fails. ***EVERY CAN GUARANTEED.***

THE ST. CHARLES CONDENSING CO.

FACTORIES: Ingersoll, Canada. St. Charles and Chemung, Ill., U.S.A.

ST. MARYS 228 REGISTERED

RETURNED MAY 29 1905

To Owner Cut Book 35 Page 46

Cable Address: "SAINTMARY." A.B.C. CODE, 4th Edition.

Correspondence solicited from buyers who wish regular supplies of fine Butter for the best trade.

THIS BRAND OF

FINE CREAMERY BUTTER

is the product of the

St. Mary's Creamery Co.

ST. MARYS, ONT., CANADA.

This Creamery is equipped with all the best and latest appliances,

COMPLETE PASTEURIZING PLANT,
PERFECT AERATING AND CHILLING PLANT,
MODEL COLD STORAGE ROOMS.

That gives the staff complete control of all the product during the whole course of manufacture, ensuring the production every day in the year of a high grade butter of uniform flavor, fine keeping qualities and very low percentage of moisture.

Salted or Fresh as required.

Their large output enables them to supply customers with a regular supply of Butter weekly or monthly during the year as required.

Output 650,000 lbs. annually.

Packed in 56, 28, and 14-lb. export boxes.

A GOOD LINE TO PUSH

DURING THE SUMMER MONTHS IS

RETURNED
JUN 12 1905
To Owner
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Page 35



Matthews Bologna Sausage

For 37 years our aim has been to make an article—superior to other brands—for best family trade.

Owing to the fine quality of ingredients, (only finest pork used), and the careful spicing and casing, our cost is a trifle higher than most kinds, but the splendid quality sells the goods. This is evidenced by the enormous demand from far and near for **"Matthews" Bologna.**

Special price for regular weekly orders.
Always shipped by Express.

The Geo. Matthews Company

ESTABLISHED 1868. **LIMITED**

PETERBORO, HULL, BRANTFORD.

DAIRY PRODUCE and PROVISIONS AND COLD STORAGE NEWS

THE CANADIAN PORK-PACKING INDUSTRY

THE meat curing and packing industry of Canada when judged by the value of its annual output, ranks well among the foremost industries of the country. During the last decade its development has been indeed phenomenal. In 1891 the value of the output was $5,264,143, while in 1901 it was $22,217,984. Yet in that year the capital invested was only $5,395,162 in the 57 establishments reporting; that is, those employing more than five persons. In many other industries the capital invested more than equals the output. This shows how profitable to a country the meat curing industry can become. The large relative value of the output is, of course, due to the high price of the raw material. But the raw material is drawn from the country, and the money paid goes to the rancher or farmer to help develop the country and create new markets for other industries.

Future Possibilities.

The fact that the industry increased four-fold during the decade, 1891-1901, gives some idea of its possibilities. But a glance at the American census tables will further help to grasp its potential development. In 1860, 259 meat-packing and slaughtering establishments reported an output of $29,441,776, so that, speaking in round figures, the States were then about where Canada is to-day. In 1900, 921 establishments reported an output of $785,562,433. In forty years the value of the output multiplied almost 27 times. Canada can at least expect an equal increase.

Statistics of pork packing in Canada in recent years show almost a steady increase until five years ago, when the returns indicated a total of 1,491,000 hogs handled by packers during the year ending March 1, 1900. Since then there has been a decline, although that year's total has been exceeded the past two years, the indication for the year ending March 1, 1905, being 1,650,000 hogs.

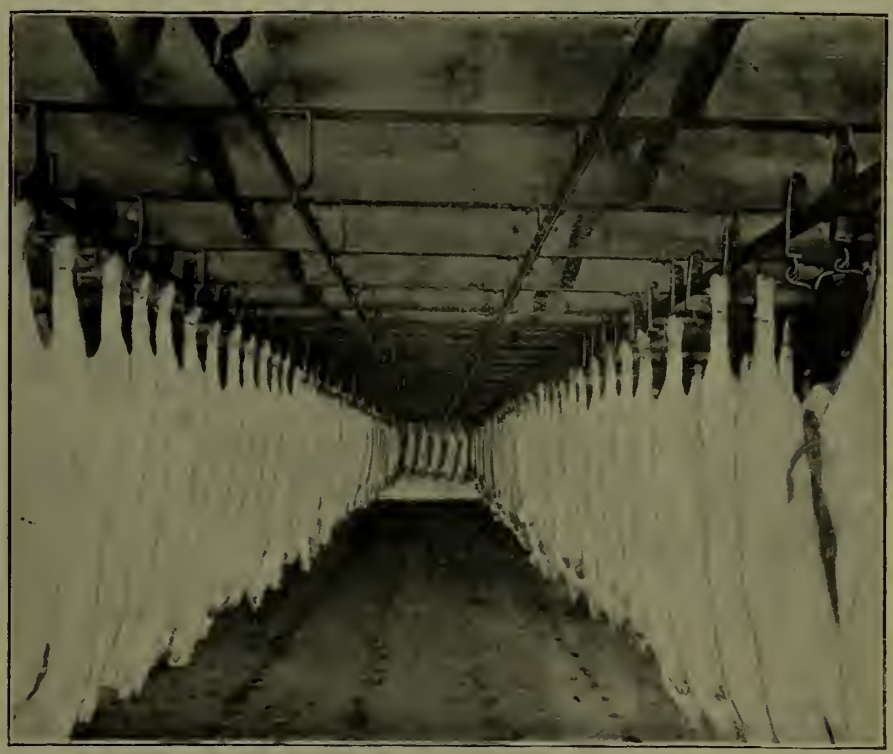
The number of hogs packed in Canada for the eight Summer season months, March 1 to November 1, the four Winter months, November 1 to March 1, and total for the year ending March 1, from 1878 to 1904, inclusive, were:

	Summer.	Winter.	12 months.
1904-05	975,000	675,000	1,650,000
1903-04	950,000	650,000	1,600,000
1902-03	700,000	500,000	1,200,000
1901-02	580,000	390,000	970,000
1900-01	710,000	450,000	1,160,000
1899-90	877,000	614,000	1,491,000
1898-99	725,000	500,000	1,225,000
1897-98	500,000	400,000	900,000
1896-97	450,000	350,000	800,000
1895-96	400,000	350,000	750,000
1894-95	209,010	301,640	510,650
1893-94	142,550	279,920	422,470
1892-93	128,611	227,400	356,020
1891-92	99,466	251,088	350,554
1890-91	91,910	234,970	326,880
1889-90	69,436	169,273	238,709
1888-89	35,343	143,137	178,480
1887-88	70,540	145,674	216,214
1886-87	81,811	171,474	256,285
1885-86	65,230	126,660	191,890
1884-85	55,573	154,575	210,148
1883-84	37,384	99,944	137,628
1882-83	27,715	140,814	169,529
1881-82	57,016	129,971	186,987
1880-81	37,857	156,763	194,620
1879-80	37,477	157,932	195,379
1878-79	8,579	115,775	124,354

How Pork is Packed.

A visit to a Canadian pork-packing industry is as instructive as it is interesting. Most grocers and general merchants know something of the slaughter of cattle and hogs. It is one thing, however, to see two or three hogs butchered after the primitive fashion in vogue in the suburban districts, and another thing to witness the slaughter of 220 hogs per hour in a modern packing house with an annual capacity averaging 200,000 hogs.

Under the new regime the "squeal" is entirely eliminated. Mr. Hog steps from an incline runway on to a wheel fitted with an endless hooked chain which catches him by the hind leg and passes him to the butcher at the end of the sticking bar. After the knife has done its work the hog is allowed to bleed for a short time. It is then immersed in a tank of boiling water to loosen the hair. by an ingenious mechanical contrivance it is now passed on to operators who thoroughly scrape, disembowel, and com-



Hog cooling rooms—Park, Blackwell & Co., Toronto.

plete the dressing operations in turn. If the hog is intended for the export market it is subjected to a short singing process. Finally, the dressed animal is allowed to cool in a normal temperature after which it is placed in the cooling rooms proper and thoroughly chilled. The salting and curing processes complete, the article is ready for the market.

tier of Wiltshire sides, long cut hams, long ribbed sides, seven or eight deep, for the export market, stretch almost as far as the eye can see, and one begins to wonder where it all goes to. Last year Great Britain took bacon and hams to the value of $12,996,720; the United States, $15,883; British Africa, $2,532; British Guiana, $853; British West Indies, $12,153; Newfoundland,

PROVISION EXPORTS, 1900-1904, INCLUSIVE.

	1900 $	1901 $	1902 $	1903 $	1904 $
Butter	5,429,563	3,555,197	5,667,150	6,958,906	4,735,653
Cheese	20,483,981	21.123,251	19,870,072	24,776,406	24,224,470
Eggs	1,457,942	1,692,296	1,736,141	1,441,254	1,062,123
Lard	11,399	58,643	28,560	236,294	48,031
Bacon	12,471,848	11,497,480	12,163,505	15,456,286	12,611,788
Hams, including sides and shoulders	286,677	285,784	241,485	455,908	425,731
Beef, salted in bbls	228,983	820,337	421,473	218,314	268,606
Mutton and lamb, fresh	3,035	5,712	6,135	8,223	9,276
Pork, bbl, in brine	63,263	59,944	68,896	134,818	461,055
Poultry and game	211,181	143,084	240,114	163,776	143,831
Dried or smoked meats, etc.	312,290	423,045	882,191	619.911	2,350,316
Other meats, salted	71,138	332,580	135,975	92,582	126,250
Tongues, exports	13	89,096	1,791	6,764	5,002
Total provisions	41,031,513	38,886,449	41,463,488	50.569,112	46,472,132

PROVISION IMPORTS, 1900-1904, INCLUSIVE.

	1900 $	1901 $	1902 $	1903 $	1904 $
Butter	606,183	335,632	179,479	141,146	150,949
Cheese	647,443	610,127	245,489	132,374	104,214
Eggs	128,405	194,522	170,260	122,960	203,492
Egg yolk	1,280	2,553	3,492	3,189	3,330
Lard	52,091	167,392	156,648	40,341	67,917
Lard, compound, cottolene, etc.	19,230	9,103	7,415	2,823	5,190
Bacon, hams, etc.	549,996	726,225	656,024	414,414	441,003
Beef, salted, in bbls.	107 550	108,811	123,242	121,249	123,634
Canned meats, poultry, etc.	220,573	249,150	146,253	110,023	146,556
Extracts of meats and fluid beef, etc.	52,707	50,471	56,320	78,976	108,094
Mutton and lamb, fresh	36,537	21,147	12,671	4,652	9,705
Pork, barreled in brine	305,568	460,277	587,784	515 704	419,067
Poultry and game	30,772	54,277	61,073	65,351	53,850
Dried or smoked meats, other than salted or pickled	70,781	25,106	47,075	54,590	76,790
Other meats, fresh	38,564	45,770	46,512	32,158	41,114
Other meats, salted	28,298	25,013	50.975	15,030	12,608
Total provisions	2,895,978	3,085,576	2,550.712	1,855,010	1,967,513

In the packing house of to-day not an ounce of by-product is wasted. Lard, entrails, bone, blood, everything is utilized, the latter in the manufacture of fertilizer.

Export Bacon Trade.

Perhaps the most impressive sight of all is the curing rooms. Here tier after

$8,341; other countries, $1,037; total, $13,037,519. An interesting fact in connection with the export trade is that in certain seasons of the year it consists entirely of long ribs, and in others of long cut hams.

Exports of Canadian bacon and hams have shown on the whole a steady increase since the year 1868, the figures being as follows:

1868	$ 783,481
1892	1,152,006
1893	1,970,518
1894	2,938,374
1895	3,806,709
1896	4,381,968
1897	5,843,619
1898	8,040,778
1899	10,416,478
1900	12,758,025
1901	11,788,446
1902	12,403,793
1903	15,906,334
1904	13,022,261

Bacon.

Apparently United States bacon is losing its hold on the British trade and being replaced by Canadian bacon, the same thing that happened in the cheese trade a few years ago. A great deal of dissatisfaction is caused by large shipments of stale and over-kept bacon from the States, while on the other hand Canadian bacon is steadily gaining ground. The Danish article is also being slowly overhauled, and it is merely a matter of time until the Canadian packer will be in position to satisfy the requirements of the British trade in the matter of curing. The relative difference between the price of Danish and Canadian is 3s. to 4s.; this, however, depends upon the supply and demand; there are times when Canadian is quite on a par in price with Danish. If Canadian bacon is used fresh and not detained in the boxes any undue length of time, it is welcomed by retailers in Great Britain as a most satisfactory article, and year by year the consumption is steadily increasing.

At the present time Canadian bacon exporters are placed at a disadvantage because they do not brand their product "Canadian." Very often no distinction is made between American and Canadian bacon and the lower-priced American bacon, notwithstanding the fact that the latter is much inferior.

Domestic Market.

The Canadian home trade is supplied with skin backs, shoulders, hams, pig's feet, cooked and canned, sugar cured hams in tierces, tenderloin, ribs, etc. A number of the larger pork packers have gone into the manufacture of cooked and jellied meats, and have succeeded already in securing a practical monopoly of the home market.

Domestic requirements vary according to the locality. For instance, the west requires bacon and ham, the Ottawa Valley district mess and short-cut pork in barrels, and Quebec clear mess pork. The latter market is supplied largely by American packers, who make a specialty of this line. Years ago Canadian pork packers put up mess pork extensively. Of late, however, they have found it more profitable, not only for themselves

RETURNED SEP 2 1905



RETURNED SEP 27 1905

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BUTTER, CHEESE AND EGGS

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SALTER & STOKES,

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226-7 Central Markets

LONDON, ENG.

but for the farmers, to cultivate the bacon trade and leave a goodly share of the fat pork business to those who want it. Very little pork, except barrel pork, is being imported from the United States at the present time. In the years gone by the duty favored the foreign packer; all this has been effectually readjusted to protect the Canadian farmer and pork packer, and to-day the Canadian industry has little to fear from foreign competition.



Beef cooling rooms—Park, Blackwell & Co., Toronto.

EXPORT TRADE IN DAIRY PRODUCE.

CANADIAN farm products, including butter, cheese, eggs, poultry, bacon, hams, pork, wheat, flour, oats, oatmeal, etc., exported during the fiscal year ending June 30, 1904, totalled $85,606,483, a figure that easily places Canada in the very front rank of agricultural countries. Practically 30 per cent. of the total was dairy produce, made up as follows: Butter $4,724,155, eggs $1,053,396, cheese $24,184,566, the latter being equal to wheat and cattle exports combined, and nearly double that of bacon.

Great Britain has been the largest purchaser of Canadian dairy produce ever since the export trade was placed on a commercial basis. In 1869 we sent Great Britain cheese valued at $543,524; in 1880, $3,772,769; 1885, $8,178,953; in 1890, $9,349,731; in 1895, $14,220,505; in 1900, $19,812,670, and in the last four years $20,609,361, $19,620,239, $24,620,004 and $24,099,004. Our cheese exports to Great Britain in 1904 were exactly ninety-nine per cent. of our foreign trade in this article.

The gross value of the cheese entering Great Britain from foreign countries in 1904 was $34,330,951, of which it will be seen Canada contributed over seventy per cent. We have been able to capture this market entirely on account of the excellence of the Canadian product. A margin of nearly thirty per cent. remains to be appropriated, and there seems to be no reason why Canadian dairymen should not secure it.

Cheese.

The present season promises well to the Canadian cheesemaking industry. Old stocks have been disposed of at home and abroad, and present prices are high. In fact the situation is an entire reversal of that ruling a year ago, when, owing to an accumulation of old cheese largely in excess of the demand, the trade witnessed the lowest range of prices since 1898. There was in addition a falling off in the demand in Great Britain, owing to unsettled trade conditions throughout the industrial sections, where the great bulk of Canadian cheese is consumed. This year trade conditions show a marked improvement in Great Britain. Generally speaking, stocks are fairly light, and prominent cheese exporters who have returned from their annual trips to the old land are optimistic about the future of the cheese trade.

During the year the question of paraffined cheese for the export trade has come up for consideration. The practice is not yet recommended for general adoption because of the prejudice against it which still exists with a section of the British trade, especially among the retailers. Certain Canadian exporters have even refused to purchase paraffined cheese, but it is worthy of note that some of these exporters before the close of last season were paying a premium for paraffined cheese. Many of the objections raised against paraffining are quite groundless and will disappear in time. The most serious objection comes from the grocers, who complain that paraffined cheese lose in weight when the cloth is removed and shrink excessively when being cut up on the counter. There is, of course, an extra loss of weight in stripping a paraffined cheese equal to the quantity of wax adhering to it. This need not be more than four or five ounces. If the grocer has a paraffined cheese in his possession a week before it is cut he will gain more in the saving of shrinkage than is lost in the stripping of the cheese, or in the shrinkage afterwards. When these things are better understood and the advantages of paraffining are fully realized, the objections now raised should be more than offset. The paraffining of cheese will be continued at the Government cool-curing rooms during the coming season. We are so thoroughly convinced that it is a good thing to paraffin cheese that are to be held in store for any length of time that we intend to keep at it until it is generally recognized.



Herd of prairie cattle at Crane Lake, Assiniboia.

There is a great deal of improvement being made in the cheese factories throughout the country. More progress

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Canadian Creamery Butter
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12 North John St.

in the matter of sanitation and permanency in the construction of buildings has been made during the last two or three years than during the previous twenty.

Butter.

Our exports of butter during 1904 show a material increase over the year previous, aggregating in value between $5,000,000 and $5,500,000. This trade has practically doubled since the year 1869, when Canada sent $2,342,270 worth to foreign markets. At first the United States vied with Great Britain as the largest consumer of Canadian butter. Our trade with the United States, however, has gradually fallen off, until at the present time it is a comparatively insignificant item. Great Britain is by far our best customer, and trade with the British West Indies and Newfoundland is becoming a more important item every year. The Yukon market has been recaptured, and quite recently has appeared as a probable purchaser for Canadian butter.

Great Britain consumes annually about 400,000,000 lbs. of butter, valued at $100,000,000, of which only a comparatively small fraction is home made. Of this total Canada to-day contributes less than one-twentieth. Canada is in a position to get a fair share of Great Britain's butter trade on one condition, namely, that Canadian exporters consult British taste more closely. In the past the great fault with Canadian butter has been its lack of uniformity. Dealers get in a shipment of butter under a certain brand. The next shipment comes marked with the same brand, but comparisons with the former shipment are out of the question on account of lack of uniformity in salting, color, etc.

The result, according to Canadian commercial agents stationed in Great Britain, is that whenever really good butter comes from Canada it has to be sold as "best Danish" to realize its value. There is a great future in Great Britain for Canadian creamery butter, and for all Canadian butter if not oversalted, if shipped as soon as made and in one-hundredweight casks.

Canada's greatest competitor in butter in the British market is Denmark. Whether it is that the butter makers of Denmark have studied the English trade or educated the English people to prefer their make of butter, the fact remains that it is preferred by the English consumer. Fortunately for Denmark, her proximity to the English market is a factor in her favor, as her butter is delivered ten or twelve days after it is made. This is impossible in the case of Canadian butter.

The Dominion Government authorities report that there will be considerable improvement in transportation facilities for butter and cheese during the coming season. To begin with, arrangements are being made to have iced butter cars arrive at Montreal earlier in the week, so that there will be time to put the butter into cold store and have it properly chilled before it is placed in the chambers in the steamers. The service will be extended on one or two new routes, and extra cars will be put on some of the older routes. The London steamers of the Thompson Line will this year go direct to Surrey Commercial Dock, which is within two miles of Tooley street, and there discharge butter and cheese direct into a cold storage and cooled-air warehouse. Formerly the cheese and butter carried by this line was discharged at Tilbury Dock, 35 miles down the river, and railroaded thence to Commercial road station, involving several extra handlings and exposure to heat.



Canadian Wiltshire side—for the export trade.

Eggs.

The Canadian export trade in eggs shows on the whole a satisfactory growth during the last thirty-five years. In 1868 Canada exported eggs to the value of $205,971, mostly to the United States; in 1880 the exports were $710,665; in 1890, $1,795,214; in 1900, $1,457,902, and during the last four years $1,691,640, $1,733,242, $1,436,130, and $1,053,396 respectively. Owing to high American tariff, our trade with the United States has gradually fallen off until in 1904 it dwindled to $5,641. On the other hand, our egg trade with Great Britain has grown from $66 in 1868 to $1,036,035 in 1904. The last two years have been comparatively poor export years on account of the very high prices ruling in domestic markets. The English trade, although willing to give a preference to the Canadian article, will not pay above a certain price. During the last two seasons the result has been that a demand has sprung up in Great Britain for continental eggs, and the Canadian exporter is obliged to compete with Russia and Denmark in price as well as quality. One thing seems certain, namely, that the export egg business is not going to afford the Canadian shipper as large a margin of profit as heretofore.

Owing to local conditions, Canada has imported eggs during the last five years as follows: 1900, $128,405; 1901, $194,522; 1902, $170,260; 1903, $122,960; 1904, $203,492. There have also been importations of egg yolk on a small scale. At present there is a growing demand for liquid eggs in foreign markets, and it seems likely that Canada will be able to work up a substantial export trade in this article.

PATENT EGG OPENER.

A very useful novelty has been placed on the Canadian market by Fred. N. Horton, Ingersoll, in the shape of a patent egg opener. By means of this contrivance the top of an egg may be removed without breaking the yolk or allowing fragments of shell to get into the egg. The trade may secure fuller particulars by communicating with Fred. N. Horton, Ingersoll.

AWARDED GOLD MEDAL.

Whyte & Mackay, of Glasgow, distillers of the "Special" brand of Scotch whisky, were awarded a gold medal at the Cape Town Exhibition, held recently. Their agents for Ontario are R. H. Howard & Co., Toronto.

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We are in a position to accept Canadian agencies for Butter, Cheese, Lard, Fish Oils, Oatmeal, Peas, Apples (fresh and evaporated) and Canned Goods.

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PROVISION AND DAIRY MARKETS.

TORONTO.

Provisions—A first-class business has been doing during the week in smoked and cured meats generally. Prices continue firm with a tendency to advance in one or two lines, although the only rise is in smoked breakfast bacon which is quoted ½c. above the level of last week. Owing to free arrivals of hogs the price is down 25c. this week. In fresh meats there are no changes to record. We quote the following:

Long clear bacon, per lb	....	$0 10
Smoked breakfast bacon, per lb	....	0 13
Roll bacon, per lb	....	0 10½
Small hams, per lb	0 13	0 13½
Medium hams, per lb	....	0 13
Large hams per lb	0 12	0 12½
Shoulder hams, per lb	....	0 10
Backs, per lb	0 15	0 15½
Heavy mess pork, per bbl	16 00	16 50
Short cut, per bbl	19 50	20 00
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb	....	0 10
" tubs "	0 10	0 10¼
" pails "	0 10¼	0 10½
" compounds, per lb	0 07½	0 08
Plate beef, per 200-lb. bbl	11 00	11 50
Beef, hind quarters	9 00	10 25
" front quarters	5 50	7 25
" choice carcases	7 25	8 50
" medium	....	7 00
" common	6 00	7 00
Mutton	....	0 10
Lamb, yearling	....	0 14
Veal	0 07	0 09½
Hogs, street lots	....	9 00

Butter—Supplies of both dairy and creamery butter are coming along very freely and considerable accumulations are the result, notwithstanding an active demand for this article. The quality is good. Storekeepers are asked to commence packing butter in tubs from now on in view of the nearness of the Summer season. Creamery prints and creamery solids are each down 1c. and large dairy rolls are quoted slightly below the level of last week's prices. Prices are likely to go still lower, although the season is about three weeks behind last year. Receipts, however, are quite up to the standard of last year at this season.

	Per lb.	
Creamery prints	0 18	0 20
" solids, fresh	0 17	0 18
Dairy prints	0 15	0 17
" large rolls	....	0 15

Cheese—There is little or no old cheese left on the market and the attention of the trade seems to have turned entirely to new cheese, which is arriving freely on the market and is quoted ½c. below the level of last week's quotations. Our quotations are as follows:

	Per lb.	
Cheese, large	....	0 12
" twins	....	0 12¼
New, "	0 10½	0 10¾
" large	0 10¼	0 10½

Cheese Board Report.

(For week ending May 16.)

Board.	Boxes.		Price.
Campbellford	385	....	0 10
"	405	....	0 09 15-16
Ingersoll	50*	....	0 09½
Stirling	545	....	0 09⅝
Picton	1,098*	....	0 09 11-16
Pe'erboro	800*	....	0 09⅝
"	900	....	0 09⅝
Madoc	645	....	0 09 7-16
Kingston	255*	....	0 09⅝
Victoriaville	271	....	0 09⅝
Brockville	3,000	....	0 09⅝
Cowansville	181	....	0 09⅝
"	66	....	0 09¾
Watertown	4,431*	0 09¾	0 10¼
Canton	567	....	0 11
Alexander	620	....	0 09½
Cornwall	960	....	0 09¼
London	268	....	0 09¼
Belleville	59	....	0 09½
"	90	....	0 09 7-16
Vankleek Hill	787	....	0 09½

* Colored. and white

MONTREAL.

Provisions—Prices for all lines are steady. There are no changes to report. Fresh-killed abattoir sold at $9.75 to $10. Hams and bacon in good demand at from 11c. to 14c.

Canadian short cut mess pork	$19 00	$20 00
American short cut clear	19 00	20 00
American fat back	19 00	21 00
Bacon, per lb	0 12	0 14
Hams	0 11½	0 13
Extra plate beef, per bbl	11 50	12 00
Lard, Boar's Head brand, tierces, per lb	....	0 06¾
" " ½-tierces, per lb	....	0 07
" " 60-lb. fancy tubs	....	0 07
Cases, 20 3-lb. tins, per lb	....	0 07¾
" 12 5-lb. tins "	....	0 07⅞
" 6 10-lb. tins "	....	0 07½
20-lb. wood pails, each	....	1 45
20-lb. tin pails, each	....	1 35

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	2 10	2 20
" tubs	0 10	0 10½
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08½	0 09½
" cases (24 3-lb. tins)	0 08¼	0 09¼

Eggs—Market continues firm, and 15¾c. seems to be the best that straight gathered stock can be bought at from the commission houses. Country buyers still complain of having to pay too much to allow for pickling. Reports to hand state western packers have about filled up their vats and it may be expected that prices will ease up some shortly. Receipts are heavy but as the local demand is good, as well as a steady trade from outside points, it has a stiffening effect on the market. P.E.I. stock arrived on Saturday per ss. Campana and some 325 cases were readily sold at 15½c. wholesale.

Butter—The butter market still keeps



I. S. WOTHERSPOON

COMMISSION AGENT

Room 20⁴, Board of Trade MONTREAL, CAN.

BUTTER and CHEESE a Specialty

AND GROCERY SUPPLIES

CORRESPONDENCE SOLICITED

To arrive ex. C.P.R. SS. "Lake Champlain"—

1695 CASES

Canned Goods

from Bordeaux, France, via Liverpool.

Ask for quotations on

Pineapples

(Canned and in Glass)
(Bordeaux pack of Singapore fruit.)

Soap from the celebrated manufacturers,

Anastay Freres & Cie.
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Quality and prices unsurpassed.

All goods that I carry are from 10 per cent. to 25 per cent. lower than any legitimate house can offer.

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Direct Importer,

112 St. James St., : MONTREAL.

strong. Choice new creamery quoted at 18¾ to 19c. and fine 18¼ to 18½c. The decline noted during the closing days of last week was not actually warranted as receipts are light and quality good. The approach of warmer weather will permit of full grass makes being marketed. Local demand is good.

Finest creamery	0 18¾ 0 19
Fine	0 18¼ 0 18½
Medium	0 16½ 0 17½
Fresh rolls	0 17 0 17½
Fresh dairy tubs	0 17 0 17½

Cheese—The demand is fairly active. Prices show little change at country points, 9½ to 9⅝c. being about average figures. Better cheese is expected to arrive soon on account of the new make being full grass, and the cool weather ahead for some time will admit of safe shipping. Ontarios selling to-day 9¾ to 9⅞c., and Quebecs 9½ to 9⅝c.

WINNIPEG.

Creamery Butter—Supplies continue to be more abundant, and the market is easier than last week. The quality of butter offered is much better than a few weeks ago. We quote:

Finest fresh creamery, in 56-lb. boxes	0 27
" " in 28-lb. boxes	0 27
" " in 14-lb. boxes	0 27
" " in 1-lb. bricks	0 28

Dairy Butter—Larger and better quality supplies are offered now at country points. Jobbers' buying prices are as follows:

Dairy, assorted pkgs., selected	0 16 0 17
" " round lots	0 15

Cheese—Unchanged in price. We quote:

Finest Manitoba, large	0 12½
" Ontario, "	0 13
" " twins	0 13½
Square cheese	0 13

Lard—We quote as last week:

Lard, 50-lb. pails, per pail	5 35
" 20-lb. " "	2 15
" 3-lb. tins, per case 60 lbs.	6 75
" 5-lb. " " "	6 60
" 10-lb. " " "	6 45
Pure lard in bbls, per lb	0 10

Cured Meats — No change. We quote:

SMOKED MEATS.

Hams, selected stock, special mild cure	0 15
Bacon, " " "	0 18
Backs, " " "	0 11½
Picnic, " " "	0 09
Hams, sugar cured, assorted sizes	0 13
" heavy, 20 to 30	0 12½
Picnic, " assorted sizes	0 08½
Shoulders, "	0 08½
Bacon, " breakfast bellies	0 13
" " breakfast backs	0 11
" " Wiltshire sides	0 15½
" " spiced rolls, long	0 10
Manitoba butts	0 09½
" " skinned	0 10
" " boneless and rolled	0 11
" rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 09
" " " smoked	0 09½
" " " boneless backs	0 10
Shoulders " "	0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl	18 00
" " " per ½ bbl	10 50
Standard mess pork, per bbl	16 00
" " " per ½ bbl	9 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00

Sweet pickled spare ribs, not cooked, per lb. 0 04
" hocks, " " 0 04

ST. JOHN.

St. John, May 23, 1905.

Provisions—The market is a dull one. Both beef and pork are held at rather higher figures. In smoked meats there is a fair demand. Prices are quite firmly held. Pure lard is high. Refined lard is still quite low, which leads to increased demand. Fresh meats are unchanged. Beef is freely offered. Mutton is dull. There is a good sale for veal at even figures. Lamb tends lower but is still high. Little pork is offered. Quite full prices obtained.

Mess pork, per bbl	$17 00 $19 00
Clear pork "	17 00 19 00
Plate beef "	13 00 15 00
Mess beef "	12 00
Domestic beef, per lb	0 06 0 08
Western beef "	0 07 0 09
Mutton "	0 07 0 08
Veal "	0 05 0 07
Lamb, each	3 00 5 00
Pork "	0 06 0 07
Hams "	0 13 0 14½
Rolls "	0 10 0 13
Lard, pure, tubs "	0 10½ 0 10½
" " pails "	0 10½ 0 11
Refined lard, tubs	0 08 0 08
" " pails	0 08½ 0 09

Butter—Dairy butter is reported scarce in the west. Creamery is rather easier. Little local new butter is yet offered. Prices are still high.

Creamery butter	0 23 0 25
Best dairy butter	0 20 0 20
Good dairy tubs	0 18 0 20
Fair "	0 17 0 18

Eggs—There is a fair sale. Receipts are not large, so that prices are firmly held.

Eggs, hennery	0 20 0 25
" case stock	0 14 0 15

Cheese—Stocks are light, but a limited quantity of new is yet seen. Dealers are afraid to buy, feeling price will be lower. Only twins have demand.

Cheese, per lb	0 11½ 0 12½

Hog and Dairy Products

WE are the oldest Commission Agents in these lines in Liverpool, and are prepared to handle consignments and sell on C.I.F. terms.

o o o o o o

We should like to correspond with firms of importance.

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Colonial Produce Importers

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WE ARE CONSIGNEES OF

Bacon, Butter, Cheese and Eggs

(Either Fresh or Glycerined)

Shippers can draw upon us for four-fifths of value in case of consign ments.

References exchanged and corres pondence invited.

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Established over 50 years.

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LIMITED

PORK PACKERS

AND

LARD REFINERS

CURERS OF... "Lambton Brand" OF

WILTSHIRE SIDES, LONG RIBS, CUMBERLANDS, AND "PURITY BRAND" OF LARD.

Petrolia, Canada

Agents for Great Britain: R. & W. DAVIDSON, 9 Virginia St., GLASGOW; and 49 Tooley St., LONDON.



"Perfectly clean from our kitchen to your customer."

There is no better Mince Meat on the market than

Wethey's Mince Meat

One try will satisfy your customers of that. There is no better seller either. One try will satisy you of that.

Perfectly clean, wholesome Mince Meat, done up in dainty packets. Why don't you sell it?

J. H. Wethey, Limited

ST. CATHARINES, ONT.

We are the only Makers in Canada of

Oval Wood Butter Dishes

Neat and pleasing in appearance, will not leak or soil the counter or scales.

Just the thing for Butter, Lard, Jam, Honey, Pickles or similar bulk goods—surprisingly cheap. A great convenience both to retailer and customer.

Made in ½, 1, 2, 3, and 5-lb. sizes. Can supply in any quantity for prompt shipment. Write for quotations.

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EGGS

We will buy your eggs F.O.B. all year.

CORRESPONDENCE SOLICITED.

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BUTTER and EGGS

—WE ARE—

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REFRIGERATORS Useful to every one. 40 different styles. Silver medal, Quebec, 1901. Diplomas: Toronto, Ottawa, Montreal.

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Write for Illustrated Catalogue.

Butter Tubs

BEST WHITE SPRUCE

50—30—20 lb.

ORDER NOW

WALTER WOODS & CO.

Hamilton and Winnipeg.

NEWFOUNDLAND PROTESTS.

AN acute turn has been given to the "bait" question during the past few days in the Maritime Provinces on account of the move made by certain Nova Scotia interests to supply French and United States fishing vessels with bait and supplies after its sale to the fishermen of these countries had been forbidden by the Newfoundland Government.

The Harbor Grace Standard threatens that if the object of Newfoundland is to be defeated by Nova Scotians, there is but one course left open to Newfoundland, namely, to withhold the bait privileges from them, the same as has been done against French and American fishermen. It goes on to say that "Newfoundland expects nothing just nor fair from Canada."

The present juncture is a particularly inopportune time for hitches between Newfoundland and Nova Scotia. The Islanders are inclined to look upon the action of the Sydney, C.B., interests as hostile, whereas it is neither more nor less than an attempt on their part to further their own interests. At the same time it is a question whether Nova Scotia is justified in sanctioning any move that is open to misunderstanding.

COMPANIES INCORPORATED.

The Gutteridge-Sullivan Co., Limited, of Sarnia, have been incorporated with share capital of $40,000, to carry on the manufacture and sale of earthenware, pottery, etc. Provisional directors: T. P. Bradley, S. A. Armstrong, T. J. Gordon, J. R. Pierdon and J. Sullivan, all of Sarnia.

The Vegetable Gelatine Co., Limited, of Windsor, have been incorporated with share capital of $40,000, to manufacture and sell gelatine products. Provisional directors. A. L. Martin, Walkerville; S. A. Seamers, Pontiac, Mich., and J. F. Smythe, of Windsor.

FLUCTUATIONS IN SUGAR.

IN view of the unprecedented advance in Canadian refined sugar during the Fall of 1904, and the subsequent decline dating from Jan. 19, 1905, the following table of fluctuations in Canadian refined for the year ending May 19, 1905, is of interest to the trade:

(Quotations basis f.o.b. Montreal.)

1904.	Extra Standard c.	No. 1 Yellow c.
May 19	4.40	3.80
May 25	4.45	3.85
June 3	4.40	3.80
June 10	4.35	3.75
June 23	4.40	3.80
July 7	4.45	3.85
July 25	4.50	3.90
Aug. 3	4.55	3.95
Aug. 9	4.60	4.00
Sept. 1	4.65	4.05
Sept. 18	4.55	3.95
Nov. 1	4.65	4.05
Nov. 2	4.75	4.15
Nov. 7	4.85	4.25
Nov. 11	4.95	4.35
Nov. 15	5.10	4.50
Nov. 16	5.20	4.60
Dec. 1	5.15	4.55
Dec. 8	5.25	4.65
Dec. 10	5.35	4.75
Dec. 28	5.40	1.85
1905		
Jan. 3	5.45	4.90
Jan. 9	5.55	5.00
Jan. 13	5.65	5.15
Jan. 19	5.75	5.25
Feb. 9	5.65	5.15
Feb. 14	5.65	5.15
May 5	5.45	4.95
April 28	5.55	5.05
May 5	5.45	4.95
May 11	5.35	4.85
May 16	5.25	4.75



May-time in Capt. C. O. Allen's Fruit and Dairy Farm, Kentville, N.S.

A. C. DOUGHTY & CO., ENGLAND

20 Eastcheap, E.C., London

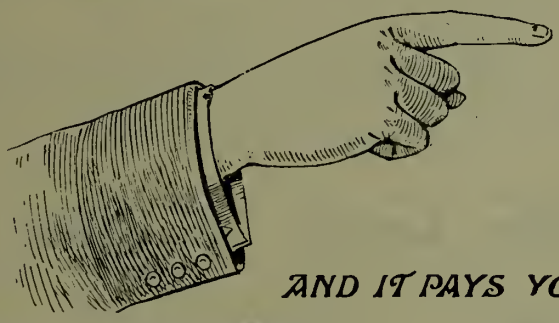
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for home trade and for export

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FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

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LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

JAMES MARSHALL,
ABERDEEN, - SCOTLAND.
Cables, Halcyon. Codes, A. B. C., 5th ed., Scattergood. Consignee for all kinds of Canadian produce. Personal attention and prompt returns guaranteed.

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FRUIT AND PRODUCE BROKERS,
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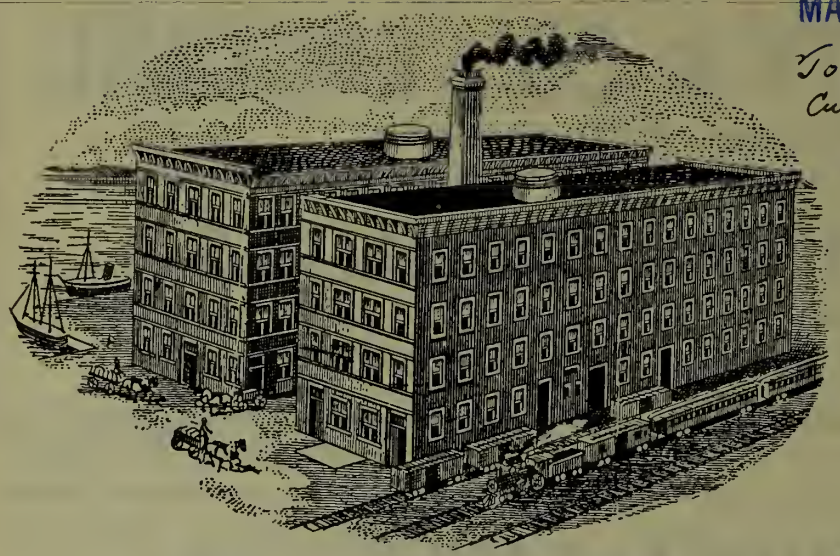
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CHEESE, BUTTER, EGGS AND POULTRY.
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To Geo Bruce
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Modern Cereal Mill of William McCann Milling Co., Toronto.

Our New Cereal Mill

Fitted out with the most complete and modern cereal machinery that money can buy.

Using only selected grain we are able to turn out the finest cereals on the market.

We Lead in Bulk Goods

Rolled Oats	***Sd. and Gr. Oatmeal***	***Flaked Wheat***
Gran. Wheat	***Pot and Pearl Barley***	***Split Peas***
Gold Dust	***Ground Oats***	***Pea Meal***
Family Oatmeal		***Ground Corn***
Ground Wheat		***All kinds of Feed***

Our capacity enables us to give prompt delivery for all orders in mixed and car lots or otherwise.

Write, wire or phone us for quotations. It will mean dollars in your pocket.

WILLIAM McCANN MILLING CO.

TORONTO

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FLOUR AND CEREAL FOODS

FLOUR MILLING IN CANADA.

ONE of the most significant facts in connection with Canada's export trade in foodstuffs during the last thirty years is the steady increase in the value of wheat flour sent to foreign countries. From 302,783 barrels in 1875, valued at $1,545,242, exports of flour have grown to 1,587,600 barrels, valued at $6,131,015, and we are only on the threshold of what is bound to develop into an industry of monumental proportions. If Canada is to supply the food requirements of the British Empire within the next few years, as she seems likely to do, there is no reason why she should not supply such in the form of the manufactured produet instead of the raw material, as has been the ease to a large extent heretofore.

The henefits to be derived from the flour milling industry on such a scale are simply incalculable, and Canadian millers are beginning to awaken to this fact, with the result that the industry has shown remarkable expansion within the last five years throughout Canada, partieularly the Northwest. Only this year one or two of the larger Canadian milling interests have made arrangements to operate in Europe in order to benefit from the enormous exports of Manitoba wheat and compete with Amerieau millers.

There is also a possihility of Canada becoming a milling ground for the United States trade. Authorities on agriculture are of the opinion that the United States have ahout reached their limit in the matter of grain production. There is no gainsaying the faet that their exports of flour and grain have heen diminishing for some years, and that the home eonsumptive demand has been inereasing rapidly on aceount of the large and growing population. In Canada, on the other hand, the grain-growing possibilities remain as yet in the embryonic stage. The American miller has retained his hold on the foreign trade solely on aceount of superior organization, hut even now he is looking ahroad for grain to feed his mills. Last year Minnesota bought half a million dollars' worth of Canadian wheat, whieh was ground in hond in order to avoid the duty. But the American miller finds this system expensive and inconvenient, and besides he has to pay the duty on offal and hy-

GRAIN AND BREADSTUFFS (EXPORTS)—1900-1904 INCLUSIVE.

	1900 $	1901 $	1902 $	1903 $	1904 $
Grain :					
Barley	1,200,852	1,173,219	231,199	457,233	489,237
Beans	335,542	418,810	225,813	79,801	133,569
Buckwheat	146.055	227,717	175,517	175,394	234,029
Indian eorn	4,758,778	5,507,245	1,287,789	1,085,601	2,775,807
Oats	2,489,048	3,103,575	2,104,883	2,632,886	1,603,461
Peas	2,158,858	2,684,085	1,814,540	1,056,266	1,133,268
Rye	335,899	708,156	484,073	701,288	266,645
Wheat	16,368,889	13,622,930	26,410,101	29,088,781	18,225,525
Grain, all other.	1,260	1,954	15,985	3,299	404
Grain, produets of :					
Malt	10,939	3,563	5,706	7,415	4,318
Bran, mill feed.	145,206	243,215	237,178	242,100	374.364
Indian or corn meal	2,496	1,719	4,369	5,191	24,717
Oatmeal	474,991	467,807	344,332	538,149	756,687
Rye flour		45	9.821		
Wheat flour	2,800,347	4,030,746	3,969,135	4,700,651	6,131,015
Meal, all other.	15,225	31,402	42,124	29,791	33,219
Breadstuffs, n.e.s.	45,508	60,399	53,318	53,358	54,000
Total grain and breadstuffs	31,289,893	32,286,587	37,415.883	40,857,204	32,240,465

GRAIN AND BREADSTUFFS (IMPORTS)—1900-1904 INCLUSIVE.

	1900 $	1901 $	1902 $	1903 $	1904 $
Grain :					
Wheat	4,542,170	6,370,314	7,217,137	5,566,705	3,849,308
Rye	57,318	310,160	239,404	473,651	157,467
Peas	23,763	16,160	20,748	18,010	15,989
Oats	422,977	946,511	131,818	70,651	32,907
Indian corn	7,163,485	6,648,081	2,770,456	3,737,383	5,416,770
Grain, all other.	72	41	29		140
Grain products :					
Malt	57,530	66,329	68,121	75,896	87,147
Bran, mill feed.	74,266	90,493	104,519	108,628	92,498
Buckwheat, meal or flour	5,152	2,410	1,928	2,835	2,507
Indian or corn meal	76,413	57,684	66,033	65,431	122,640
Oatmeal	23,551	63,376	12,413	20,584	212
Rye flour	3,428	3,403	1,714	3,568	7,316
Wheat flour	181,899	156,009	155,544	111,056	169,357
Hominy	3,648	3,231	2,980	5,895	7,145
Damaged flour, grain, etc.	6,374	2,090	5,884	52,443	1,631
Breadstuffs :					
Arrowroot	788	1,594	1,206	827	902
Biscuits, sweetened	19,581	16,132	14,219	18,787	24,273
Biscuits, not sweetened	16,198	13,708	13,498	14,951	15,394
Bread, unleavened	3,893	3,783	4,328	6,651	9,343
Maearoni and vermieelli	35,580	35,574	44,671	64,186	82,030
Rice, eleaned	226,896	317,020	298,295	371,887	424,926
Rice, uncleaned.	187,947	178,547	146,728	276,874	141,707
Rice and sago flour and sago.	38,994	8,482	15,827	19,786	24,295
Tapioca	56,221	53,650	67,083	62,774	23,501
All other breadstuffs	125,716	186,971	300,314	375,725	262,739
Total grain and breadstuffs	13,610,065	15,605,836	11,731,268	11,557,644	11,010,228

products which cannot be exported, and which represent over ten per cent. of the value of the output. Attempts are now being made to secure a treasury ruling by which Canadian wheat can be taken to Minneapolis and there mixed with United States flour for the grinding of wheat, a drawback being paid upon the Canadian flour thus used. To checkmate this move Canadian millers will grind Manitoba flour in Great Britain.



Reaping in Western Canada.

Splendid possibilities exist for building up a large export trade in Canadian flour with the other European and Asiatic nations. In addition to our export business with Great Britain, amounting in 1904 to $3,568,430, Canada sent flour to Newfoundland to the extent of $140,-815, to British Africa $632,348, to British West Indies $204,201, to Russia, $95,453, and to Japan $140,815. The latter market was only discovered five years ago and requires only tact and perseverance to make it one of the most valuable export markets of the world; indeed it is possible that the future may see a greater trade between Canada and Asia than is now carried on between Canada and Europe, as Japan is but the gateway to the Great East. American millers have lost no time in securing a foothold in Eastern markets; Canada has an equal chance, particularly when it is remembered that Canada produces the best wheat grown on the North American Continent.

The Canadian production of wheat last year was 79,427,000 bushels, as against 83,964,000 bush. in 1903; of this, the Canadian West contributed 59,934,338 bushels. We exported altogether 18,-225,525 bushels, over 10,000,000 bushels less than in 1903, the falling off being largely due to local conditions, which kept the domestic price above an export basis. There is also to be considered that Canada is exporting more and more of her breadstuffs in the form of the manufactured product. Great Britain took the bulk of our wheat, the balance going to Germany and Belgium. Owing to a comparative failure of the Canadian oat crop in 1904, our exports of oats fell off $1,029,429. This induced what is almost without precedent in Canadian cereal circles, namely, the importation of American oatmeal at a price which not only undersold domestic manufacturerers, but temporarily cut out trade in the home-made product.

EXCELLENT LOCATION.

LOCATED in one of the best wheat-growing sections of Ontario, which enables the miller to get his Winter wheat direct from the farmer and to select raw material according to requirements, is the Bolton Flour Mill, owned and operated by A. A. McFall, miller and grain merchant, Bolton, Ont.

RETURNED
JUN 30 1905



Bolton Flour Mill, Bolton, Ont

The Bolton mill is in a particularly good position to supply the requirements of the Canadian biscuit-manufacturing industry, in addition to turning out the highest grade flour for family use. The mills are equipped with the latest improved machinery and supplied with water-power, which is available for all purposes. The reliability and excellence of its products are acknowledged all over the country; one of the least evidences of their popularity being the phenomenal increase in consumptive demand during the last few years. The principal brands of flour manufactured by the Bolton mill are: "Pure Gold," "Albion's Pride," and "Good Loaf." It also turns out large quantities of Graham flour, cracked wheat, wheat germ, etc. Mr. McFall combines with his milling business an extensive trade in grain and feed.

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Mr. A. A. McFall, Miller, Bolton, Ont.

GRAIN PROSPECTS.

LATEST reports from the Canadian West advise that the growing grain crops are in a flourishing condition. There has been an abundance of moisture, and the wheat, where it is above the ground, is growing well and of a healthy color. Seeding is about completed, but the farmers are still planting oats and barley.

Taking the Province of Ontario as a whole, Fall wheat has suffered less than usual from Winter-killing. The cold winds prevailing in April were very trying to fields in exposed places; nevertheless, the crop picked up wonderfully, and at the present time Fall wheat has a most promising appearance in most quarters, more especially in the case of early-sown fields. The more favorable statements happily come from the counties in which the crop has a large acreage. But little Fall wheat has been ploughed up compared with the two or

The Symbol



Of Quality

Specialize:
"handle better flour, get exclusive trade"

.LEITCH BROTHERS FLOUR MILLS.
.Oak Lake — Manitoba — Canada.

MONKLAND MILLS BROOMFIELD MILLS
FERGUS ELEVATOR

JAMES WILSON & SONS

MANUFACTURERS AND EXPORTERS OF THE FINEST GRADES OF

Oatmeal, Pease Meal,
Split Peas, Pot Barley,
Pearl Barley, Round Peas

Feed of all kinds. Correspondence solicited

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MOORE'S MEAFORD MILLS

have a reputation for first-class flour equalled by few Canadian mills.

Our Special Brands are:

Snow Flake—Manitoba Patent.
Lily White—Manitoba Strong Bakers.
Ontario—Manitoba Blend.
Pastry—Pure Winter Wheat.

We are also General Grain Dealers. A trial solicited. **Satisfaction** guaranteed.

OUR BAKERY DEPARTMENT, operated in connection with our mills, offers the trade a complete assortment of cakes, biscuits and tarts.

W. Moore & Sons
MEAFORD, ONT. - CANADA

SEAFORTH MILLING CO.

Seaforth, Ont., Canada

Millers and Grain Dealers

Correspondence Solicited

The Goldie Milling Co., Limited, Ayr, Ont.



Millers of Ontario and Manitoba Wheats.

Mills at Ayr, Galt, Highgate.

The Best Cereal Food to Eat, and the Best Cereal Food to Sell is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT.**

TRISCUIT is a **CRACKER**, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

The Natural Food Co.

Niagara Falls, N.Y.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.

LIMITED

GODERICH, ONTARIO.

A. A. McFALL

MILLER AND GRAIN MERCHANT

BOLTON, ONT., CANADA

Manufacturer of Choice Winter Wheat and Manitoba Wheat Flour, also Graham Flour, Cracked Wheat, Wheat Germ.

Brands of Flour

"PURE GOLD"
"ALBION'S PRIDE"
"GOOD LOAF"

Dealer in all kinds of Grain and Feed.

Write for Prices and Samples.



SHIRK & SNIDER.

BRIDGEPORT
ONT.

Special Brands

Buda, Neva,
Daily Bread, Patent

Shirk & Snider

Millers and Manufacturers of
Improved ROLLER process flour.

Capacity 300 Barrels a Day.

Bridgeport and Baden, Ont.

GOOD NAME and GOOD GOODS

The Finest

FLOUR, GRAIN

MILL OFFALS

are to be had from

Howland Bros.

Roller Flour Mills

KLEINBURG, Ont., Can.

Let us send you one of our brands of flour.

three years immediately preceding, although in some instances barley or some other grain has been drilled in on some of the bare spots. The disappearance of the Hessian fly—or rather, the absence of any marked evidence of its presence—is one of the most gratifying features of the reports concerning Fall wheat for during the last four or five years the havoc wrought by this insect pest has been of a most extensive and costly nature.

Most of the rye sown in Ontario is grown for green feed, and the acreage at the most is not a large one. Where grown the crop is reported to be in good condition, having come through the Winter well.

The present indications are that there will be a full yield of clover this season, taking the province as a whole.

A STRIKING EXAMPLE.

IT would be difficult to find a more striking example of the splendid possibilities of the cereal manufacturing business in Canada on a large scale than the Robert Greig Co., Limited, Toronto, better known to the trade as manufacturers of "White Swan" brand of flaked wheat, rice, peas, barley crisps, whole-wheat flour, graham flour, gluten flour, wheat kernels, King's Food, etc. From very small beginnings—in fact "the mere bricks and mortar of the new building which the firm erected three or four years ago at the corner of Pearl and Duncan streets," as Mr. Greig explained to The Grocer representative the other day, their cereal business has grown by leaps and bounds, until at the present time they are not only supplying the domestic market from Halifax to British Columbia with their products, but are exporting to England, the United States, South Africa, West Africa and New Zealand. "And we are only on the doorstep of the export business," he added.

"Canada has an immense future before her as a producer and manufacturer of foodstuffs. Look at the flock of immigration to the West. This means that there will be a population of from five to ten millions in Manitoba and the Territories within ten years. It is no idle guess to say that before long Canada will be growing enough wheat to supply the food requirements of the British Empire. Canadian millers are already making a bid for this business, and it looks at present as if a lion's share of the milling, not only for the domestic, but also for the export trade, would ultimately fall into their hands.

"The same remarks apply to the manufacture of cereal foods. Witness, for instance, the phenomenal growth of the cereal food business in this country during the past ten years, and think of the future in store for it, particularly for flaked wheat preparations, which, I think, will outlive many of the newer-fangled cooked cereal foods."

The history of the Robert Greig Co., Limited, dates from 1893, when Mr. Greig established himself in Montreal in the baking powder, spice and extract-manufacturing business. Shortly afterwards a branch was opened in Toronto, at the corner of Duncan and Adelaide streets, and proved so successful that the Montreal plant was abandoned about six years ago and efforts concentrated on the western industry. In 1901 the White Swan Milling Co. was taken over as a going concern, thus adding to the manufacture of baking powder, spices and extracts, what has since developed into one of the most important departments of the business, namely, the manufacture of cereals. Within the last four years the spice and coffee trade has shown a satisfactory growth, and this year promises to eclipse any in the history of the business with the turnover from January 1, 1905, to date already one hundred and fifty per cent. in excess of last year.

Two years ago the Robert Greig Co. became an incorporated concern, capitalized at $150,000, the proportions of their business being such that they have paid an annual dividend of eight per cent. from the very start.



Threshing in Western Canada.



Mr. Robert Greig, President of The Robert Greig Co., Toronto.

A CREEMORE MILLING INDUSTRY.

The flour milling and grain business of S. Plewes, Creemore, which dates from 1880 has the reputation of being the most successful of its kind in the Province of Ontario.

An extensive domestic and export trade is carried on in special brands of flour, including Manitoba Patent Magnet, White Flake and O K, all of which are favorably known throughout the trade. The mill proper is situated on the Mad River, in the township of Nottawasaga, widely known on account of its fine wheat-growing district.

Mr. Plewes will be glad to answer any enquiries from the trade in regard to quotations, etc.

JAPAN AND CANADIAN FLOUR.

"Japan is slowly but surely learning to use and appreciate the advantages of Canadian whole-wheat flour," said Mr. J. R. Brodie, of the Alexander Milling Co., Limited, Brandon, in a recent conversation with a representative of The Grocer. "A glance at the Blue Book will confirm this," continued he, "but it is perhaps not generally realized that the bulk of this flour is low grade, and that Canadian manufacturers are face to face with the necessity of an educational campaign in Japan for better grades. In our own case, last year we shipped over 500 tons at advantageous prices,

THE T. H. TAYLOR CO., Limited

Millers and Manufacturers

CHATHAM, - Ontario, Can.

Cable Address: "TAYLOR," CHATHAM

BEAVER AND DAISY FLOUR MILLS

CAPACITY—900 BBLS. PER DAY

BRANDS:

"Northwest," "Perfect," (Hungarian Patent, No. 1 Hard.)

"Beaver," "Seal," "Headlight," "Sensation," "Famous."

All kinds of Feeds, Coarse Grains and Cereals
The newest and best equipped Flour Mills in Canada
Try our Blended Flour, "Beaver." It's the best.

A LIBERAL REWARD

Will be paid for evidence sufficient to convict any persons of selling a cereal food not manufactured by us under the name of our registered trade mark

"WHEATINE"

The retailers' profit in the sale of "WHEATINE" is about

FORTY PER CENT.

New machinery installed this month eliminates

BLACK SPECKS

and purifies "WHEATINE" almost to perfection

MILNE BROS., - Markham, Ontario, Canada

Sole Manufacturers

PARKER-EAKINS CO. Limited

EXPORTERS OF

DRY and PICKLED FISH and SPRUCE LUMBER

IMPORTERS OF WEST INDIA PRODUCE

YARMOUTH, - - NOVA SCOTIA

CORRESPONDENCE SOLICITED

FLOUR

Four of the best grades milled in Canada are

"VICTORIA" (Hungarian)
"ROYAL" (Patent)
"MAJESTY"
and
"ELECTRIC"

Competition forces the use of the best grades. Inferior grades are unsafe.
Our daily capacity is 200 bbls.
We seek a wider connection, and solicit inquiries for quotations.

Brampton Milling Co., Brampton, Ont.

QUANCE BROS.

MILLERS



WINTER WHEAT FLOUR
"Moss Rose"

BLENDED FLOUR
"Maydew"
"Ladies' Favorite"
"White Swan"

MANITOBA FLOUR
"Kitchner"
"Manitoba Best"

CHOICE FAMILY and BAKERS' FLOUR from choice Ontario and Manitoba Wheat. Also PATENT PROCESS BUCKWHEAT FLOUR and RYE FLOUR.

WRITE FOR PRICES

Delhi, Ont., Canada

GEO. TANGUAY
QUEBEC
WHOLESALE
Flour, Feed, Grain, Seeds, Pork, Pickled Fish, Etc.
WAREHOUSES: 33 & 35 / 34 & 36 St Andrew St.
WHARVES: Dalhousie and St. Andrew
OFFICE: 48 ST. PAUL STREET

C. A. PARADIS
Formerly member of POITRAS & PARADIS.
FLOUR, GRAIN, PROVISIONS AND HAY.
81 DALHOUSIE ST.
QUEBEC

HERE YOU ARE
SYRUP OF MALT
EXTRACT OF MALT
Stock these up. There is always a call for them.
GEO. SLEEMAN, Guelph, Ont.

STRONG DURABLE LIGHT


POROUS AND CHEAP
RUSH ORDERS
for Flower Pots, Fern Pans, Saucers, etc., filled on day of receipt.
Assortments No. 1 and No. 2 at $3.10 and $4.15 respectively are good buying. The waste is eliminated.
The FOSTER POTTERY CO. Limited
HAMILTON.

and we confidently expect that this Japanese market will consume our entire output of low-grade lines at say around $3.50 c.i.f. Yokohama. The retail price averages about 10c. higher than here.

"To further cement this connection with Japan, Mr. E. Nicholson, of Nicholson, Bain & Johnston, Winnipeg, is in Japan in our interests, while incidentally seeking renewed health. There is never any trouble in keeping flour in that market.

"The trade outlook is good, and our capacity of 1,200 barrels per day will soon be enlarged. We are planning for two new large elevators this Spring." Cereal

ANOTHER WINNIPEG FLOUR MILL.

S. A. McGaw, of Goderich, Ont., head of the Lake Huron and Manitoba Milling Co., has been in Winnipeg during the last week looking into a milling proposition with A. Kelly, of the Kelly Milling Co., of Brandon. Mr. McGaw says that, although tempting offers have been made the company to build a mill at Port Arthur and Fort Frances, it is likely they will build in Winnipeg.

FLOUR AND CEREAL NEWS.

The Walter Thompson & Son Co., Limited, cereal millers, of Mitchell, Ont., have developed a very considerable business with the West Indies, especially in the line of split peas, which is one of the staple foods with the laboring population.

William Moore & Sons, millers, Meaford, expect to have their electric motive power ready by July 1. This firm have gone to great expense during the past two and a half years developing electric energy, which ought to be a distinct boon to the town of Meaford.

The Hodd & Cullen Milling Co., Limited, Stratford, have sold their flour mills, elevators, and goodwill to the McLeod Milling Co., Limited, who take possession on Aug. 1, 1905, at the beginning of the new crop. The new company, which is capitalized at $100,000, is composed principally of local business men, and will be managed by Mr. A. C. McLeod, who has been head miller and manager for the former company.

NEW FISH FIRM.

A company of Prince Albert capitalists are seking incorporation under the name of the Saskatchewan Produce Co. They intend to develop the extensive fish industries of the lakes to the north of Prince Albert, and will proceed at once to erect a freezer.

Grocers

If there is a grocer who is not handling **Orange Meat,** that grocer is not working his business to the full. You ask why. Because **Orange Meat** is the cheapest and purest breakfast cereal to be had. How do we know? Compare the prices, ask other grocers who have hundreds of users. **Orange Meat** has all the good points of the ordinary cereal and none of the bad ones. Moreover, **Orange Meat** has good points of its own. Are you interested in these facts? Why should you not be?

The Frontenac Cereal Co., Limited
KINGSTON, ONT.

Awake!

P. HAINES & SON

Beaver Valley Mills **Clarksburg, Ont., Canada.**

Manufacturers of

HIGH GRADE FLOURS

Biscuit Flour a specialty. Send for samples and prices.

ESTABLISHED 1880

SIMON PLEWES & COMPANY

Flour Mills and Electric Light

CREEMORE - - - - ONT., CANADA

POPULAR BRANDS OF FLOUR

Manitoba Patented, Magnet, White Flake, and O.K.

ASK FOR QUOTATIONS

THEY'RE JUST RIGHT

No coloring, potato flour, biscuits or preservaline.

DUERING'S HOME-MADE SAUSAGES

Made only from the best stall-fed beef cattle and absolutely pure.

H. B. DUERING, - WATERLOO, ONT.

Dealer in all kinds of meat.

Established 1869 *Cable Address "Musson," Toronto.*

Geo. Musson & Co.

COMMISSION MERCHANTS,

Toronto, Canada.

TEAS, COFFEES, COCOAS, SUGARS, DRIED FRUITS, SPICES, ETC.

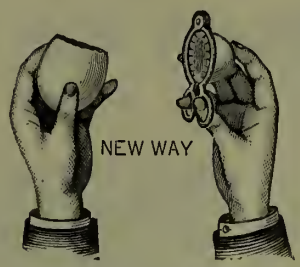
Correspondence Solicited

THE EATON BROS. BREWING CO.

Of OWEN SOUND, Limited

BREWERS and MALTSTERS

OWEN SOUND - Ontario, Can.



PATENT EGG OPENER!

Anyone can use it—even a child.

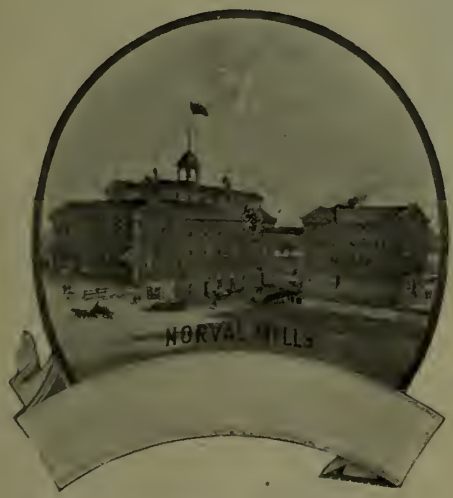
Takes the top off the egg without breaking the yolk, and no pieces of shell can get into the egg.

Each one boxed separately, with full directions.

Sample by mail 25c. Nickel plated

The trade supplied in Canada by Fred. N. Horton, - Ingersoll, Ontario

NORVAL MILLS



ROBT. NOBLE

MERCHANT MILLER

NORVAL, ONT.

Choice Winter Wheat and Manitoba Blended Flours a Specialty.



Quality — the Best

Price —— right

Profit —— good

Satisfies consumer Brings repeat orders

Put up in 5c., 10c. and 25c. tins.
Ready and steady seller.

Ask your jobber, or write

J. H. MAIDEN, - MONTREAL

RETURNED MAY 27 1905



"Royal Household" is Really the Best Flour?

RETURNED
MAY 27 19
Owner
Book 35
Page 42

Thousands of women who do their own baking know it is the best, by results, and they expect the grocer to supply it.

The grocer, who knows which side of his bread is buttered, recommends it to his customers because it pays him to sell only the best.

The grocer who sells a woman any other flour, when she asks for "Royal Household" is taking great chances.



A TRANS-ATLANTIC EXCURSION

ON June 9, the long-anticipated excursion of the Canadian Manufacturers' Association to Great Britain, will start from the port of Montreal on board the magnificent new



C. C. Ballantyne, Vice-President of C.M.A., a Member of the Excursion Party.

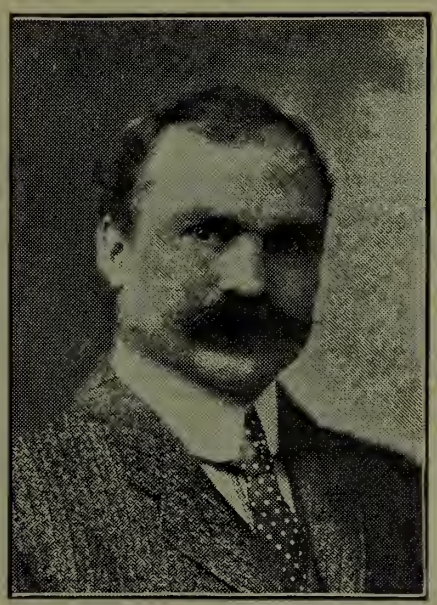
turbine liner, the Victorian. The excursion party will probably number 265 persons,—members of the association, with their wives and children. Already, arrangements are all but complete, and when the Victorian leaves her dock at Montreal she will have on board as representative a body of Canadian men and women as ever left the shores of the Dominion.

On board the Victorian the excursion party will have the best of everything. They will practically own the boat and no expense will be spared to make them perfectly at home. In the Old Country they will receive an enthusiastic welcome and every door will be thrown wide open for them. A complete itinerary for every hour of their time has been prepared.

In brief the programme may be outlined as follows: Upon arrival in Liverpool on June 17, the party will proceed directly to London, where they will be entertained for ten days by the London Chamber of Commerce. Though London is a huge place, the excursionists anticipate seeing nearly everything that is worth seeing during that time.

On June 27, they will board a special train, which will convey them as far as Glasgow. They will stop at every important centre on the way and will visit the more important industries. The trip to Glasgow will consume another ten days. The party will then break up and the excursionists will be at liberty to go wherever they desire. The official return voyage will be made from Liverpool on the Victorian about July 16.

Among the officers of the association who will take in the excursion are: W. K. George, Toronto, president; C. C. Ballantyne, Montreal, vice-president; G. E. Amyot, Quebec, vice-president for Quebec; John Hendry, Vancouver, vice-president for British Columbia; W. K. McNaught, Toronto, chairman of the tariff committee; P. H. Burton, Toron-



W. K. George, President C.M.A., who will accompany the Excursion Party.

to, chairman of the insurance committee; Robert Crean, Toronto, chairman of the reception and membership committee. R. J. Younge, the general secretary, who has been in charge of the arrangements, will accompany the party and will supply all information.

The significance of this trip cannot be overlooked. It is the first event of its kind. The presence in the Old Country of 265 of Canada's leading sons and daughters cannot fail to open the eyes of Britishers to the importance of the Dominion. The official receptions, which they will receive, will be recorded in the British press and thus every one will learn of their presence. This will lead to enquiries about them and gradually it will dawn on the British mind that Canada must be indeed a land of happiness and wealth when it produces such people and supplies the means to send them in luxury thousands of miles across the seas.

Nor can the significance of the fact that the excursionists represent the industries of the country be overlooked. Canada is regarded as a land rich in agricultural possibilities. Few in Britain realize the possibilities of its industries. On this point the excursionists will enlighten them, showing them the vast resources of mine and forest, the gigantic water-powers and the admirable facilities for transportation by land and sea.

From a sentimental view-point the excursion will be impressive. It will form still another link in the imperialistic chain, for it will reinforce and strengthen the existing connection between the Mother Country and Canada. Upon every possible occasion this will be referred to and it will so impress itself upon the minds of the British host and the Canadian visitor that the tie of kindred will be still further strengthened.

In many another way will this excursion prove itself to be a good thing, but only when it is over can it be estimated



R. J. Younge, Secretary C.M.A., who will accompany the Excursion Party.

to its full worth. Till the travelers set foot once more in Canada, no one can tell just what the result will be.

AMONG OURSELVES

WITH this number, the Spring and Export Edition of The Canadian Grocer makes its sixth appearance before the trade. On the first of June, 1900, appeared our first export number. At that time it was regarded as a very creditable affair with its 104 pages, its half-tone illustrations on the cover aad its sixty-odd pages of advertising, three of them being in colors. The avowed object of this first edition, quoting from its pages, was that of "stimulating Canada's export trade in food products with the Mother Country and bringing the importers and dealers in all kinds of foodstuffs in the United Kingdom, South Africa, Australia and the West Indian Islands into direct contact with manufacturers and exporters throughout the Dominion."

The number justified its existence and assured its popularity at once. Every year has shown a marked improvement, until now we make our bow, a portly volume of two hundred pages, an increase in reading and advertising matter of 100 per cent. in the short space of five years.

The gentle reader will condone our vanity if we preen ourselves just a little and ask how you like our new Spring dress? It is, we confess, an expensive one, the finest work that expert engraving and printing can turn out, but it has ever been our policy to give our readers and advertisers the best, irrespective of cost. These plates were designed and engraved in Canada and printed in our own office on our own presses by our own pressmen. Frankly, we are proud of the result. No Canadian publication has ever turned out anything equal to it. But we never rest with what we have done. Just watch for our next special. Always improving! That is our motto.

Our Front Cover.

It is several months since we began working on this cover. The first matter to settle is the general idea of your design, a matter to be settled with the artist who works up the general scattered ideas into one artistic whole. Then the engravers have their turn. They must have plenty of time to perfect the fine work on the three plates which are to produce the varied tints you see before you. First the yellow plate is used. Over this is printed the red. Finally the blue, the third of the primary colors to be superimposed, brings out your tints in all their delicate beauty.

The scene is a typical and even an historic one, representing an Atlantic liner leaving the port of Montreal laden with the choicest of Canadian food products. In the distance may be seen Montreal harbor with its huge grain elevator, and Notre Dame Cathedral and Mount Royal in the distance.

Into the border are worked a few suggestions of the noble ship's cargo, prime Canadian cheese, No. 1 hard wheat flour, bales of pea-fed bacon, barrels of rosy northern spies, with crates of the more luscious smaller fruits, for cold storage shipment; neither are to be forgotten the products of the industrious Canadian hen, nor the toothsome field vegetables that employ the energies of our indefatigable canners.

THE INDISPUTABLE AUTHORITY.

The phenomenal growth of the EXPORT CROCER has been coterminous with like wonderful growth in Canada's export trade. There is a direct relation between these facts. The field for such an edition five years ago was not obvious, but knowing Canada's potentialities and the requirements of the motherland, we had faith. We dared, and to-day THE CANADIAN GROCER, with its Export and Fall Special Editions, is indisputably the authority on Canadian foodstuffs. Whoever would keep in touch with the foodstuffs markets finds THE CANADIAN CROCER indispensable; whoever wants to buy or sell Canadian foodstuffs finds the advertising columns of THE CANADIAN CROCER absolutely necessary. There is no other way to reach the trade. THE CANADIAN CROCER way has the unanimous endorsation of the trade.

Indeed the stately vessel so heavily laden is replete with suggestion of the unbounded possibilities of this great Dominion as the granary of the world.

A Traveler's View.

A member of The Grocer staff while in a western town the other day chanced to meet Mr. G. H. Campbell, traveling salesman for T. H. Estabrooks, the Red Rose tea man, and casually fell into discussing The Grocer.

"Yes," said Mr. Campbell, in response to a query, "I find The Grocer very helpful in more ways than one. Every Friday night I look over the business changes and market reports, and read the editorials. But especially do I value the advertising department. I follow it very closely, aad it has been the occasion of many conversations with different up-to-date merchants. A well-known merchant of St. Catharines, in conversation with me, attributed a good deal of his success to it. He has followed it all along and likes the methods advocated in it. The advertising he is doing shows that he has been following those methods. He adopted the suggestion of a monthly circular under the style of a newspaper. He calls it his 'Store News.' As well as advertising his goods he includes recipes for new table dishes of all kinds and other things to interest housekeepers.

"Then, again, I found the advertising that my firm have been doing of great benefit. For example, the series of ads. that Mr. Estabrooks ran, with cuts of the different departments of his warehouse, brought me a new customer in London that I could never sell to before. He said he had got interested in the story of our business and thought there must be some merit in our goods, so he would give me a trial order. I have been selling to him regularly since.

"I am glad to see you running good articles on such interesting subjects to the grocer as the cash and credit systems. I often have talks with my customers about them. I shall continue to read The Grocer regularly and wish it every success."

All But One in Ottawa.

Our subscription canvasser writes from Ottawa: "Every grocer I have been to see takes The Canadian Grocer, except Mr. ——, ——street. I am trying to get him."

Read With Interest.

Mr. F. C. T. O'Hara, superintendent of Commercial Agencies, Ottawa, writes: "I have read with very great interest the article entitled 'Canada's Growing Foreign Service,' and it has afforded me much gratification to know that the Commercial Agency service has been appreciated. I hope both the service and my own endeavors may continue to warrant your approval."

What the Trade Think of Us.

Stanley W. McCulloch, Truro, N.S.—The Grocer is all right, up-to-date, and easily worth double the price to anyone who wishes to keep posted on trade matters.

F. W. McMahon, Hintonburg, Ont.—I started in business without any experience and not much capital and after 7 years' toiling, assisted by The Canadian Grocer and Hardware and Metal, I did over $20,000 business last year.

Balfour & Co. (Branch Canada Grocers Limited), Hamilton, Ont.—We beg to report having received communication from Tobago, West Indies, enclosing order for a quantity of Tartan canned fruits. We also received an order from Nova Scotia for the same request. Both of these enquiries mention The Canadian Grocer, and it is a high tribute to your

You want **Good Goods**
Good Goods at low prices

You also want Prompt Shipment.

We can fill the bill.

THOMAS KINNEAR & CO.

"WHOLESALE GROCERS" TORONTO and PETERBORO

Woodenware ! Woodenware !

Why not handle the best ?
Your customers prefer the best !

We are manufacturing **pails, tubs** and **woodenware** of every description, unsurpassed in **handsome finish** and **durability**; they will **cost you no more** than other makes; they sell on their own merits; this means **customers satisfied** and **trade increasing.** Why not order a sample shipment from your wholesale house and be convinced ?

Insist on being supplied with "Keenan" Brand

**Pails and Tubs of all kinds,
Woodenware,
Peach and Grape Baskets,
Pork Packers' Baskets,
Berry Baskets and Crates.**

KEENAN WOODENWARE MFG. CO., LIMITED

Owen Sound, Ontario

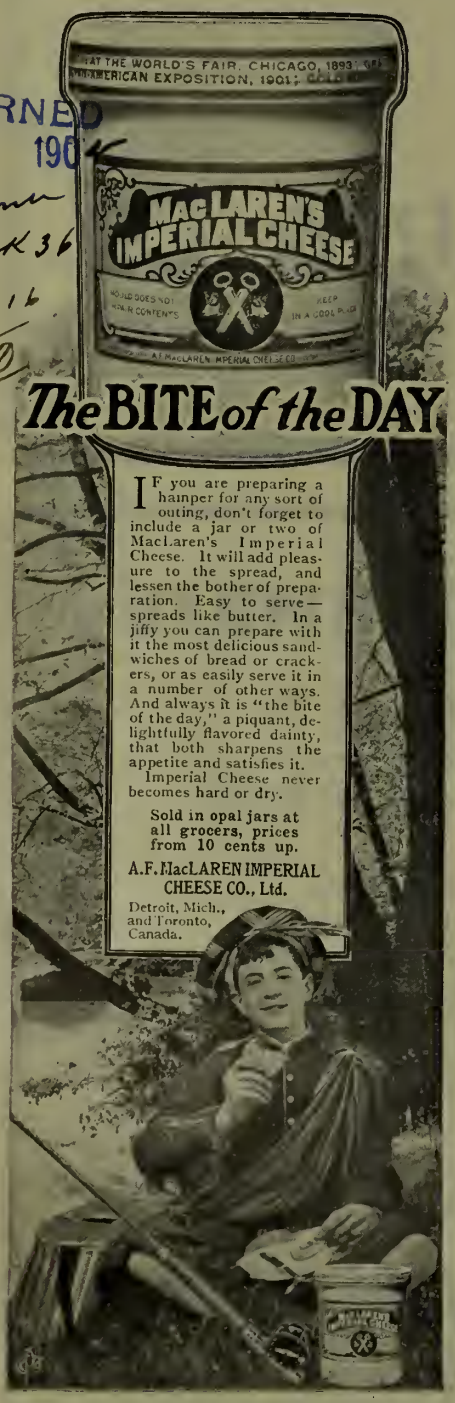
WE ARE DIRECT IMPORTERS

TEAS

Have you tried "RED FEATHER" Perfection in Package Tea

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.



Sold by Leading Grocers throughout the World.

paper and also great satisfaction to ourselves. Our reason for writing you is to compliment you on your wide-spread circulation.

Carter-Crume Co., manufacturers of counter check books, Toronto, Ont.—Just had an enquiry for our check books from Limerick, Ireland. Mention was made of seeing our advertisement in The Canadian Grocer.

The Gray, Young & Sparling Co., Limited, salt manufacturers, Wingham, Ont., write: "We desire to express our great satisfaction with the results we have had from our small advertisement (2 inches) in 'The Canadian Grocer.' We have received enquiries from the Maritime Provinces, Quebec, Ontario, Manitoba and the Northwest Territories; in fact, our ad. seems to have been read from Halifax to Vancouver. This is much more than we expected to get from it, and we are well pleased with the ad. in every respect."

PICTURE OF REFINERY.

The Montreal offices of The Grocer are endebted to the Canada Sugar Refining Co., Limited, for a framed colored lithograph of the refinery, and the editor is now daily reminded of one of Canada's greatest industries. The picture, though compactly taken, shows the immense refinery, raw sugar storage warehouses, refined sugar storehouses, coal dumps, cooperage, stables, etc., giving special emphasis to the firm's excellent receiving and shipping facilities, and altogether is a piece of forceful advertising.

WOODENWARE BY MAIL.

A novel proposition is being made the trade in this issue of The Grocer by the Taylor, Scott Co., brooms, brushes and woodenware, Toronto, being no less than the sale of pails and tubs by mail order. The mail-order system of doing business has met with wonderful success in many lines, whereas in the case of woodenware, standardization has been largely effected. The experiment being made by the Taylor, Scott Co. will be followed with a great deal of interest.

IT PAID LIPTON

It will pay you to pack your own

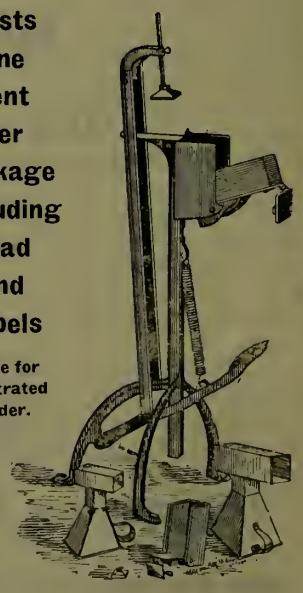
TEA

Under your own label

Stewart's Tea Packer

Costs One Cent Per Package Including Lead and Labels

Write for Illustrated Folder.



W. G. Stewart

273-275 Bank St., OTTAWA, Ontario



Only a square of **Blue**—but it represents what it is, the **Best Blue** in Canada. Ask your grocer for **BLUEOL**—remember the name, Blueol. All Blue. The only Blue that will **"Never Streak."**

Pays you better than any imported or other domestic Blue. Ask for it.
For sale by THE EBY, BLAIN CO., Limited, Toronto, and all other wholesale grocers.

J. M. DOUGLAS & CO., : Montreal



The all-important features of **Economy, Efficiency, Convenience and Cleanliness,** combined with the utmost attractiveness in their display, have made Walker Bins

The Ideal Grocery Store Fixture

"Walker Bins" (MADE IN CANADA) are recognized as a real and tangible force in business building. They improve the character, quality and volume of it.

They are an investment not an expense.
May we submit plans and prices?
Write for Booklet.

THE WALKER PIVOTED BIN AND STORE FIXTURE CO.

Head Office, Board of Trade Bldg. TORONTO



A VISITOR FROM SCOTLAND.

An interesting visitor to Canada just now is Mr. John H. Thomson, of the firm of Thomson & Mathieson, fruit importers Glasgow, Scotland, whom a representative of The Grocer met recently in Listowel. Mr. Thomson has been actively engaged in the fruit trade all his life, having been in business for himself for twenty years.

The object of his present visit to Canada is to arrange for the exporting of apples and pears. To this end he has been interviewing fruit growers in different parts of Ontario. His firm have already a good connection here, but desire to extend it. They do a high-class business in Glasgow, and have developed quite a trade in high-grade box apples. Biggs & Son, Burlington, are their Canadian agents for box apples, and will be glad to receive inquiries from growers having high-grade apples to ship.

Asked as to his impressions of the country, Mr. Thomson remarked that Canada seemed to him a country of unlimited possibilities. He felt very gratified at the cordial reception he had met with everywhere he went. He liked our democratic ways of doing business. No one need be afraid to approach a business man in this country. There was also a general air of prosperity that impressed him, and, he added, sobriety. Mr. Thomson remarked on the growing interest displayed in the old country in regard to Canada. He believed the time was not far off when Canada would be able to supply the Mother Country with all the grain she required. Before that day arrived he hoped the difficult problem of imperial federation would be solved and the different units of the Empire knit together in an indissoluble tie.

Mr. Thomson returned home by the Baltic on May 24th.



UPTON'S

Home-Made Jams, Jellies and Marmalades

are absolutely pure fruit and granulated sugar.

A trial will convince you of the truth of this statement.

Pails and Tubs by Mail



A novel proposition, perhaps, but, Mr. Grocer, if you are in business in Ontario, Quebec, New Brunswick or Nova Scotia it should interest you because it will

Reduce Your Cost of Woodenware 12½ %.

We are the sole agents for the largest woodenware factory in America. We want to do business with you.

We want Mail Orders and we are going to make it worth your while to send us your orders that way.

12½ Per Cent. off the following prices.

Here are the standard list prices :

Tubs, No. 0,	- -	$11.25 per doz.
" " 1,	- - -	9.00 "
" " 2,	- -	7.75 "
" " 3,	- - -	6.75 "
2-Hoop Pails,	- -	1.85 "
3- " "	- - -	2.00 "



On all orders amounting to $20 or over we offer a trade discount of **12½** % off the above prices—freight paid to any station in Ontario, Quebec, New Brunswick or Nova Scotia. Terms : 2 % 30 days.

We guarantee our goods first class in every respect.

SEND US YOUR ORDER AT ONCE AND ASSURE PROMPT SHIPMENT

TAYLOR, SCOTT & CO.

Brooms, Brushes and Woodenware

TORONTO, :: ONTARIO

One of Canada's Representative Industries

THE GROCER in this issue presents its readers with a description of the foundation, growth and development of one of Canada's largest and most prominent commercial enterprises, and there is no reader, no general merchant, and positively no grocer throughout the Dominion of Canada who has not used or handled the products of this concern. In presenting the photographs of the Edwardsburg Starch Company's plant at Cardinal; of its founder, the late Mr. W. T. Benson, and of its president, Mr. George F. Benson, The Grocer has in view the interests of its readers. Every general merchant

RETURNED
MAR 3 1906



MR. G. F. BENSON
President Edwardsburg Starch Co.

and grocer has at some time or other felt it would be interesting to know something of the people and company whose products have for nearly half a century been in such striking evidence throughout the country.

At the invitation of President George F. Benson, a representative of The Grocer had the pleasure of going through the works at Cardinal, Ont., being piloted on the excursion by Mr. A. F. Murray, sales manager, Montreal; and while The Grocer fully expected to see and learn, he was more than surprised at the magnitude of the company's plant, and the wonderful system and scientific as well as hygienic arrangement of everything used in connection with the manufacture of laundry and culinary starches, syrups, glucose, and the by-products of corn.

The Edwardsburg Starch Co. have the honor of being the pioneer starch manufacturers of Canada, and to-day stand in the very front rank among similar industries on the North American Continent.

The business was founded in 1858 by the late W. T. Benson, who was the first to manufacture starch in Canada. By the year 1866 the busines had grown to such an extent that it was deemed best to reorganize on a larger scale. The business was therefore incorporated, and several prominent Montreal capitalists became interested, among them the late Peter Redpath, Alexander Buntin and Walter Shanly. The present head of the business is Mr. George F. Benson, son of the founder, and president and managing director of the company. Mr. William Strachan is vice-president, Mr. R. Cunningham, secretary; and Mr. Hugh McArthur, treasurer. The members of the directorate include such well-known names as Hon. Robert Mackay, Charles R. Hosmer, William R. Miller and George Hyde.

At Cardinal the Edwardsburg Starch Co. have a finely equipped plant, a large portion of it being only some four years old, as the company's works were partly destroyed by fire in the Spring of 1900, and rebuilt in the same Summer on a very much larger scale. To-day they have a capacity to supply in many lines as much as the trade of Canada can consume. The company have a fine water power, and one of the most complete systems of pressure water filters in the world. On an average a couple of hundred hands are employed, and the producing capacity of the works is far greater than any like concern in the Dominion.

When the business was first started it was confined entirely to the production of the various brands of starches to be obtained from corn. Shortly afterwards, rice starch was added to its products, and then the company became interested as well in the manufacture of potato starch. Some time ago, with the demand created by the development of the steam laundry in Canada, a complete line of the special laundry starches required by this trade was manufactured, and to-day the company's steam laundry starches—both wheat and corn—enjoy a very enviable distribution.

Within recent years a large trade in glucose, grape sugar and corn syrup has been developed, and this now constitutes a very important branch of the industry, as among the canners and confectioners there is a never-ceasing demand for glucose, and this company supplies it with its well-known brand of

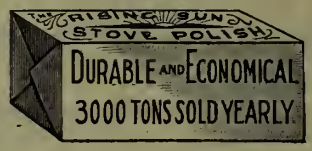
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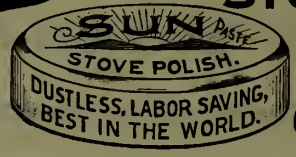
THE LATE MR. W. T. BENSON
Founder Edwardsburg Starch Co.

"Crystal Glucose." The latter branch of the business has increased by rapid strides during the past few years so that the Edwardsburg "Crown brand" table syrup has an enormous sale all over the Dominion of Canada, and for its excellence and reputation rivals the celebrated starch products of the company, so well known to the trade as "Benson's Prepared Corn," "Edwardsburg Silver Gloss" Starch and "Benson's Enamel" Starch. The development of the Northwest has created a surprisingly large market for corn syrup, chiefly for the reason that it is found to be an excellent substitute for fruit

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE.



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers ; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

in a country where it is impossible to obtain the necessary amount of the fresh article.

The grape sugar trade is one of the latest developments, but is assuming very satisfactory proportions, the company's make evidently finding very considerable favor with the trade.

The by-products of the company contribute a large share to the business of the company, there being a large trade in cattle and poultry feeds, which are known to the trade as gluten meal, gluten feed, corn bran and corn oil cake. Corn oil is also a valuable factor, and is to-day taking the place of cotton-seed and linseed oils in many industries.

Taken all in all, the importance of the Edwardsburg Starch Co., Limited, as one of the leading concerns in the manufacturing life of Canada can hardly be overestimated and, best of all, the business has by no means reached the end of its onward career, but is growing and extending year by year. The general offices of the company are located in the London and Lancashire Building, Montreal, but they also have an important branch office at Toronto, and besides several salesmen on the road, have local agents in nearly all the large cities in the Dominion, carrying a complete and heavy line of stock at the various important centres.



Present plant of the Edwardsburg Starch Co., at Cardinal, Ont.

BUSINESS CHANGES.

Ontario.

L. W. EASTON, tea dealer and confectioner, Toronto, has suffered loss by fire; loss covered by insurance.

M. Grant, grocer, Blenheim, has sold to C. B. Burr.

F. Ryan, grocer, Ottawa, is adding hardware to his business.

J. W. Pearce, general merchant, Marmora, has suffered loss by fire.

George Hume, of Hume Bros., flour and feed merchants, Milton, is dead.

G. E. Riddell, baker and confectioner, Strathroy, has sold to W. A. Hill.

J. A. Lemon, Princeton, has purchased the grocery store of A. S. Hinds.

G. Solloun, general merchant, Smith's Falls, has removed to Bancroft, Ont.

The assets of G. Hood, wholesale confectioner, Ottawa, were sold by auction May 24.

RETURNED MAR 3 1906



THE ORIGINAL FACTORY AT CARDINAL

J. D. McKinnon, general merchant, Glen Robertson, is removing to Fournierville.

J. W. Graydon, general merchant, Grand Valley, has advertised his business for sale.

The stock of S. Daignard, general merchant, Lemieux, has been sold at 40c. on the dollar.

The stock of the estate of D. Brennan, grocer and crockery dealer, Chatham, is to be sold by auction May 26.

Quebec.

MacRae Bros. have registered as grocers, Richmond.

Coats & Coats have registered as grocers, Birchton.

A. Cadieux has registered as grocer, Sault Au Recollet.

Sorel & Cloutier have registered as grocers, Sherbrooke.

P. Dufour, tobacconist, Montreal, has succeeded U. Crepault.

J. Rattray & Co. have registered as tobacconists, Montreal.

Parker & Knight have registered as general merchants, Hatley.

E. H. Gilbert & Cie. have registered as general merchants, Magog.

A. Glady, confectioner, Montreal, has suffered slight damage by fire.

Compagnie de l'Ouest have registered as provision merchants, Montreal.

T. W. Fuller & Sons, grocers, Sherbrooke, have dissolved partnership.

Lambert & Lambert have registered as general merchants, Bromptonville.

E. Caron, grocer and liquor dealer, Montreal, has succeeded E. Robert.

The assets of E. S. Levesque, grocer, Ste. Flavie Station, have been sold.

Comte Augistin & Cie., have registered as importers of coffee, Montreal.

"Kkovah"

Jellies are bound to become the best sellers throughout the entire Dominion of Canada. This is not "talk" but a foreknowledge of the results of our present efforts to reach every household from Halifax to Victoria. We guarantee to create a demand from consumers.
Prepare to meet this demand by writing to the manufacturers.

SUTCLIFFE & BINGHAM, LTD.
17 ST. JOHN STREET, MONTREAL

It Pays to Sell Goods that Give Satisfaction

"RED CROSS" Jelly Powder
"CROWN" Brand Extracts
"HERON" Brand Herbs and Pure Spices
Always Satisfy

Manufactured by **R. HERRON & CO.** *Coffee and Spice Mills*
568 St. Paul Street, - - MONTREAL



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Page 77

PEACOCK BRAND

Mince Meat,
Cream Cheese,
Unfermented Wines,
Hard Boiled Confectionery.

Guaranteed Pure. *Superior Quality.*

THE BATES MANUFACTURING CO., LIMITED
9-11 Francis Street, Toronto.
Write for Prices.

Anything That's HEINZ Is Safe To Buy.

Heinz Pure Food Products Stand All Tests

The grocer who puts on his shelves any one of Heinz 57 Varieties may rest perfectly sure that he has something which is pure and which will pass the pure food laws of any state.

Moreover, when the grocer sells Heinz products to his customers he guarantees them to suit the taste of everyone. If any one of Heinz Varieties fails to please we authorize the grocer to return the purchase price. *Ask us about our free Retailers' Advertising Service.*

H. J. HEINZ CO.
PITTSBURGH, - - U.S.A.

"EMPIRE BRANDS"

Always in demand by good housekeepers.

Empire Tea	Empire Baking Powder	Empire Corn
Empire Coffee	Empire Salmon	Empire Peas
Empire Extracts	Empire Syrup	Empire Brooms
Empire Spice	Empire Maple Syrup	Empire Washboards

LUCAS, STEELE & BRISTOL, *The Original Quick Shippers,* **HAMILTON**

The Distinction of Quality

There is that subtle something about our goods that makes them among the first things seen when a customer enters your store. They attract attention, force inquiry, create a desire; and the guarantee under which the goods are sold readily clinches the sale. Experience and years of effort to improve our product have resulted in a pickle that is near perfection. Bright, crisp and firm, in extra strong vinegar (our own special pickling) and whole spice, it is known as the best keeping and tasting Canadian Pickle on the market.

The packages are neat, wholesome and well labelled. Pails, 1 gal., 75c.; 3 gals., $1.95; 5 gals., $3. These prices are subject to a discount depending on the quantity ordered.

THE OZO CO., Limited
MONTREAL

N.B.—We have an illustrated Price Current of our products that is certainly worth the post card that will bring it.



The assets of J. Lapointe, general merchant, La Macaza, have been sold.

The assets of J. H. Douville, general merchant, St. Ferdinand, have been sold.

L. H. Chouinard & Co., general merchants, Matane, have assigned to V. E. Paradis.

J. A. Tremblay, general merchant, Shawinigan Falls, has assigned to Kent & Turcotte.

V. E. Paradis has been appointed curator to J. A. Bourget, grocer, Lac Aux Sables.

The Montreal Canning & Preserving Co., Montreal, have filed a petition for winding-up order.

A demand has been made for the assignment of J. E. O'Connor, fish and game merchant, Montreal.

J. O. Bessette, grocer and liquor dealer, Montreal, has succeeded La Compagnie d'Epicerie Moderne.

Marceau, Fortin & Fortin, have registered as proprietors of a butter and cheese factory, Napierville.

Nova Scotia.

Geo. Clark, jr., general merchant, Tatamagouche, has been burned out. Estimated loss is $6,000; no insurance.

J. W. Smith, grocer, Sydney, is removing from the McLean Block on George street, to the Imperial Block, corner of George and Townsend streets.

New Brunswick.

H. E. Scribner, of D. Scribner & Co., tobacconists, St. John, is dead.

Manitoba and N.W.T.

R. McLaren, grocer, Grenfell, is giving up business.

F. Elliott, general merchant, Rosendale, has assigned to C. H. Newton.

The stock of the estate of Hole & Scott, general merchants, Edrans, is

C. H. Dumville, general merchant, Welwyn, has been succeeded by F. C. Fleury.

Minhinnick, Renault & Co., general merchants, Esterhazy, have been incorporated.

The stock of the estate of Shipland & Wallace, general merchants, Langenburg, was sold by auction on May 23.
advertised for sale by auction May 25.

F. W. Poidevin, general merchant, Elm Creek, has sold to Simpson & Holiday.

British Columbia.

Masterson, Griffith & Co., general merchants, Trout Lake, are seeking an extension of time.

Chas. Ranger, produce merchant, Vancouver, has been succeeded by J. A. Henderson.

FREIGHTS AND CHARTERS

BUSINESS in freights and charters has assumed a Summer activity, and things are moving in good shape all over the country. Export business is heavy and the prospects for June shippers are very encouraging. Of course there are in some parts the chronic howlers, but the general tone of business is marked with activity all along the line.

The Quebec Legislature has aroused some interest in shipping circles by their threat to levy taxes on steamship and navigation companies and others operating vessels to the ports within the Province of Quebec.

The Hon. Premier of the province was greeted with a sound protest from the shipping federation of Montreal, inasmuch as they claimed that such restrictions would tend to diminish and curtail trade, to the prejudice not only of the province, but of the whole Dominion. They further made it clear to the Quebec Government that such a tax would add seriously to the burdens of shipowners doing business by the St. Lawrence route, which they declared was the principal gateway and means of access by water to Canada; and would increase the difficulties of competition with the United States ports where no such taxes exist, and would tend to further handicap Canadian shipping and divert Canadian trade via United States ports.

The protesters included the following large shipping concerns: Allan line, Furness, Withy & Co., Manchester liners, Hansa line, Elder, Dempster & Co., Canadian Pacific Steamship Co., Head line, Donaldson line, Thomson line, Lord line, Nova Scotia Steel & Coal Co., Dominion line, Leyland line, Hamburg-American line, Dominion Coal Co., and Black Diamond line.

Such action on the part of the Quebec Legislature would, it is declared, cripple Canadian shipping. No doubt there will be a general revision of any such suggestion before it will ever get a chance to become law.

The freight services of the R. & O. Co. and the Ottawa River Co. have been regularly carried on, and the business is remarkably good for the early Spring.

Several new freight boats have been chartered in Montreal for the lower port freight service. Among these is the Restigouche, a boat fitted with all modern conveniences for carrying good cargo as well as passengers. Routh & Co. will handle the charter for the inward voyages with coal, etc., but on the outward, R. Reford & Co. will clear the boat for general merchandise to Sydney. This is an absolutely new boat and will be an acquisition to the lower port trade.

BERTH QUOTATIONS — Montreal.

Description.	Liverpool.	London.	Glasgow.	Bristol.	Belfast.	Leith.	Aberdeen.	Dublin	Manchester.	Antwerp	Havre.
Lard, Beef, Pork, Tallow, Grease and Oleo in tierces, barrels or half-barrels	*13¼c	13/1½	15/9	15/	15/6	17/6	17/6	16/6	10/6	12/6	15/
Bacon and Hams, Boxed Meats, Cases of Meat, and Lard in boxes and cases	*13¼c	13/1½	15/9	15/	15/6	17/6	17/6	16/6	10/6	15/	15/
Canned Meats	*13¼c	13/1½	15/9	15/	15/6	17/6	17/6	16/6	10/6	15/	15/
Canned Goods (gallon apples, fruit, soups, vegetables, etc.)	5/	13/1½	13/1½	†15/	†15/6	15/	15/	†16/6	.....	†12/6	12/6
Oil, lubricating and other; also Wax; in barrels	10/6	12/6	15/6	15/	...	.....	.....	.....	10/6	12/6	.....
Oil-cake, Cottonseed Cake, Flour, Oatmeal, Cornmeal, Split-peas Starch, and Grape Sugar, in bags	6/3	6/6	6/6	*9c	10/6	10/	11/3	11/	7/6	*9c	11/3
Rolled Oats, Dog Flour, Flour Middlings, in bags	7/9	8/	9/4½	10/	16/6	12/6	14/3	17/6	8/9	10/	.....
Rolled Oats and other Cereals, papered, in cases	5/	10/	10/6	†15/	...	.....	.....	.....	.....	†15/	12/6
Glucose and Syrup, in barrels	.....	12/6	12/6	10/	20/	.....	.....	22/6	8/9	10/	.....
Cheese, in boxes; also Condensed Milk	20/	25/	26/3	25/	.....	25/	30/	.....	20/	25/	.....
Butter, in cases and kegs; Cheese in crocks, boxed	25/	30/	31/6	30/	.....	30/	35/	.....	25/	30/	.....
Seeds, Timothy and Clover, in bags	12/6	15/	15/	12/6	.....	.....	.....	20/	12/6	12/6	.....
" Beans and Peas, in bags	10/6	10/6	10/6	10/6	20/	.....	.....	17/6	10/6	10/6	12/6
Apples, Flour and Meal, in barrels	2/6	2/6	3/	2/6	.....	.....	.....	.....	2/6	2/6	2/9
" and other Green Fruit, in boxes	12/6	15/9	15/9	15/	.....	.....	.....	17/6	12/6	15/	.....
" Evaporated, in barrels or boxes	7/6	10/	10/6	10/	17/6	.....	.....	.....	7/6	10/	12/6
" Prunes and other dried fruit, in boxes	15/	20/	21/	20/	.....	.. ..	.. ..	.....	15/	20/	20/
Eggs, in cases or barrels	12/6	15/9	15/9	15/	.....	.....	.....	.....	12/6	12/6	5/
	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....

These rates are for general information only, and are subject to change at any time without notice; it is therefore important that all contracts must be reported by wire and confirmation obtained before closing with shippers, and unless specifically stated to be prompt shipment, or shipped within ten days after date of contract from the west.

The above rates are exchanged on basis of $4.80 to £1 Stg., excepting that when freight is prepaid, the ocean proportion of the through rate must be collected on basis of $4.86 to the pound sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

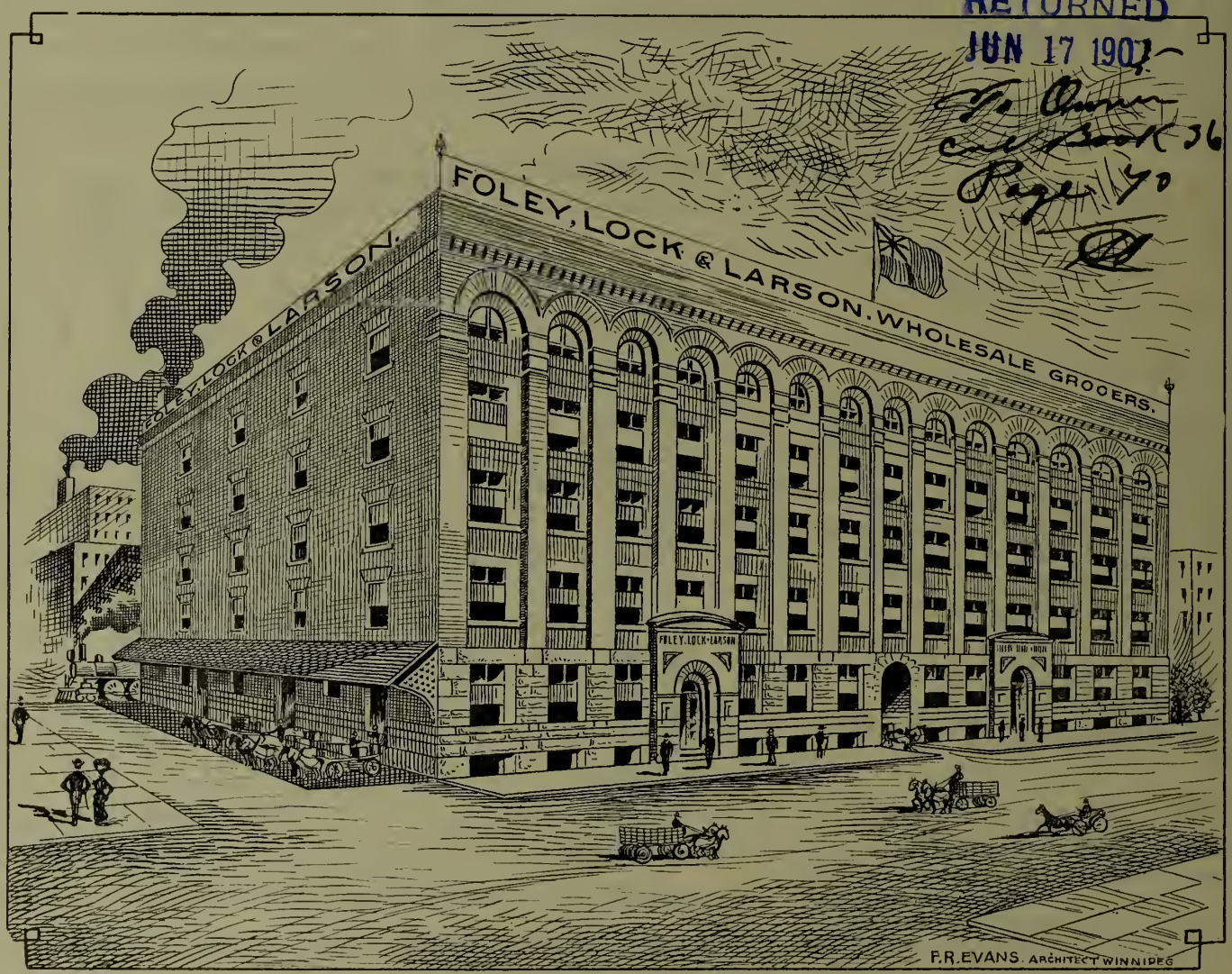
It is understood that when reporting Sack Flour engagements, a carload is considered 28,000 lbs.

It is also important that shipper's name be given for every engagement made.

* Rates quoted in cents are per 100 lbs. † Per 2240 lbs, No Primage via Montreal.

FOLEY, LOCK & LARSON.

THE accompanying illustration shows the premises of Foley, Lock & Larson, Winnipeg, as they will appear when the additions now being made are completed. A new biscuit and confectionery factory is to be erected immediately to the east of the big warehouse now occupied by the firm, and work has already been commeneed. T. H. Lock has recently returned from a trip to New York and other Amerieau cities, where he spent some time examining large biscuit and confectionery plants. The firm intend that the new factory shall be up-to-date in every respect, and the newest ideas of the American factories will be adopted. The new factory is to be six storeys high, and its dimensions will be 100 by 108 feet. When completed, the new block comprising the present warehouse and the new factory will probably be the largest building of its kind in Winnipeg. The firm hope to have it completed by October. Employment will be given to about 300 people in the new factory.



Foley, Lock & Larson's new biscuit and confectionery plant, Winnipeg.

FRANKFORD CANNING CO.

Recognizing the town of Frankford, Ont., as a premier locality for the production of finely-flavored fruits and vegetables, the Frankford Canning Co. decided upon it as a situation for a fruit and vegetable canning industry, and a year ago erected there an up-to-date plant. They have spared no expense in procuring experienced packers and business managers, their aim being to place before the trade goods second to none in the market. The firm's processor has had the advantage of twenty-five years' experience in the canning business, during which time he has been superintendent and manager of some of the largest fruit and vegetable packing houses in Canada and the United States. The Canadian grocery trade has already demonstrated the value of the Frankford Co.'s canned goods from the standpoint of purity and A No. 1 quality.

TO CONTROL EXPORT.

Railway and shipping interests in Montreal have been quietly discussing during the past few days what will be the outcome of a reported effort among Chicago packers to corner all steamer space on Atlantic liners entering ports in the British Isles.

The Armour, Swift and Morris interests of Chicago, have formed a syndicate, it is commonly reported, and are endeavoring to mature a scheme by which export trade in cattle will be completely in their hands. This is to be accomplished by "cornering" all available space on Atlantic lines. Agents of the combine are said to be at work closing contracts for the Summer season, and if the deal proves a successful one, small exporters will be practically excluded from the business. The object of the syndicate is to protect its dressed beef trade in Great Britain. Profits of the packers' export trade have been seriously affected by the landing of large shipments of live stock in London, Liverpool and Glasgow, a supply over which the syndicate has no control.

RETURNED
JUN 17 1907

MANUFACTURERS' AGENTS AND BROKERS DIRECTORY.

BARBADOES, B.W.I.

Travelling Representative, MR. J. F. HUTSON.

The Balogna Lime Works Co.
and Mercantile Agency, BARBADOES, B.W.I.

Proprietors, Manufacturers and General Commission Merchants. Open to represent in the West Indies reliable Canadian firms. Consignments handled. Correspondence invited. References furnished. Through our medium the manufacturer is brought into direct touch with the dealer throughout the West Indies.

BRANDON, MAN.

GROCERIES FOR THE WEST

We will have a car leaving Toronto and Montreal about once a month.

Have you got something you wish to ship in these cars?

We will reship, sell or store for you. Write us.

Wilson Commission Co., Limited
Brandon, Man.

CALGARY.

Start the New Year Right

Increase your business by appointing us your Western Representatives. If you have anything to sell write us.

NICHOLSON, BAIN & JOHNSTON,
Wholesale Commission Merchants and Brokers
CALGARY, ALTA.
Head Office: NICHOLSON & BAIN, WINNIPEG.

HAMILTON, ONT.

Long Distance Phones
OFFICE 715 HOUSE No. 1556

Norman D. McPhie
BROKER and
Commission Merchant
OFFICE: 158 KING ST. E. . **HAMILTON, ONT.**

MONTREAL

A. J. HUGHES
Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,
1483 Notre Dame Street
MONTREAL.
Open for few more foreign and domestic agencies. Correspondence Solicited. Highest References.

J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
Tel. Main 778. Bond 28.

MONTREAL.

JNO. A. MOIR
Wholesale Commission, Teas and General Groceries. Established 30 years.
6 St. Sacrament St., - MONTREAL
Write me for snaps in Ceylons, Blacks and Green, also Japans, Gunpowders and Young Hysons, direct consignments. Buy direct from producer. I am quoting Kippered Herrings, plain and in tomato sauce, inside prices. Write for quotations.

ST. JOHN, N.B.

F. C. OWENS
MANUFACTURERS' AGENT
ST. JOHN, N.B.
Representing Leading Firms in Canada and United States.

TORONTO.

W. G. A. LAMBE & CO.
TORONTO.
Grocery Brokers and Agents.
Established 1885

C. E. KYLE
WHOLESALE GROCERY BROKER and MANUFAOTURERS' AGENT
27 FRONT ST. E., - TORONTO
Highest references. Commissions solicited.

W. G. Patrick & Co.
Manufacturers' Agents and Importers.
29 Melinda St., TORONTO

W. H. Millman & Sons
Grocery Brokers
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MANUFACTURERS' AGENTS and COMMISSION BROKERS
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Dingle & Stewart
WINNIPEG, - - CANADA.
COMMISSION BROKERS.
Excellent Storage Accommodation.
Consign Your Cars to Us.

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JOSEPH CARMAN
Wholesale Grocery Broker and Manufacturers' Agent
Member Western Wholesale Brokers' Association
Union Bank Block, Rooms 722 and 723
Winnipeg, Man.
Open for good Canned Goods Agency **Correspondence Solicited**

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Manufacturers' Agent and Wholesale Commission Broker.
WINNIPEG, MAN.
Highest References. Correspondence Solicited.

GEORGE ADAM & CO.
Wholesale Grocery Brokers and Commission Merchants,
WINNIPEG, - - MANITOBA.
The big crowd is heading for Western Canada. Get them buying ***YOUR*** goods. You can do so by corresponding with ***US.***
Members Western Wholesale Brokers' Association,

EASTERN MANUFACTURERS
—AND—
SHIPPERS.
All **EYES** are turned on
MANITOBA AND THE WEST.
WE
Represent some of the leading houses in
CANADA and the U.S.
INCREASE YOUR TRADE. WRITE US.
NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.

HALIFAX, N.S.

E. St. G. Tucker
West India and General Commision Merchant
HALIFAX, N. S. CANADA.

MANUFACTURERS' AGENTS AND BROKERS—Continued

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R. F. CREAM & CO.

General Brokers and Commission Merchants

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VANCOUVER, B. C.

J. McA. CAMERON

Manufacturers and Commission Agent

More lines desired.
Travellers on the road.

VANCOUVER, B.C. P.O. Box 912
Phone A1955



This plan is slow and not very sure.

Wilson's Fly Pads

Will kill millions and do it quickly.

10 Cents

Stock the kind the housekeepers ask for.
Avoid poor imitations.

COMMON SENSE

KILLS {Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W

TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

SALT SALT

TABLE, DAIRY AND CHEESE SALTS

FINE AND COARSE SALTS IN SACKS AND BARRELS

LAND SALT

C. R. COOPER

Toronto Salt Works

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

AMONG THE BOARDS OF TRADE.

THE Bridgewater, N.S., Board of Trade was reorganized on May 10. The new board now numbers about forty members, and is rapidly growing. The new officers are: F. Davison, president; A. C. Barnaby, vice-president; G. W. Godart, secretary-treasurer.

* * *

The annual meeting of the Moncton Board of Trade was held on May 16, when the election of officers was held, resulting as follows: President, J. T. Hawke; vice-president, E. C. Cole; secretary-treasurer, D. I. Welch; council, J. H. Harris, F. W. Sumner, A. E. Peters, R. Clarke, C. W. Robinson, J. E. Masters, H. H. Ayer, W. F. Humphrey.

VOLUNTARY CLOSE SEASON.

A voluntary close season for sockeye salmon on Puget Sound and in British Columbia waters is being proposed by American canners. Having failed to secure the passage of the Earles Bill through the Washington State Legislature, the Sound canners are now anxious to bring about by voluntary agreement what they tried to enforce by legislation.

At the present time there is in force a Canadian order-in-council establishing a close season during 1906 and 1908. As it was passed contingent upon the Legislature of the State of Washington enacting similar restrictions, it will be cancelled before the season of 1906.

HAY EXPORTERS ORGANIZE.

Montreal hay exporters have formed an association which will probably be affiliated with the Montreal Board of Trade. The officers are as follows: J. Scott, president; J. Quintal, vice-president; J. C. Bisaillon, secretary-treasurer.

The importance of the hay trade of Canada, particularly of the Province of Quebec, is not generally understood. Last year the exports amounted to something like 275,000 tons, or business to the value of over two million dollars, exclusive of interprovincial trade.

AN APPETIZING DRINK.

Of recent substitutes for tea and coffee no cereal preparation has won more decided popularity on the Canadian market as a nutritive drink than Mokara, manufactured by the Mokara Mills, Montreal. It possesses the requisite qualities of a first-class beverage; at the same time it is a powerful nerve and blood builder, an aid to digestion and has wherewithal the crowning merit of cheapness. Members of the trade who have not already stocked Mokara are invited to write for fuller particulars.

WE IMPORT

Canned Goods, Apples, Grain, Maple Syrup and all Canadian products.

WE EXPORT

English and Continental Groceries, Sweetmeats, Oils, Colours, Chemicals, etc.
Let us hear from you.

T. B. BOWYER & CO.

80a Fenchurch Street, London, Eng.

REFRIGERATORS

FOR

Butchers and Grocers

Any Size.
All Guaranteed
to do the work.

Write for Catalogue and Prices.



Eureka Refrigerator Co.,
LIMITED.
54 and 56 Noble Street., Toronto, Canada.

To the Wholesale Trade

We are now fully equipped and prepared to give quotations for the Manufacture of any Woodenware Specialties.

Our Shelf Box is selling itself. Write for prices.

The Bennett Mfg. Co.
Pickering, Ont.

PICKLES

"Queen Quality" Pickles

Mixed and Chow
Bulk and Bottled

Our Sweet Pickles do not Sour, and our Sour Pickles do not Mould.

Taylor & Pringle Co.
LIMITED
Owen Sound, Ont.

ESTABLISHED 1863

EDWARD FARRAND & Co.

Fruit Salesmen and Commission Agents

Smithfield Market Manchester, England

Address Telegrams, "Quince," Manchester. Correspondence Invited.

Coming in more regularly and for increasing quantities—orders for

PIPER'S COFFEES

The experience of 30 years in roasting, blending and grinding of Coffees is being appreciated and recognized by grocers. If there is anything not quite right with your Coffee trade write us about it. Send for sample of what you want with price. We will please you.

A. M. PIPER & Co.,

116 Jarvis Street, TORONTO, ONT.

Redpath

is Canada's Standard for Refined Sugar

MANUFACTURED BY

The Canada Sugar Refining Co.

Limited

MONTREAL

Your Store is Judged

by the quality of the goods you sell. Low prices are a temporary help, but high quality builds up permanent trade. Remember what a famous philosopher once said, "You can fool some of the people all of the time and all of the people some of the time, ***but you can't fool all of the people all of the time.***"

When you sell Windsor Salt (pure, white, dry, crystaline), you are establishing confidence in he quality of all the other goods you sell. You are building up permanent trade with Windsor Salt—establishing a reputation for high quality. "Your store is judged by the quality of the goods you sell."

Windsor Salt

THE CANADIAN SALT CO., LIMITED.

General Selling Agents, THE DOMINION SALT AGENCY, LONDON, ONT.



"THE FAIRBANK PLAN"

LOOK INTO IT

and see just what **"The Fairbank Plan"** is. While we spend hundreds of thousands of dollars every year advertising the six great Fairbank specialties:

Gold Dust Washing Powder
Fairy Soap, Copco Soap
Fairbank's Glycerine-Tar Soap
Fairbank's Scouring Soap
Fairbank's Sanitary Soap

and educating the public regarding them; and while we intend to continue doing this, we realize fully that advertising alone has not accomplished the splendid results we have enjoyed in the sale of these goods, but that "the man behind the counter" has been an important factor in extending and increasing our trade. It was the realization of this fact that gave birth to **"The Fairbank Plan,"** as a method of rewarding the retail clerks for their earnest co-operation in selling these goods and, consequently, a portion of our immense advertising appropriation is now set aside for the recognition of the dealer and his clerks.

"The Fairbank Plan" is an absolutely fair method of rewarding the clerk in direct proportion to the interest displayed in pushing the six specialties, as each package of these goods is couponed in such a manner that the coupon can be easily removed before the goods pass into the hands of the consumer. For these coupons we offer many valuable articles.

If you will send for an illustrated premium list of **"The Fairbank Plan"** it will convince you that this is no cheap trading-stamp scheme.

THE N. K. FAIRBANK COMPANY - Montreal, Canada.

The Salmon Industry of British Columbia

CONSTANT recurrence of the fourth year of plenty, or the "big run" of sockeye salmon to the rivers of British Columbia, has in the past given such a degree of certainty to the expectation that necessary preparation has always been on a basis similar to that which a farmer makes ready for the growing crop he sees in his fields. But into this certainty there is this year injected a lack of positiveness very different from any former experience.

In the course of events, 1905 is the "year of the big run," but three successive years of very indifferent luck for fishermen and canners, ending last year in very like a failure of the great staple product, has shaken the belief, held among fisher-folk on the British Columbia coast as a cardinal article of faith, that every fourth year was destined to be a bountiful one in the harvest of the seas.

Expansion Beyond Safety Line.

On the canners falls the burden of preparing for a run that may never come. Though the fourth year was always the greatest, the other years were not without results in earlier days. The expansion of the canning industry beyond the safety line, or beyond the protection given to the perpetuation of the fish, resulted from the excitement created in the years of phenomenal runs of sockeye. The evil, for evil it is, was accentuated, undoubtedly, by the existence of traps erected by Puget Sound cannerymen, south of the boundary line, yet directly under the mouth of the Fraser River, where the fish seeking, with unerring instinct the parent stream, were compelled to run the gauntlet of the forbidding lines of piles from which hung the great pound-nets with their long lines of "leaders," as the nets are called, which turn the fish from their free course toward the river, into the labyrinth of meshes from which there is no escape.

Fish Hatcheries.

Much has been said by those interested, and much has been written concerning the menace these traps constitute to the permanency of an industry representing investments totalling millions of dollars. International co-operation is now the hope of all concerned on the Fraser River. Counterbalancing the over-fishing of the river by the fifty canneries erected there, and the despoilation by the traps, there was for years but one fish hatchery, for the artificial propagation of the sockeye. It has long been demonstrated that artificial propagation was scientific and successful; that it not only retarded the decline of a natural run of fish, but that by it a depleted river could be brought back to a condition of prosperity, and held there too. The most notable example of this can be found on the Sacramento River, in California, where years of over-fishing had ended in depletion. It took years of faithful work to bring back a constant run of fish, but to-day there is no guess work respecting the run of salmon in that stream. Had there been a reasonable forethought exercised by the constituted protectors of the Fraser River, there might never have been the three lean years which the canners have experienced in packing sockeye there. There would not have been to-day the doubt regarding the continuance of the "big year," which will be realized or relieved in the next two months or so.

Within the past three years attention has turned to the threatened industry, and intelligent, and it is to be hoped successful, efforts have been made by both Provincial and Dominion Governments to preserve the great commercial fish of the Fraser, the sockeye salmon. The one hatchery at Bon Accord, on the lower Fraser, has been supplemented by a large one built by the Provincial Government and two more built by the Dominion Government.



JOURNEL
JUN - 8 1906

Fishing boats at the mouth of the Fraser River, B.C.

The increased activity of the Department in the provision of artificial propagation has extended to the rivers of northern British Columbia also, though the same conditions do not exist there, nor do the same evils threaten the run of fish, for no menacing traps, uncontrolled and uncontrollable, can be erected such as those which have despoiled the fish belonging to the Fraser River.

Extensive Preparations.

While the canners have been compelled to face a situation of grave uncertainty respecting the size of the run of sockeye this year, on the Fraser, as well as in northern districts, preparation has been general and extensive. Conservative ideas have, however, marked the preparations. For it is nowhere accepted that there will be a big run on the Fraser, while in northern waters, the

fourth year never was so marked as a phenomenal run.

At this date the work of sending the supplies to all canneries, both on the Fraser and to northern rivers, is well forward. In fact, there is little to send north now, and the bulk of the materials required for the Fraser has been warehoused at the various plants. Of course the first requirement is the tin-plate for making the supply of cans, this work being done at the canneries, each of which is equipped with its own can-making machinery. The pack to be put up, or to be anticipated, is provided for by so many thousands of cans in the can lofts of each establishment. Early in the year, long before the run of fish commences, the work of making cans is rushed ahead, most of the work being done under contract by Chinese, who are the chief operatives in the packing of the fish.

RETURNED JUN 8 1906



Taking fish out of the trap, in British Columbia.

Making Cans.

But the ordering of the tin-plate is a work attended to months ahead, for the larger part of the supply comes from England, tons and tons being delivered by vessels coming direct to the ports of British Columbia. This year there have been forty or fifty cars of tin-plate from the United States delivered to various of the big cannery companies, indicating a change in conditions, or else that successful competition in prices has diverted some of the trade.

For the northern canneries, not only is it necessary to ship the supplies for the making of cans and overhauling the canneries, but every sort of provision, down to the fresh vegetables consumed by the employes, has to be shipped from southern British Columbia ports. Nothing is yet produced of edible nature in northern British Columbia, except fish. During the Summer, or until the northern run is over, and the canneries close, after the shipping out of the season's pack, large quantities of fresh produce, groceries, butchers' cattle, and similar supplies are weekly shipped, giving the jobbers of the coast cities a substantial Summer trade, and creating quite a cargo-carrying traffic for coastwise shipping.

The Employes.

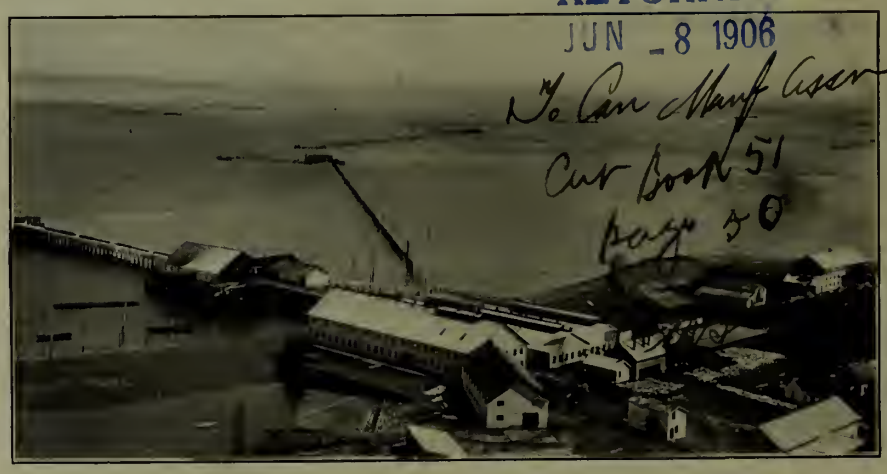
It is not to be overlooked, that the northern canneries take the greater number of their employes up in the Spring as well as all their supplies. There are a large number of Indians, residing on northern reservations at Naas and Skeena Rivers, at Rivers Inlet and other points, who are yearly given employment, the Siwashes as fishermen and the Klootchmans in the canneries cleaning the fish. But more than half the fishermen are whites and Japanese, nearly all of whom migrate north for the fishing season and follow it south, for the run on the Fraser usually commences when that on the northern waters is well over. This year it is stated by cannerymen that the number of fishermen of all nationalities in the north is greater than ever, so that whatever the run, there will be plenty of men to catch the fish.

On the Fraser River, the percentage of white men is much greater than on the the northern rivers, many white men following fishing all year as a means of livelihood, and making their homes on the banks of the Fraser. There are also more Japanese than Indians on the Fraser as a rule, the latter for the most part coming from the north for the fishing season, just as the others went north for the season there.

The Total of Canneries.

The total number of canneries in British Columbia which will this year engage in packing salmon, providing the fish are there to be packed, will be close to seventy, though it is hardly possible to reckon definitely yet. There have been few new plants erected in the past three years, the experience not being encour-

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Cannery and traps at Point Roberts, B.C.

THE WAY TO SHINE

in your business is to give satisfaction.

JAMES' DOME BLACK LEAD

has satisfied the trade for 65 years, and still outshines all other leads.

Sales Quick *Profits Good* *Satisfaction Always*

W. G. A. LAMBE & CO., Canadian Agents.

W. A. ANDERSON

Shipping and Commission Merchant and Insurance Agent

MOLSONS BANK BLDG. - Vancouver, B.C.

SPECIALTY

Canned Salmon

PRINCIPAL BRANDS

SOCKEYES—"Life Buoy," "Racing," "Labor."
RED SPRINGS—"Otter," "Crusader."
COHOES—"Silver Moon," "Cock o' the North."
PINKS—"Salad," "Totem."

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A1.
A. B. C., 4th and 5th ed.
Western Union
Private

Telegraphic Address:
"ANDERSON," Vancouver

NORTHRUP & CO.

23 & 24 South Wharf

ST. JOHN, N.B., Canada

are sellers of all kinds

FISH

Dry Cod
Smoked Herring
Pickled Herring
Canned Clams
Haddies, Herring, Etc.

Your orders will be promptly looked after by

NORTHRUP & CO. Wholesale Grocers and Fish
ST. JOHN, N.B., Canada

CANNED SALMON

Golden Net Salmon, = $1.15 doz.

F. O. B. Kingston. Terms, 30 days.

GEO. ROBERTSON & SON, Kingston, Ont.

aging. Combination of independent canneries in the same period has eliminated some of the older plants, machinery having been taken out of some, while others have been enlarged, sometimes by consolidating two and in one case rebuilding. There will be two new canneries added to the total on the Fraser this year, but there are several which have been eliminated. In northern waters there will be one entirely new plant at Naas River, and another idle for a season or two, removed and re-erected at another point. On Vancouver Island there has been a considerable industry created by the permission in limited form of fish traps off the southern shore of the Island, and two plants will be operated at Esquimalt for the first time. There are two on the west coast of Vancouver Island, in rather isolated positions, and on the mainland there are about the same number operated as in past years, these being located on various favorable inlets all the way up the coast to Naas and Skeena Rivers, at Rivers Inlet, Lowe Inlet, Smith Inlet, Alert Bay, Namu and other points. Close to the City of Vancouver are several, one on English Bay practically within the city limits, and two or three on the shores of Howe Sound and contiguous waters. On the Fraser the canneries are, as is well known, located on both banks from the City of New Westminster to the mouth of Steveston.

Value of a Run.

The commercial value of a good run of sockeye salmon is hard to calculate. It runs into millions of dollars of turnover in a very short season, and success spells a prosperous season for every coast city. Hundreds of thousands of dollars are paid to fishermen for the fish they catch and as much more is paid to operatives in the canneries. Then the purchase of supplies is a large factor of Summer trade, while the benefits arising from so much being paid out in wages extend into the Fall and Winter, as whites, Indians and Japs alike are able to purchase their Winter's necessities in proportion to their earnings of the season.

It would be the merest speculation to discuss what the run of pack of salmon might be this year. In the last big year nearly a million cases were the total, while the previous quadrennium has a record of considerably over that amount. That was with less total capacity than is now represented in the plants equipped and preparing to operate this year. But a million cases would be considered a big pack, and would quite satisfy the most optimistic.

COSTA RICA BANANA INDUSTRY

From United States Consul Demers, Pt. Limon, Costa Rica.

THE banana industry, unknown to Costa Rica twenty-five years ago, has reached such proportions, especially within the last few years, that bananas now form the main export of the country. It is no longer an infant industry, but a giant one, as important as that of coffee, which for a long time has been the mainstay of this small but stable republic. At the close of 1904 about 50,000 acres of land were devoted to banana growing in Costa Rica, of which 90 per cent. is owned by the United Fruit Co., a corporation organized under the laws of New Jersey and controlling probably 75 per cent. of the total production.

Exports Doubled in Five Years.

At present the market for this fruit is highly encouraging and bids fair to continue so for many years to come. The trade was exclusively confined to the United States until 1902, when it was introduced in England with gratifying results to the exporters. France, Germany, Italy, Spain, and other European countries do not as yet consume bananas, but as soon as a substantial increase in the acreage is reached, and with the present facilities for transportation and the use of ships equipped with cold storage, the market should and will undoubtedly be extended to those countries with equally as gratifying results as in England.

As to possibilities of the demand for bananas ever ceasing to exist, no one need have any fear. Bananas are not luxuries alone, but nutritious food, and, being cheap, will always be used by all classes, and for many purposes. The amount exported from Port Limon during the five fiscal years ended with June 30, 1904, was as follows, in bunches: 1900, 2,804,103; 1901, 3,192,104; 1902, 4,427,024; 1903, 5,261,600; and 1904, 5,760,000. During the six months ended December 31, 1904, the exports amounted to 2,911,071 bunches.

As shown, banana exports have more than doubled during the last five years, and present indications are that the exports will double again during the next five years. As an investment, taking into consideration the quick returns and the readiness and ever-increasing sphere of market, banana cultivation is quite profitable. On a conservative estimate 40 per cent per annum can be realized to investors, under good management and normal conditions. The following figures show the probable costs and profits on a tract of 100 acres planted in bananas:

Planter's Outlay.

Original outlay—Land (20 per acre), $2,000; reducing land and bringing it to a banana-bearing condition ($50 per acre), $5,000; total, $7,000. Gross returns—180 stems per acre per annum, at 31c. per stem, 5,580. Expenses—Cutting and hauling the fruit, and keeping the plantation clean (8c. per stem), $1,440; manager ($100 per month), $1,200; total, $2,640. Net return on investment, $2,940.

The entire banana crop at present is sold to the United Fruit Co., which operates a railroad system through the fruit districts and pays 31c. per stem on delivery alongside their track.

Under very favorable circumstances a banana plant may give a stem of fruit in nine months, but it generally takes from fifteen to eighteen months for the average plantation to be in full bearing. The life of a plantation varies according to the fertility of its soil and topographical situation. Some soils may need a rest in six or seven years, while others may last practically forever, as in cases where periodically enriched by alluvial deposits. There are a number of plantations in Costa Rica fifteen years old yielding to-day as many bananas as they did in their second or third year. Sandy loam, through which water or rain will freely percolate, is the best soil for bananas. The stalk needs a large amount of rainfall for its successful development, but water must not be allowed to remain on the surface or immediately under the surface of the soil surrounding it, lest the water be heated by the tropical sun and become stagnant, in which case it may kill the plant.

Jamaican negroes are exclusively used as laborers, and their average pay is 70c. per day. The negro is immune from yellow fever, is indispensable, and the only person truly adapted to the work required, where, by reason of the richness and more or less swampy nature of the land, mosquitoes abound, and the dangers of contracting disease are comparatively great.

Implements Used in Banana Industry.

The implements used in cultivating bananas are steel machetes, axes, shovels, and plows. Many plantations are equipped with narrow-gauge railways and horse cars for hauling fruit. The rails used are very small. Machetes, axes, and plows are generally imported from the United States. Shovels come from England, where they can be bought cheaper, it is claimed. Rails are imported from the United States and Germany, but mostly from the latter country, also on account of difference in prices. It has happened that American rails have been bought at a lower figure on the English market than in the United States.

More Light-

That's what we all need. You'll get it by using "BON AMI"—the best window cleaner known.

HASN'T SCRATCHED YET

A Metal Polish and Glass Cleaner unequalled.

W. H. GILLARD & CO., HAMILTON

Wholesale Grocers, Tea and Coffee Importers.



Boston Luxury Coffee
Red Feather Ceylon Tea
Hershey's Chocolate

We are agents for above and solicit your orders.

JOHN SLOAN & CO.,

TORONTO **BELLEVILLE**

WE HAVE IT

We have an excellent make of

WRAPPING PAPER

THAT **YOU** SHOULD HAVE

This paper is strong, nice in appearance, and goes further than ordinary papers, and the price is very moderate. We can also suit you in **Paper Bags, Parchment Paper, Cotton Twines, Butter Plates** and **Egg Fillers.** We will tell you about each one of these lines as we go along. Watch for the ads. Then get the goods.

DOUGLAS & RATCLIFF LIMITED

PAPER DEALERS AND IMPORTERS,

TORONTO.

CANADA

produces the finest and purest

MAPLE SYRUP

and

MAPLE SUGAR

We control the manufacture and the output of the best maple producing districts of Quebec. We guarantee absolute **Purity.**

All we want is a trial order.

If you want the Best write us for particulars.

THE GRIMM MFG. CO.

Manufacturers of Champion Maple Sugar Evaporator and Maple Sugar Makers' Supplies

MONTREAL

The following interesting figures suggest but one common-sense logical conclusion, viz:

"THE SURVIVAL OF THE FITTEST"

"SALADA"

CEYLON TEA

The increase in sales for the first 19 weeks of 1905 as against the corresponding 19 weeks of last year amounts to

163,642

POUNDS

OR IN EXCESS OF

81 Tons

This is a public endorsement against which there is no appeal.

Highest Award

Gold Medal

St. Louis, 1904

SEALED PACKETS ONLY

Black
Mixed
Green

There must have been over thirty-two million cups more "SALADA" drank in the first nineteen weeks of this year than there were in the corresponding nineteen weeks of last year.

MARKETS AND MARKET NOTES

Quebec Markets.

GROCERIES.

Montreal, May 25, 1905.

TRADE during the week among the grocery jobbing, commission and provision trades has not been heavy. Interviews with several travelers of leading houses brought forth the remarks that "business was only fair—nothing especially doing—country merchants not buying heavily, etc." The recent drop in sugar has in a general way not stimulated extra buying as it is thought there is too much of a speculative character in the situation to warrant laying in stocks for the season's requirements. The foreign beet and raw sugar markets show an advance this week and firmer tone. Teas are quiet locally. New York reports heavy selling of Japans, principally low grades, also some Canadian points advise large orders, all of them last year's stocks. Molasses unchanged and trade quiet. Fish business has shown an improvement since dore season was opened. Provisions continue firm, and owing to light receipts no change to lower prices is looked for. Butter and eggs are a puzzler to dealers, and contrary to all expectations are firmer instead of easier. It is thought, however, that now that cattle can obtain full grass the make of butter will be better and more plentiful. Country buyers report having to pay high prices for eggs, too high to warrant free buying for pickling purposes. Flour shows a better trade. Bran and feed of all kinds are dropping in price rapidly now that cattle can be turned out to pasture. Cheese is in better demand, and market has steady tone. Foreign demand is small, as stocks in the United Kingdom appear to be sufficient until the new make gets on the market.

Sugar—Sugars, both beet and raw, have shown an advance, and the market is tending to firmer basis. The weakness shown lately is thought not to be of a permanent character, and certainly at present figures refiners must have shown a loss. The demand from the jobbing trade has but slightly improved, even the country buyers are not any too keen to load up. The speculative feature apparent in the business is causing hesitancy to purchase.

Granulated, obls.	$5 25
" ½-bbls	5 20
" bags	5 20
Paris lump, boxes and bbls	5 75
" " ½-boxes and ½-bbls	5 85
Extra ground, bbls	5 60
" " 50-lb. boxes	5 80
" " 25-lb. boxes	5 90
Powdered, bbls	5 40
" 50-lb. boxes	5 60
Phoenix	5 20
Bright coffee	5 10
" yellow	5 05
No. 3 yellow	5 00
No. 2 "	4 85
No. 1 " bbls	4 75
No. 1 " bags	4 70
Raw Trinidad	4 50
Trinidad crystals	4 85 4 90

Syrup and Molasses—Molasses is quiet. No buying of any account going on. Prices remain firm and show no disposition to weaken. In some quarters it is thought that the strong situation shown by Barbadoes molasses is due to speculation, and in consequence no heavy orders have been placed by the trade. Syrups are in somewhat better demand this week.

Barbadoes, in puncheons	0 38
" in barrels	0 40½
" in half-barrels	0 41½
New Orleans	0 22 0 35
Antigua	0 33
Porto Rico	0 45
Corn syrups, bbls	0 02¼
" ½-bbls	0 02¾
" ¼-bbls	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

Tea—There has been some considerable activity this week in Ceylon greens, also blacks. Several large contracts have been made with London houses during the past few days. China greens remain about as last noted. In Japans it is reported that some large transactions have been made in New York and some points in Canada, principally low-grade teas of last year's crop. Prices at which the deals were put through are not stated. Local tea trade does not show as much activity as is desired, and what business is doing is of a small character.

Japans—Fine	0 26 0 28
Medium	0 20 0 24
Good common	0 18
Common	0 12½ 0 15
Ceylon—Broken Pekoe	0 25 0 38
Pekoes	0 17 0 20
Pekoe Soucbongs	0 15 0 20
Indian—Pekoe Soucbongs	0 15 0 18
Ceylon greens—Young Hysons	0 16 0 18
Hysons	0 14½ 0 15
Gunpowders	0 13½ 0 14
China greens—Pingsuey gunpowders	0 12 0 12
Congous—Kaisows	0 12
Pakling boxes	0 12 0 14

Coffee—Advices from Brazil report firm market. Local trade fair with prices unchanged. Mild coffees continue scarce and have a tendency towards firmness.

Good Cocutas	0 10 0 10½
Choice "	0 11½ 0 12½
Jamaica coffee	0 10½ 0 11
Java	0 18 0 22
Mocha	0 17 0 20
Rio	0 09½ 0 11

Spices—Local business quiet. Singapore black peppers are reported firmer by cable. Nutmegs and cassias unchanged.

	Per lb.
Peppers, black	0 16 0 22
" white	0 25 0 30
Ginger	0 12 0 20
Cloves, whole	0 17 0 30
Cream of tartar	0 25 0 30
Allspice	0 12 0 15
Nutmegs	0 25 0 50

Canned Goods—The canned goods market shows no interesting features. Business is about as usual. Some demand has sprung up for tomatoes, but orders are small and easily filled. The reports from the coast of the salmon pack are conflicting, some reporting good run and possible large pack, while others say only fair. No changes in prices are noted.

Salmon, pink	0 90 1 00
" spring	1 55
" Rivers Inlet red sockeye	1 65
" Fraser River red sockeye	1 50 1 75
Lobsters, talls	3 45
" 1-lb. flats	3 50 4 00
" ½-lb. flats	2 25
Canadian Sardines, ¼s	3 65 4 00
California asparagus	4 50 5 00
Asparagus tips	3 50 3 75

	Per doz.
Corn, 2-lb. tins	$1 20
" 2-lb. sucotash	1 25
Gallon corn	5 00
Tomatoes, 3-lb. tins	1 30
Gallon tins	3 60
Sugar beets	$0 85 0 95
2's Asparagus Tips	2 50
2's Beans, Golden Wax	0 80
2's " Refugee or Valentine	0 82½
2's " Crystal Wax	0 92½
2's Peas, No. 4 "Standards"	0 82½
2's " No. 3 "Early Junes"	0 85
2's " No. 2 "Sweet Wrinkled"	0 95
2's " No. 1 "Extra Fine Sifted"	1 30
2's Table Spinach	1 40

Pears—Flemish Beauty, Bartletts and pie in 2, 2½ and 3's	$1 15 $2 20
Peaches—Wbite, yellow and pie, 1½'s, 2's, 2½'s, 3's	1 25 2 82½
Gallon pears	3 15 3 67½
" peacbes	3 55 4 50
Pumpkins, 3-lb. tins	0 72½
" gal	2 50
3-lb. squash	1 00
2's Cherries, red, pitted	2 20
2's " red, not pitted	1 75
2's " black, pitted	2 20
2's " black, not pitted	1 75
2's " white, pitted	2 40
2's " white, not pitted	2 00
2's Currants, red, heavy syrup	1 57½
2's " red, preserved	1 77½
Gals. " red, standard	4 75
Gals. " red, solid pack	7 00
2's " black, heavy syrup	1 75
2's " black, preserved	2 05
Gals. " black, srandard	4 00
Gals. " black, solid pack	8 00
2's Gooseberries, heavy syrup	1 62½
2's " preserved	1 85
Gals. " standard	7 25
2's Lawtonberries, beavy syrup	1 57½
2's " preserved	1 85
Gals. " standard	4 97½
2's Pineapple, sliced	2 25
2's " grated	2 35
3's " wbole	2 50
2's Plums, Damson, light syrup	1 00
2's " heavy syrup	1 20
2½'s " " " "	1 57½
3's " " " "	1 85
Gals. " " standard	2 95
2's " Lombard, light syrup	1 05
2's " heavy syrup	1 35
2½'s " " " "	1 62½
3's " " " "	1 90
Gals. " standard	3 15
2's " Green Gage, light syrup	1 15
2's " heavy syrup	1 47½
2½'s " " "	1 72½
3's " " "	2 00
Gals. " " standard	3 45
2's " Egg, heavy syrup	1 52½
2½'s " " "	1 80
3's " " "	2 10
2's Raspberries, red, heavy syrup	1 40
2's " preserved	1 60
Gals. " standard	5 00
Gals. " solid pack	8 00
2's " black, heavy syrup	1 35
2's " preserved	1 50
Gals. " standard	4 75
2's Rhubard, preserved	1 15
3's " "	1 90
Gals. " standard	2 62½
2's Strawberries, heavy syrup, 1903 pack	1 47½
2's " 1904 pack	1 60
2's preserved	1 75
Gals. " standnrd	5 50
Gals. " solid pack	3 50

Rice—Business continues as usual of a steady character. The late reduction in price had increased for a short time the demand from the country dealers, but as the opinion prevails that no

further reduction is immediately in sight orders are only normal.

B rice, in 10 bag lots	2 95
B rice, less than 10 bags	3 05
C rice, in 10 bag lots	2 85
C rice, in less than 10 bag lots	2 95

Fish—Fresh fish of all kinds is arriving freely including dore. A good demand prevails for all sorts of fish, and business is good for this time of the year. The new stock is of the finest quality. As season advances the trade is getting better. Prices for haddock are so high in the States that local dealers have to get their supplies from Nova Scotia.

Sturgeon	0 10
Boiled lobsters	0 14
Dore, fresh	0 08
Fresh white fish	0 08
Lake trout	0 08
Brook trout	0 18
Fresh salmon	0 16
Standard bulk oysters, per gal	1 40
Selects	1 60
Haddies	0 07½
Bloaters in boxes, 100 fish	1 00
Yarmouth bloaters, 60 fish per box	1 10
Smoked herring, per box, new	0 11
Fresh haddoek, per lb	0 04½
Fresh pike	0 06½
Fresh halihut	0 10
Fresh steak cod	0 06
No. 1 Labrador herring in 20-lb. pails	0 80
" " " half bbl	3 00
No. 1 Holland herring, per half bbl	6 50
No. 1 Scotch herring, " "	6 50
" " per keg	1 00
Holland herring, per keg	0 65 0 75
No. 1 salt mackerel, pail of 20 lbs	2 00
Boneless cod, 1 and 2-lb. blocks, per lb	0 06½
" fish " "	0 06
" fish, loose, in 25-lb. boxes	0 05½
Labrador salmon, half bbl	9 00
" " (200 lbs.) bhls	16 00
" " large (300 lbs.)	24 00
B.C. salt salmon, hhl	14 00
" " ½ bbl	7 50
Lake trout, salt, 100 lbs	4 50
Sea trout in bhls, 200 lbs	9 50
" half bbls	5 50
Marshall's kippered herring, per doz	1 40
Canadian kippered, per doz	1 00
Canadian ¼ sardines, per 100	3 75 4 00
Canned cove oysters, No. 1 size, per doz	1 30
Canded cove oysters, No. 2 size, per doz	2 25

Foreign Dried Fruits—News relative to foreign dried fruits is scarce. All lines appear to be steady. Some interest was shown in currants, due, no doubt, to the report of the contemplated action of the Greek Government to improve the growing and disposition of crop through the Greek bank. Firmness is the main characteristic. Nuts unchanged. Raisins, both Denia and Malagas, are featureless. Local trade is about as usual, no particular interest being shown in any lines.

Valencia Raisins—

Fine off-stalk, per lb	0 05 0 06
Selected, per lb	0 06½
Layers, "	0 07 0 07½

Dates

Dates, Hallowees, per lb	0 04 0 04½

Californian Evaporated Fruits—

Apricots, per lb	0 13½
Peaches, "	0 10½
Pears, "	0 13

Malaga Raisins—

London layers	2 00
"Connoisseur Clusters"	2 50
" " ½-boxes	0 80
"Royal Buckingham Clusters," ¼-boxes	1 10
" " boxes	3 50
"Excelsior Window Clusters,"	4 50
" " ⅛	1 35

Californian Raisins—

Loose muscatels, per lb	0 07½ 0 08
" " seeded, in 1-lb. packages	0 08 0 09
" " 2 crown	0 06
" " 3 crown	0 06½
" " 4 crown	0 08

Prunes—	Per lb.
30-40s	0 08½
40-50s	0 08
50-60s	0 07
60-70s	0 06
70-80s	0 06
80-90s	0 05
90-100s	0 05
Oregon prunes (Italian style), 40-50s	0 08
" " 50-60s	0 07
Oregon prunes (French style), 60-70s	0 06
" " 90-100s	0 04
" " 100-120s	0 04

Currants—

Filiatras, uncleaned	0 04½
Fine Filiatras, per lb., in cases	0 04½ 0 05
" " cleaned	0 04½ 0 05½
" " in 1-lb. cartons	0 05½ 0 06
Fiuest Vostizzas "	0 06½ 0 07½
Amalias "	0 06

Sultana Raisins—

Sultana raisins, per lb	0 06½ 0 08
" " 1-lb. carton	0 09

Eleme Table Figs—

Six crown, extra fancy, 40-lb. boxes	0 13
Four crown, fancy, 10-lb. boxes	0 09
Three crown	0 07 0 07½
Glove boxes, fine quality, per box	0 11
Fancy washed figs, in baskets, per basket	0 20
" pulled figs, in boxes, per box	0 22
" stuffed figs, " "	0 28
12-oz. boxes	0 06½ 0 07

Country Produce.

Honey—There is little to report. The demand is small and business very quiet. No changes in prices to note.

White clover, extracted tins	0 07 0 07½
" kegs	0 07½ 0 07½
" comb	0 13 0 15½
Buckwheat	0 06 0 06½

Maple Products—Demand is dropping off and business on the whole is dull. Spring trade is over and this Summer's business, it is thought, will not be bad. All stock sold at present is put up in sealed cans, as no more goods are shipped in bulk. Dealers are now waiting on Fall to stir up the trade. No change in prices to report.

Maple syrup, in wood, per lb	0 06 0 06½
" in large tins	0 07½ 0 07½
Pure new sugar, per lb	0 10
Pure Beauce County, per lb	0 06 0 07

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, May 25, 12.30 p.m.

BUTTER—Market continues firm, choicest creamery held firm 18¾ to 19c. Receipts not equal to demand.

CHEESE—Business quiet, at firm prices of 9½ to 9¾c., former for Quebec and latter for Ontario makes. Export trade light, poor demand from United Kingdom

EGGS—Situation peculiar. Prices should ease up now, but on the contrary are holding firm—16c. is asked in wholesale way. Country buyers say can't buy under 15c.

PROVISIONS—Easier tone owing to better receipts. Prices however, unchanged. Fresh abattoir-killed $9.75 to $10.00; bacon easier.

Beans—The market has shown a stronger front than for some time past and primary markets are firm and bullish in tone. Inquiries locally are better and several car lots were sold at $1.60 on track for prime.

Choice prime	1 60 1 70
Lower grades	1 40 1 50

Hops—The trade locally is dull. Dealers claim that although demand is small the available stocks are gradually and slowly being sold. In the States the coming crop is thought to be late and small. No change in prices to report.

B.C.	0 32 0 35
Choice Canadian	0 25 0 30
Fair to good	0 24 0 26

Flour, Feed and Meal.

Flour — Market practically unchanged, though a firmer feeling is noticeable. Better business is looked forward to if the firmness is maintained. Some 18,000 bags are going forward this week to South Africa per ss. Wyandotte. Receipts are heavier this week than last and some 2,000 bags heavier than same period last year.

Manitoba spring wheat patents	5 40 5 50
" strong bakers	5 05 5 10
Winter wheat patents	5 30 5 50
Straight rollers	5 00 5 10
Extra	4 50 4 60
Straight rollers, bags 90 per cent	2 40 2 50

Feed—The demand for bran is gradually falling off owing to cattle going out to pasture, and prices may be expected to drop rapidly soon. During the past week a drop of from $1 to $1.50 per ton is reported.

Manitoba bran, in bags, per ton	17 50 18 50
" shorts	19 50 20 50
Ontario bran, in bulk	17 00 18 00
" shorts	19 50 20 50
Mouillie	24 00 28 00

Rolled Oats—Business very quiet, with a wide range of prices. There has been a dullness in the market for some time, and no indications for a change noticeable.

Fine oatmeal, bags	2 25
Standard oatmeal, bags	2 25
Granulated " "	2 40
Rolled oats, "	2 20 2 25
" bbls	5 00 5 10

Hay—Business fair. Good hay reported scarce. Prospects are good for this year's crop, the steady rains and fine growing weather giving promise of large crop. Exports via Portland are heavy, some forty car loads having gone forward by Welshman last week, and the Vancouver, sailing from Portland, will take some 110 car loads this week.

No. 1 timothy	9 00 9 50
" 2 " choice	8 00 8 50
" 2 " ordinary	7 00 7 25
Clover	6 50 7 00
Clover mixed	7 00 7 25

Ontario Markets.

GROCERIES.

Toronto, May 25, 1905.

ABOUT the usual volume of city business is recorded during the week from the wholesale grocery trade. Conditions in the country, however, are not as satisfactory as might be expected. Times are good; the farmers are receiving top notch prices for all kinds of agricultural products, and yet trade is comparatively dull and money tight.

Canned tomatoes continue in brisk demand, as well as the run on canned pumpkin and pork and beans. A shipment of 1905 pack kippered herring arrived in the market this week, the first of the season. The refined sugar situation shows undoubted signs of looking up. An advance of 1-16 in raw and of 3d in beet is reported for the week; in view of the increased consumptive demand, which is almost certain to take place throughout the trade in the very near future, an advance in Canadian refined is not unexpected.

Fair business is reported in blend teas. Rice continues steady and a slightly easier feeling is noted in tapioca. A sharp advance at the coast in prunes is reported and as a result local dealers are basing their prices on present cost, which is ½c. higher than a week ago.

Canned Goods—Tomatoes continue the feature of the canned goods market, with importations of United States pack continuing on quite a considerable scale. Corn and peas are not meeting with special inquiry, and the general impression seems to be that there is ample to carry the trade through until the 1905 pack. Pork and beans and canned pumpkin are moving freely. Some new pack kippered herrings are reported on the market, an extraordinary feature for this season of the year. This pack is probably from a special catch. Quite a

lot of salmon is reported to have changed hands during the week. Our quotations are as follows:

Tomatoes, 3's	1 25	1 30
Corn, 2's	1 10	1 20
Peas, 2's	0 82½	1 30
Sliced beets, 2's	....	0 85
" " 3's	....	0 95
" " whole	....	0 95
Pumpkin, 3's	....	0 75
" gal	....	2 50
Squash	....	1 00
Asparagus tips, 2's	....	2 75
Golden waxed beans, 2's	....	0 80
Refugee or Valentine beans, 2's	....	0 85
Crystal waxed beans, 2's	....	0 92½
Spinach, 2's	....	1 40
" 3's	....	1 80
Baked beans, plain, 1's	....	0 45
" " 2's	....	0 72
" " 3's	....	0 90
Tomato sauce, 1's	....	0 50
" " 2's	....	0 78
" " 3's	....	1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	....	0 90
" " gal	....	4 50
" jugs	....	7 70
Apples, standard, 3's	85	90
" preserved, 3's	....	1 47½
" standard, gal	1 70	2 00
Pears, Flemish Beauty, 2's	....	1 52½
" " " 3's	....	2 00
" Bartlett, 2's	....	1 87½
" " 3's	....	2 82½
" whites, 2's	....	1 72½
" " 3's	....	2 67½
Peaches, pie, 3's	....	1 25
Oherries, red, pitted, 2's	....	2 20
" not pitted, 2's	....	1 75
" English black, pitted, 2's	....	2 20
" " not pitted, 2's	....	1 75
" white wax, pitted, 2's	....	2 42
" " not pitted, 2's	....	2 00
Lawtonberries, heavy syrup, 2's	....	1 57½
" preserved, 2's	....	1 75
" standard gal	....	4 97½
Plums, Damson, light syrup, 2's	....	1 00
" " heavy syrup, 2's	....	1 30
" " 3's	....	1 85
" Lombards, light syrup, 2's	....	1 05
" heavy syrup, 2's	....	1 35
" 3's	....	1 90
" green gage, light syrup, 2's	....	1 15
" heavy syrup, 2's	....	1 47½
" " 3's	....	2 00
" egg, heavy syrup, 2's	....	1 52½
" " 3's	....	2 10
Pineapple, sliced, standard, 2's	....	2 35
" extra " 2's	....	2 47½
" grated, " 2's	....	2 62½
Raspberries, red, heavy syrup, 2's	....	1 40
" preserved, 2's	....	1 60
" black, heavy syrup, 2's	....	1 35
" preserved, 2's	....	1 50
Rhubarb, preserved, 2's	....	1 15
" 3's	....	1 90
" gal	....	2 62½
Strawberries heavy, syrup, 2s	....	1 60
" preserved, 2's	....	1 75
Lobster, talls	....	3 50
" 1-lb. flats	....	3 75
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, Sockeyes—		
1-lb. talls, 5 cases and over	....	1 77½
1-lb. talls, less than 5 cases	....	1 80
1-lb. flats, 5 cases and over	....	1 90
1-lb. flats, less than 5 cases	1 87½	1 92
½-lb. flats, 5 cases and over	....	1 17
½-lb. flats, less than 5 cases	....	1 20
Salmon, "Clover Leaf."		
Chums	0 95	1 00½
Sardines, Sportsman ¼s	....	0 14
" ½s	....	0 23
" Portuguese ¼s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½s	0 35	0 38
" Domestic, ¼s	0 03½	0 04½
" " ½s	0 09	0 11½
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies, per doz	....	1 10
Haddies, per case	....	4 25
Kippered herrings, domestic	....	1 10
" " imported	1 40	1 45
Herrings in tomato sauce, domestic	....	1 00
" " " imported	1 40	1 45
California ripe olives, tins, per doz	....	4 75
Corned beef, 1s, per doz	....	1 50
" 2s, "	....	2 70
" 6s, "	8 00	10 00
" 14s. "	....	18 00
Lunch tongues, per doz	....	3 00
Potted meats, ½s, "	....	0 50
" ½s. "	....	1 00

Sugar—Although no quotable change has taken place in the Canadian refined market, the situation has taken on a firmer tone since last week. Raws have advanced 1-16c. in the open market, and on May 22 raw beet was quoted at 12 shillings for May, an advance of 3d. over quotations on May 21. Up to the present the market has been in a loose condition. It seems, however, to be slowly recovering itself and an advance in the near future is not unexpected by the trade, especially in view of the increased consumptive demand, which is almost sure to follow during the next month. We quote the following:

Paris lumps, in 50-lb. boxes	5 93
" in 100-lb. "	5 88
St. Lawrence granulated	5 33
Redpath's granulated	5 36
Acadia granulated	5 43
Berlin granulated	5 28
Phoenix	5 18
Bright coffee	5 18
Bright yellow	5 08
No. 3 yellow	5 08
No. 2 "	4 93
No. 1 "	4 83

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

Syrups and Molasses—The syrup and molasses market is without special feature for the week. New Orleans and West Indian molasses are moving very slowly for this season of the year when ordinarily sales are brisk. We quote as follows:

Syrups—		
Dark	....	....
Medium	0 33	0 34
Bright	0 35	0 37
Corn syrup, hhl., per lb	....	0 02½
" ½-bbls "	....	0 02¾
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. " "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10
Molasses—		
New Orleans, medium	0 28	0 35
" " ½ bbls	0 30	0 35
" open kettle	0 45	0 50
Barbadoes, extra fancy	0 45	0 50
Porto Rico	0 42	0 48
West Indian	0 32	0 35
Maple syrup—		
Imperial qts	....	0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

Coffees—A fair coffee business is reported for the week with speculative prices lower than a week ago. The trade are now beginning to abandon their extreme views of the decrease in visible supplies of coffee during May. Latest advices of the decrease are about 6,000,000 bags, which would reduce the world's stock on June 1 to about 11,000,000 bags, compared with 12,670,000 bags on June 1, 1904. The movement of the Brazil crop has continued at exceptionally small figures, and it is also understood that arrivals of mild coffee in America and Europe are reaching very moderate figures, which go to explain the expected rapidly decreasing stock of coffee. The fact remains, however, that there still exists a large surplus stock of coffee from which to draw, and that the season is now not far distant when the new Brazil crop will be coming to market. This serves to offset with many of the trade the improving statistical position which is expected to continue up to at least July 1, and the latter factor is, therefore, not having the favorable influence on market values that was expected.

Several well-informed members of the trade estimate the new Brazil crop at about 10,000,000 bags, or about 950,000 bags larger than the present crop. A factor that has developed during the last few days, and is beginning to receive increased attention, is the report received from Brazil recording unsettled labor conditions on the coffee plantations as a result of the recent advance in Brazil sterling exchange, and planters endeavoring to have colonists accept in wages a corresponding decline in millreis. The latest information received reports a scarcity of labor and states that unless the wage question can be satisfactorily settled in the near future an exodus of colonists from Brazil will soon begin. We quote the following prices:

	Per lb.	
Green Rios, No. 7	0 10	0 10½
" " No. 6	....	0 11
" " No. 5	....	0 11½
" " No. 4	....	0 12
" " No. 3	....	0 12½
" Mocha	0 21	0 23
" Java	0 22	0 35
" Santos	0 11	0 13
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
Green, Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracaibo	0 16	0 23

Teas—The tea business has been without special feature during the week. The trade here do not show much interest in new Japan quotations; preferring to wait for the second picking of Japan tea later in the Summer. An active demand is reported for blend teas. We quote the following prices:

Congou—half-chests, Kaisow, Moning,	0 12	0 60
caddies, Pakling	0 19	0 40
Indian—Darjeelings, Pekoe souchongs	0 20	0 22
" Pekoes	0 25	0 30
" Orange Pekoes	0 35	0 45
Indian—Assam, Orange Pekoes	0 25	0 40
" Pekoes	0 18	0 20
" Pekoe Souchongs	0 16	0 18
Ceylon—Broken Orange Pekoes	0 22	0 40
Orange Pekoes	0 22	0 29
Pekoes	0 18	0 24
Pekoe Souchong	0 14	0 16
China Greens—Gunpowder, cases, extra first	0 35	0 42½
" half-chests, ordinary firsts	0 22	0 28½
Young Hyson, cases, sifted, extra firsts	0 37½	0 47
" cases, small leaf, firsts	0 30	0 37
" half-chests, ordinary firsts	0 22½	0 32½
" " seconds	0 22	0 24½
" " thirds	0 15	0 17
" " common	....	0 14
Pingsueys—Young Hyson, ½-chests, firsts	0 25	0 30
" " seconds	0 16	0 18
" half-boxes, firsts	0 25	0 30
Japan—½ chests, finests May pickings	0 34	0 38
Choice	0 31	0 36
Finest	0 27	0 29
Fine	0 24	0 27
Good medium	0 19	0 21
Medium	0 17	0 19
Good common	0 18	0 19
Common	0 13	0 14
Dust	0 06	0 08

Spices—The usual demand for spices is noted this week. Quotations are unchanged and the market without special indications. We quote as follows:

Spices—

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 25	0 35
" white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 14	0 17
Cassia	0 21	0 25	Mace	0 80	0 90
Nutmeg	0 45	0 75			

Rice and Tapioca—Steady business is reported in rice with Japan quoted a little below last week's level. Tapioca is also slightly easier in price, although an active demand is reported. Southern advices continue to report firm markets. A number of the mills in the Southern States are closed for the season and have no stocks on hand to market. We quote as follows:

Rice and Tapioca—

	Per lb.			Per lb.	
Rice, stand. B	0 03¼	0 03¾	Tapioca, staple	0 03	0 03½
Rangoon	0 03⅜	0 03¾			
Patna	0 05	0 05½	" double goat	....	0 05
Japan	0 05½	0 06½	Carolina rice	0 08	0 08½
Sago	0 03½	0 04	Louisiana rice	0 05	0 07

Foreign Dried Fruits—A sharp advance is noted at the coast in 1904 prunes. The market is pretty well cleaned up and is holding for a 2¼c. bag basis f.o.b. coast for 1904 pack. Small sizes are almost unobtainable. There has been a corresponding advance in local quotations. Small-sized prunes, particularly 100-110s. are scarce on spot and almost unobtainable.

Following are advices just to hand re growing fruit crops:

Valencia Raisins—Though lacking rain, the vines are in good condition, and have bloomed well. Indications are for a larger crop than last year, and low prices are anticipated. Very little remains in Spain of the old crop.

Eleme Figs—Smyrna advices are that trees are in a good way. Weather lat-

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James Ainslie & Co., LEITH, Scotland. Established in 1819—distillers and blenders, as supplied to the Royal Navy.

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Dubonnet & Fils, PARIS, France. The bracing tonic wine of the day.

Grand Prix, Paris, 1900
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Sources Saint Louis, ST. YORRE, Vichy, France. "The Red Clover" Brand. The best natural sparkling water of the Vichy Bassin.

P. Hoppe, SCHIEDAM, Amsterdam. Holland Gin and Liqueurs distiller.

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Briand Jaquet, CHALONNES-SUR-LOIRE. Cherry Whiskey, Brandy, Liqueurs, Creme de Menthe.

Cold & Co., LONDON, England. Old Tom and Dry Gin, Ginger Wine.

A. Talbot Jeune, BORDEAUX, France. French Condiments. Canned Vegetables and Fruits.

L. A. Price, BORDEAUX, France. Choice Vegetables and Fruits in cans, Vinegar, etc.

Brusson Jeune, VILLEMUR, France, Haute Garonne. French Alimentary Paste of all descriptions, highest quality, all made of pure Russian Taganrock Wheat.

The Williams Bros., Ltd., DETROIT, U.S. Pickles, Mustards, Catsup, Jams, Jellies, Relishes, etc.

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"OWL" CHOP, "BEE" BRAND } Ceylon

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L. CHAPUT, FILS & CIE,

Wholesale Grocers,
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MONTREAL

terly has been very favorable, and a large crop is anticipated.

Sultana Raisins—Stocks of 1904 crop in Smyrna are small, barely 1,200 tons. The vines are late owing to the severe weather, but in good condition, and give promise of a large production. The crops for 1903 and 1904 were 65,000 tons and 32,000 tons, respectively, while that of 1905 is estimated at 45,000 tons. Everything points to low prices.

Currants—Prices for old crop continue to advance, partly owing to the fact that stocks remaining warrant it, and partly because of the probability of the new legislation, proposed by the Bank of Athens, being carried. This will likely result in a higher range of prices for 1905 crop.

Tarragona Almonds—The crop promises to be large.

Malaga Fruit—It is too early to say much; but prospects so far are good, in spite of very dry weather. Indications are of a large crop of Valencia almonds.

Walnuts—Trees look well, and danger of frost is practically over. Reports from throughout the country point to a fair-sized crop, and prices are likely to rule at about the parity of those of last year.

Filberts—The severe Winter has been favorable to the trees, and a large crop is looked forward to.

Prunes—

	Per lb.		Per lb.
100-110s	0 04½	60-70s	0 05½ 0 06½
90-100s	0 04½ 0 04½	50-60s	0 06½ 0 06½
80-90s	0 05 0 05½	40-50s	0 07½ 0 08
70-80s	0 05½ 0 06	30-40s	0 09 0 09½

Candied Pee's—

	Per lb.		Per lb.
Lemon	0 09 0 10	Citron	0 15 0 17
Orange	0 10 0 11		

Figs—

Elemes, per lb	0 08 0 13

Apricots—

	Per lb.
Californian evaporated	0 14½ 0 16

Peaches—

	Per lb.
Callfornian evaporated	0 14 0 15

Pears—

California evaporated, per lb	0 15

Currants—

	Per lb.		Per lb.
Fine Filiatras	0 04¾ up	Vostizzas	0 07 0 07½
Patras	0 06 0 06½		

Raisins—

	Per lb.
New selects	0 05 0 05½
Fine off stalk	0 04½ 0 05
Sultana	0 05½ 0 10
Californian seeded, 12-oz. Muscatals	0 06½ 0 07
" " 1-lb. boxes "	0 07½ 0 09
" unseeded, 2-crown. "	0 07½
" " 3-crown "	0 05½ 0 07
" " 4-crown "	0 07 0 08

Dates—

	Per lb.		Per lb.
Hallowees	0 04¾ 0 04¾	Fards new choicest	0 09 0 10½
Sairs	0 03¾ 0 04	" new choice	0 09½

Foreign Nuts—The fruit people report the usual increased demand for peanuts for May 24 trade. Firm markets rule, but, notwithstanding the fact that in certain quarters shading to the extent of ½c. is being done in peanuts, last week's quotations continue unchanged. Supplies of cocoanuts on the market are not as fine in quality as usual and quotations are slightly below the level of last week. Our quotations are as follows:

(The following quotations on peanuts are for sack lots, green.)

Selected Spanish	0 08½
A 1's, banners and suns	0 08¾
Japanese Jumbo's	0 08½
Virginia "	0 10

For sack lots roasted add 1c. to above quotations. For small, 2c

Almonds, Tarragona, per lb	0 12 0 12½
Walnuts, Grenoble, "	0 12½
" Bordeaux, "	0 09 0 10
Filberts, per lb	0 10
Pecans, per lb	0 13 0 15
New Brazils, per lb	0 13 0 14
Cocoanuts, Jamaica, per sack	4 50
Italian Chestnuts, per lb	0 08

Evaporated Apples—It is a difficult matter to get a hard and fast quotation on evaporated apples at the present time. Some houses are holding them at from 7 to 7 1-2c.; other houses having stocks on hand are willing to dispose of present supplies as low as 6 1-4c.

Bird Seed—Seasonable demand for bird seed continues at quotation prices. We quote the following prices:

Canary seed, per lb	0 06 0 07
Hemp "	0 04½
Cottam's	0 08
Brock's	0 07½

Dried and Cured Fish—The dried and cured fish business tends to the quiet side this week, and there are no special features to record. Quotations are the same as last week. We quote as follows:

Boneless fish, per lb	0 04½
Cod fish, 1-lb. bricks	0 06½
Boneless cod, per lb	0 08 0 10
Quail-on-toast, per lb	0 06
Flitched cod fish, in cases of 100 lbs., per lb	0 06
Labrador herring, per bbl	6 00 6 50½
" " per ½ bbl	2 85

Country Produce.

Eggs—An advance in the price of new-laid eggs of from 1-2 to 1c. is recorded during the week, the principal reason being that those interested in the pickling business throughout the country have taken it into their heads that eggs are going to be scarce, and that they must have supplies at any cost. Another item to be considered is the fact that the home consumptive demand is very large and increasing on account of the high price of beef, pork, etc. We quote as follows:

LAST MINUTE QUOTATIONS.

Toronto, May 25, 11.30 a.m.

Baltimore strawberries, per box	$0 15
California navel oranges per crate	3 50 4 50
Butter, creamery, prints, per lb	0 19 0 20
" " solids	0 17½ 0 18
" dairy, prints "	0 15 0 17
" large rolls "	0 15
Cheese, large "	0 12
" twins "	0 12½
New cheese, twins "	0 10½
" large "	0 10½

New laid eggs, per doz 0 15 0 15½

Beans—Quotations on beans have been reduced 5c. all round, and steady market is reported with one or two large transactions recorded during the week. We quote the following:

Beans, handpicked, per bush	1 75 1 80
" prime, No. 1	1 69 1 65
" prime, No. 2	1 45 1 50
" Lima, per lb	0 07 0 07

Honey—The honey trade is nominal, as usual at this season of the year, and prices continue as last advised. Our quotations are as follows:

Honey, extracted clover, per lb	0 07½ 0 08
" sections, No 1, per doz	1 90 2 00
" " No. 2, "	1 65
" Buckwheat, per lb	0 05 0 06
" " sections per doz	0 75 1 00

Maple Products—The sale of maple products has dwindled to a comparatively unimportant item in the grocery trade, and at the present time there is nothing beyond the regular yearly demand. Our quotations continue unchanged as follows:

Maple sugar, 1 lb cakes, per lb	0 09 0 10
" large cakes in tubs, per lb	0 08
Maple syrup, per imperial gal	0 90
" " wine gal	0 65
" " imperial quarts	0 25
New maple syrup, per imperial gal	1 50
" " per wine gal	0 85

Fish—A brisk trade in fish is reported during the week, with prices practically unchanged and no new varieties of fresh fish on the market since last week. We quote as follows:

Fresh halibut, per lb	0 09
" haddock "	0 06
" trout "	0 08
" cod steak, per lb	0 07
" lobsters, boiled, each	0 15
" B.C. salmon, per lb	0 20
Shrimps, per gal	1 15 1 25
White fish, per lb	0 08

Seeds—The demand for corn, Hungarian and millet is practically over for the season. Had the Spring been a dry one this trade would have continued for some time to come. As it is, most of the seeding is done. Prices continue unchanged. We quote:

Alsike clover, per bush	5 00 9 00
Red clover	8 00 10 00
Mammoth clover, per bush	7 00 11 00
Timothy	1 50 2 50
Hungarian, per 100 lbs	2 60 2 70
Millet "	2 50
Orchard grass	14 00
Seed corn, Dent varieties, per bush	0 70 1 00
" Flint " "	1 25 1 30

Grain, Flour and Breakfast Foods.

Grain—An advance in Manitoba wheat is reported during the week, following a similar advance in Chicago. Manitoba Northern No. 1 and No. 2 are each up 4c., and No. 3 shows an advance of 3c. Red and white wheat are quotably 1c. higher than a week ago. Barley is offering to the trade at 50 to 52c. Oats are 1-2c. firmer, and will probably advance farther along with corn. We quote the following prices:

All on track Toronto.

Manitoba wheat, Northern No. 1	1 04
" " No. 2	1 00
" " No. 3	0 94
Red, per bushel, new	1 01
White " "	1 01
Barley " "	0 50 0 52
Oats " "	0 43 0 43½
Peas "	0 74 0 75
Buckwheat " nominal	0 63 0 64
Rye, per bushel, " "	0 71 0 73

Flour—The flour trade is quiet and without special feature for the week; the advance in wheat has, however, had the effect of lending additional firmness to the market. In cereal circles American millers will probably advance their prices in the near future, owing to the high price and firm situation in oats and corn. Quotations are as follows:

Manitoba wheat patents, per bbl. in bags	5 20 5 50
Strong bakers " "	5 00 5 20
Ontario wheat patents " "	4 80 4 90
Straight roller " "	4 75 4 80

Breakfast Foods—Trade is quiet, and quotations unchanged for the week. We quote as follows:

Oatmeal, standard and granulated, carlots, on track, per bbl	4 90
Rolled wheat in boxes, 100 lbs	2 90
" " 50 lbs	1 50
Rolled oats, standard, carlots, per bbl., in bags	4 35
" " " " " in wood	4 60
" " " " for broken lots	4 60
Rolled wheat, per 100-lb. bbl	3 00
Cornmeal	3 35
Split peas	5 00
Pot barley, in bags	4 00
" in wood	4 25

Hides, Tallow, Skins and Wool—Unwashed wool is more plentiful than a week ago. Wool-washed fleece is quoted this week at 20 to 22c. Hides are quiet, with receipts barely enough to

"Condor" Ceylon Black Tea in Lead Packages

MADAM HUOT'S COFFEE

"Condor" Japan and Black Tea, Baking Powder, Mustard, Vinegar.



1-lb. tins, 31c.
2 " " 60c.

Pure, rich, delicious.

I am so convinced of the superiority of **Madam Huot's Coffee** that I offer to send you one case of it, either 36 x 1-lb. tins, or 15 x 2-lb. tins, freight paid, and if not satisfactory I am willing to take it back, at my expense, after trial.

If Anxious to Give Your Customers the Best Try This.

The Customs authorities are now refusing the entry into Canada to all low-grade teas, without consideration to quality; this will make stocks of this class more valuable, and they will all soon be up to 12½c.

Now is Your Chance to Buy at the Lowest

I offer for immediate shipment:

33 H/Chests Japan Tea, at . . . . . **10c.**
632 H/Chests attractive Japan Teas, both in cup and style, at . . **11½c.**
All Teas which have cost from 15 to 16½c. to import.
250 H/Chests nice Large Leaf Siftings, at . . . . . **5c.**
1167 Catties last New Crop Gunpowders, at . . . . . **9** to **10½c.**
166 H/Chests Moyune Yg. Hyson, from . . . . . **10** to **12½c.**
578 Catties Ping Suey Yg. Hyson, from . . . . . **9** to **10½c.**

Just in:

212 Catties fine, well-rolled Imperial Gunpowder, at . . . . . **17½c.**
53 H/Chests Japan Tea, a bargain, at. . . . . **15c.**

Ask for Samples. It pays.

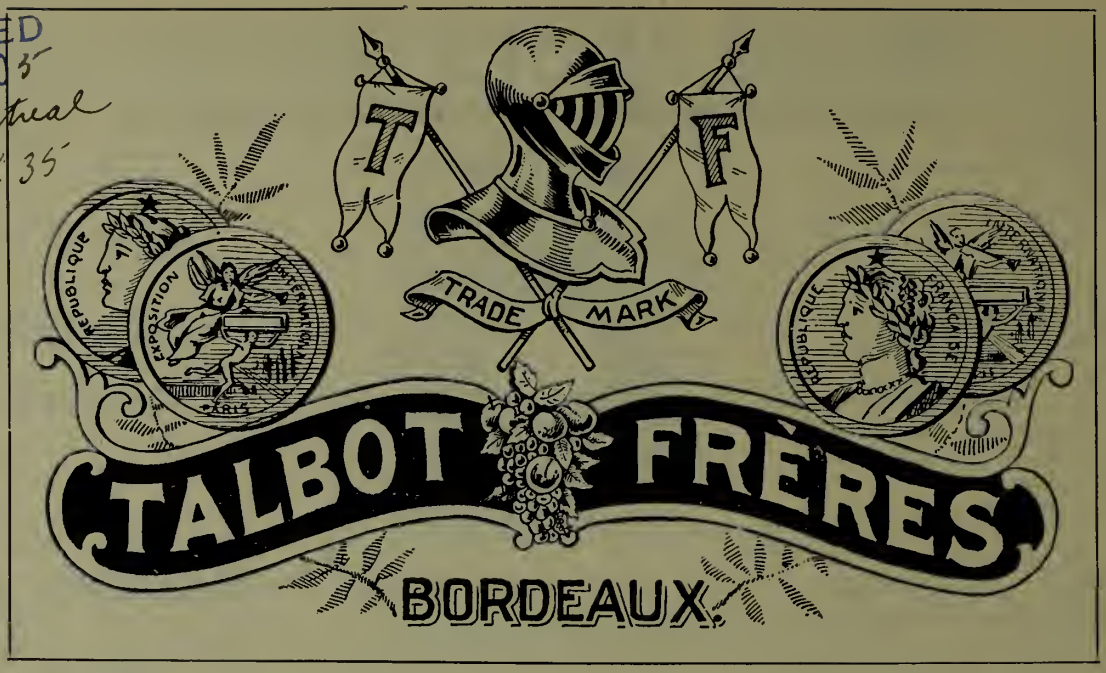
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Coffees—Mocha, Java, Maracaibo, Rio, Santos, Costa Rica, etc. We are direct importers, and can always quote special values.

Teas—Japan, Congou, Indian, Ceylon, Oolongs, Ping Suey, Gunpowder, China Greens (wholesale only).

Dried and Evaporated Fruits—Valencia Raisins, Seedless Raisins, Currants, Figs, Etc. (Wholesale only)

Corks and Capsules—Machine and Hand Cut. All Sizes cut to Order. Brewers' Supplies.

Spices—A heavy part of our business, and constantly growing. Exceptional values in Baking Powder, Cream Tartar, Borax, Bicarb. Soda, and all kinds Spices, whole or ground.

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meet the demand. We quote the following prices:

Hides, No. 1 green steers, per lb		0 09
" " 2 " " "		0 08
" No. 1 green, per lb		0 08½
" " 2 " "		0 07½
Country hides, flats, per lb	0 07½	0 07¾
Calf skins, No. 1, selected		0 11
" " No. 2		0 09
Deacons (dairies), each		0 80
Sheep skins		1 25½
Rendered tallow, per lb	0 04	0 04
Unwashed wool, new clip, per lb	0 13	0 14
Pulled wools, super, per lb	0 21	0 23
" " extra "	0 22	0 24
Wool-washed fleece	0 20	0 22

N. S. Markets.

Halifax, N.S., May 22, 1905.

VERY little change is reported in the grocery trade. Dealers report business as fairly good, but not as brisk as they would like it. The effects of the hard Winter are still being felt, and it will be some time before money is put in freer circulation. The market is well supplied with fruits and green stuff, and the demand is good. Collections are only fair, but the dealers are not complaining in this respect, as they are fully acquainted with the existing conditions in the country.

Sugar—The sugar market is attracting more than usual attention at the present time, as prices keep coming downward. Another decline of twenty cents went into effect last week, making a decline of fifty cents in three weeks, and sixty cents since February 1. This total decline of a little more than half a cent per pound has not as yet resulted in any lower price in the retail market. This is due principally to the large holdings in the hands of these dealers. When sugar was advancing and the price promised to go still higher the retailers stored large stocks, and as a consequence, they cannot afford to reduce the price until their present holdings are disposed of. The result is that the consumer is obliged to pay more than the article is worth. The prices quoted here follow:

Cut loaf (50 lb. boxes)	6 00
" (in barrels)	5 80
" (half barrels)	5 90
XXX granulated	5 25
Austrian granulated	5 15
Bright yellow	5 05
No. 1 yellow	4 75

Molasses—The market remains pretty steady, and prices are unchanged from last quotations. It is stated here that the unusually heavy importations made by Newfoundland this year are responsible for the high prices in Barbadoes. Since the opening of the season eighteen cargoes have been entered at St. John's, and ten more are expected at that port. Two cargoes arrived here last week. The brigantine Sceptre, from Trinidad, brought 231 puncheons, 48 tierces and 24 barrels. The schooner Edith, from Barbadoes, landed 445 puncheons, 99 hogsheads and 44 barrels.

Eggs and Butter—The general tone of the market is firm. Receipts of eggs here last week were rather light, and with good buying demand the price stiffened. P.E. Island stock is quoted at 14 1-2c. and Nova Scotia at 15 to 15 1-2c. One dealer here who had a large order to fill was obliged to pay 14 3-4c. on the Island. The butter market is strong, and no perceptible drop in prices is expected before the middle of June. Choice dairy butter is very scarce, and the market is almost bare of small tubs. Creamery prints are unchanged at 25 cents for Nova Scotia make, and there is only a moderate supply arriving. Creamery in boxes is selling at 22 cents and dairy rolls at 20 to 21c. In Prince Edward Island the prices for fresh butter are 23 to 25c.

Flour—The market shows little change during the week, and prices are practically the same. Prices remain steady with the demand quiet. There is no immediate prospect of a change, but of course from now on to the harvest the chances are in favor of rather higher prices.

Fish—The prices of dry and picked fish are steady. There is only a moderate demand for fish at the present time. The market is well supplied with fresh cod, haddock, shad, halibut, trout, salmon and lobsters. Cod and haddock are selling at three cents per pound, and shad and halibut at eight cents per pound. Some large catches of lobsters have been made at points along

the coast, and as a result the market has become a little easier. They are now selling at one dollar per dozen retail.

Potatoes and Oats—The demand for Prince Edward Island potatoes and oats is good, and some heavy shipments are being made. The steamer Campana, which sailed last week for Montreal, took among other cargo from Prince Edward Island 700 bags of potatoes, 225 cases of lobsters, 75 cases of eggs and 50 bags of oats. The Cacouna, from Montreal for St. John's, Newfoundland, which called at Summerside, took 2,000 bags of oats, 1,000 bags of potatoes, 120 bags of turnips and 130 head of cattle. One commission house at Summerside made a shipment last week of 3,000 bushels of potatoes to Ottawa. On the Island oats are quoted 55 to 60c., potatoes 20 to 25c., eggs 13 to 14c., butter, creamery, 23 to 25c., and tubs 20 to 22c.

Tea—Edward S. Stewart, of Calcutta, India, who represents a large tea house there, was a visitor to Halifax last week. He claims that Indian teas are supplanting to a very large extent the teas grown in China and Ceylon. In India the teas are manufactured entirely by machinery after they are grown in the usual way and the leaves plucked by natives. He thinks that the teas grown in India have better keeping qualities than those of Ceylon. Mr. Stewart says the crop for this year will not be ready for market until about the middle of June. The indications are that the crop will be a large one. Mr. Stewart remarked that it might be of interest to Canadian readers to learn that rubber trees were being planted in large numbers on the lower elevations of the tea gardens in Ceylon. If the venture proves profitable the production of tea will no doubt be materially lessened.

MANITOBA MARKETS.

Special Report from the Winnipeg Office of THE CANADIAN GROCER.

Quotations corrected by telegraph up to 12 a.m. Thursday, May 25th, 1905.

IN all branches of the wholesale grocery trade there is considerable activity, and the movement of goods has been heavy. The heavy rains in the early part of the month have been followed by warm weather, and the conditions are considered most favorable for a heavy crop. The optimistic feeling caused by the bright outlook for the season's crop has had its effect on business and all branches are feeling a new impetus.

Price changes are few. Interest still centres in the falling sugar market. At time of writing there has been no further reduction since the decline to $5.90 for Montreal granulated, noted last issue in our "Last Minute Manitoba Markets." However, further declines are looked for, and the trade are buying only for the immediate requirements of their customers. The Manitoba Canning Co. are placing through the jobbing trade a high-grade line of canned meats, quotations of which will be found below. It is now reported that the California crop of prunes will be less than half the normal crop, and that it will run to large sizes. The small sizes will be scarce and expensive.

Sugar—A falling sugar market is the most interesting item in the wholesale grocery market. A decline to $5.90 in Winnipeg for Montreal granulated in barrels was noted last week in our "Last Minute Manitoba Markets," and at time of writing there has been no further reduction. However, it seems evident that the market has at last taken a decided downward turn and the trade are well advised in buying sparingly while values are apt to shrink. We quote:

Montreal granulated, in bbls	5 90
" " in sacks	5 85
" yellow, in bbls	5 40
" " in sacks	5 35
Wallaceburg, in bbls	5 80
" in sacks	5 75
Icing sugar in bbls	6 50
" " in boxes	6 70
" " in small quantities	7 10
Powdered sugar, in bbls	6 30
" " in boxes	6 50
" " in small quantities	6 75
Lump, hard, in bbls	6 60
" " in ½-bbls	6 70
" " in 100-lb cases	6 60

Canned Goods—As mentioned above, the Manitoba Canning Co. are placing through the jobbers a high-grade line of canned chicken and corned beef, quotations of which are given below. We quote:

Apples, 3's, 2 doz. cases, per case	2 15	2 20
Cherries, red pitted, 2's, 2 doz.		4 40
Currants, red, 2 doz. cases, per case		3 35
" black, " "		3 75
Gooseberries, " "		3 50
Lawtonberries, 2's, " "		3 35
Pears (Bartletts), " "		3 50
Peaches, 2's, " "		3 75
" 3's, " "		3 75
Raspberries, red, " "		2 90
" black, " "		3 00
Strawberries, " "		3 50
Plums, Lombard, 2 doz. per case		2 35
" green gages, 2 doz. case, percase		2 50
Pineapples, 2's, sliced, 2 doz. cases, per case		4 25
" 2's, whole, " " "		3 75
" 2½'s, whole, " " "		4 50
" 2's, grated, " " "		4 50
Tomatoes, 3's, per 2 doz. cases		2 85
Corn, 2's " "		2 50
Peas, 2's " "		1 90
Beans, 2's " "	1 90	1 95
Salmon, finest sockeye, per case		7 00
" humpback, "		3 75
" cohoes, "		5 25
Boneless chicken, lb. tins, per doz		3 25
" turkey " "		3 25
" ducks " "		3 25
Canned chicken (Man. Can. Co.) per doz		3 25
" turkey " "		3 25
Corned beef " 2's "		2 75
" " 1's "		1 55

Spices—The spice market is quiet, awaiting the arrival of new goods. We quote:

Pepper, black, per lb	0 20
" white, "	0 28
Cayenne, "	0 21
Cloves, ground "	0 25
Cassia, "	0 18
Allspice, "	0 14
Ginger, "	0 18
Cloves, whole	0 25

Rice, Tapioca, Etc.—Prices continue as follows:

Rangoon rice, per lb	0 03¾ 0 03¾
Patna " "	0 04¼
Tapioca, per lb	0 03¼
Sago, "	0 03¼

Pot and Pearl Barley—Prices continue as follows:

Pot barley, per sack	2 45
Pearl barley, per half sack (49 lbs)	1 70
" " sack	3 40

Syrups and Molasses—There have been no further declines in syrups, and we quote again as last week:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 10
" " 5-lb tins, per 1 "	2 40
" " 10-lb tins, per ½ "	2 25
" " 20-lb tins, per ¼ "	2 15
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
"Kairomel" syrup, 2-lb. tins, per 2 doz. case	2 20
" " 5-lb. " " "	2 65
" " 10-lb. " " "	2 40
" " 20- b. " " "	2 45
Barbadoes molasses in ½-bbls. per lb	0 04
New Orleans molasses in ½-bbls, per lb	0 02½
" " in barrels	0 02½
Porto Rico molasses in ½-bbls., per bbl	0 04½

Coffee—While there has been no actual advance in Rios on the local market, the conditions are such that higher prices may be expected soon unless there is a change. We quote:

Green Rio, per lb	0 10½ 0 1 ½
Roasted, per lb	0 13

Cocoa and Chocolate—The price of Baker's chocolate in 1-2-lb packages is 37c., and 1-4 and 1-2-lb. packages of cocoa are sold at 42c. per lb.

Jam—Upton's jam is quoted at 50c. per pail in Winnipeg. The Brandon price is 52c., the price in Calgary and Lethbridge 57c., and the Edmonton price, 60c.

Nuts—Quotations are:

Almonds, per lb	0 12½
" (shelled), per lb	0 28
Filberts	0 11
Peanuts,	0 11½
Jumbos	0 14
Walnut, per lb	0 12
" (shelled) "	0 25
Pecans, per lb	0 15 0 16
Brazils, per lb	0 16

Foreign Dried Fruits—It is now reported that the California crop of prunes will be less than half the usual size, and that the fruit will run to large sizes. The smaller sizes will be scarce and expensive. Local quotations are still as follows:

Valencia raisins, Trenor's, per case f.o.s	2 00
" selects	2 20
" layers	2 25
California raisins, muscatels, 3 crown, per lb	0 06½
" " " 4 "	0 07½
" " choice seeded in ½-lb packages per package	0 06¾
" " choice seeded in 1-lb packages per package	0 08 0 08½
" " fancy seeded, 1-lb. packages, per package	0 09½
Prunes, 90-100 per lb	0 04½
" 80-90 "	0 04¾
" 70-80 "	0 05½
" 60-70 "	0 05½
" 50-60 "	0 06
" 40-50 "	0 07½
" silver "	0 08½
Currants, uncleaned, loose pack, per lb	0 05½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 06½
" Vostizzas, uncleaned	0 06½
Hallowee dates, new per lb	0 05½
Figs, cooking in bags, per lb	0 03½ 0 04
Apricots, choice (present delivery), in 25-lb. boxes, per lb	0 13½
Apricots standard (present delivery), in 25-lb. boxes, per lb	0 12½
Apricots, choice (July delivery), in 25-lb. boxes, per lb	0 10½ 0 11
Apricots, standard (July delivery), in 25-lb. boxes, per lb	0 10 0 10½
Peaches, choice, " "	0 12½
" standard " "	0 12
Pears, (choice halves) " "	0 12½
Nectarines, choice " "	0 11
Plums, choice (dark pitted) per lb	0 10½
Candied Peel—Lemon peel, per lb	0 09
Orange "	0 09½
Citron "	0 14

Evaporated Apples—Prices are firm. We quote again as follows:

Evaporated apples (new), 50-lb. cases	0 07½
" " 25-lb. cases	0 08

Beans—Hand-picked beans are quoted at $2.10 to $2.15 per bushel, and the ordinary grade at $2.

This will interest you.

We have the exclusive selling rights of the new

"PERFECTION" BROOM





1. – It costs no more than the ordinary broom.
2. — It will not, like the ordinary broom, work loose at the shoulder. Look at the cut. You see how rigidity is secured by the handle and crosswire.
3. — It will last longer and give more satisfaction than any other broom on the market.

PRICES, 3 STRING $2.30, 4 STRING $2.75

For a limited time we will prepay freight on sample orders for these brooms to the extent of 30 cents per hundred and you may return the goods at our expense if not satisfactory.

LIND, KERRIGAN & CO.

Wholesale Grocers, - London, Ont.



There's a Reason

why the people use

LIPTON'S JAMS

They want the quality.

There's a Reason

why you should sell

LIPTON'S JAMS

You want the profits.

Order from your Jobber.

General Agent for Canada:

JASON S. CREED

Halifax, N.S. Montreal

By giving people what they want, grocers secure the kind of trade that comes back again and again, bringing other trade with it.

When a Starch like

CELLULOID STARCH

Never Sticks—Needs No Cooking

is advertised to consumers in the right way and has unique and indisputable advantages over other laundry starches, its steady demand and sale are assured.

It is the only cold-water starch on the market. The superiority of a starch that can be used without boiling, cooking or mussing, appeals irresistibly to the better class of your trade, while one trial is sure to demonstrate that its gloss is more radiant than from any other starch.

Starch is not a high-priced commodity, anyway, and your trade is more concerned about quality than price.

Can you afford to be out of stock of a starch of proven demand and merit like CELLULOID ?

THE BRANTFORD STARCH WORKS, LIMITED

BRANTFORD, :: :: :: CANADA

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S

Cream Soda Biscuits

McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

EVERYBODY LIKES

Clark's Beefsteak and Onions

They retail at 20c. a tin.
Profit for you 33⅓ per cent.

This line is a ready seller, and, considering the present high price of beef, is remarkably cheap.

G·F·
SUTTON
SONS & Co's
WORCESTERSHIRE
SAUCE
·A I QUALITY

SHAKE THE BOTTLE.
WORCESTERSHIRE SAUCE
SIXTEEN PRIZE MEDALS
FOR ROAST MEAT, STEAKS, CUTLETS, CHOPS, FISH, CURRIES, GRAVIES, GAME & SOUP.
Possessing a peculiar piquancy & flavour the superiority of which is more generally useful than any other sauce.
MANUFACTURED BY
G·F·SUTTON, SONS & Co
Osborne Works, Kings Cross, LONDON.
SIXTEEN PRIZE MEDALS AWARDED
FACSIMILE OF LABEL.

SAMPLES AND TERMS FREE FOR ASKING

WALTER THOMSON & SON

LIMITED

Manufacturers and Dealers

Rolled Oats *Pot Barley*
Oatmeals *Grain*
Split Peas *All Cereals*
and Hay

Domestic and Export. Correspondence Invited.

MILLS

London, Seaforth and Mitchell, Ontario

Butter Tubs—Quoted as follows:

Tubs, wooden hoops, 2 in nest, per nest	0 45
" " 3 " "	0 73
" wire hoops, 2 " "	0 63
" " 3 " "	1 00

Fish—Business is fairly active. We quote:

Lake Superior trout	0 10
Gold eyes	0 03
Blue fish	0 18
Mackerel	0 15
Red snapper	0 15
B.C. salmon	0 14½
Halibut	0 11
Flounders	0 06
"Halifax" brand salt cod, fish cakes 24-1's	0 11
"Acadia" " " " 20-1's	0 09
"Bluenose" " " " 20-1's	0 07
"Acadia" " " 2-lb. boxes	0 09
" " " 4-lb. "	0 09
" " shredded, 24 cartons, per bx.	2 00
" " bulk, in 15-lb. boxs.	0 08
Large Labrador and Nfld salt herrings per 100 lb.	5 00
" " " per 20-lb. pail.	1 20
Salt mackerel, in 20 or 30-lb. pails	0 12½
Finnanhaddie, in 15 or 30-lb. boxes	0 08
Smoked halibut strips	0 11
Kippered gold eyes, per doz	0 45
Yarmouth bloaters, 60 in box, per box	1 75
Lobsters, fresh boiled, per lb	0 25
Caviar, extra, small jars, per jar	0 40
Frog legs, 6 doz. in box, per doz	0 40

Breakfast Cereals—No change since the recent advance. We quote:

Rolled Oats, 80-lb. sacks, per cwt	2 10
40-lb. " "	2 15
20-lb. " "	2 20
8-lb. " "	2 50
Cornmeal, in sacks, per cwt	1 65
" in ½ sacks, "	1 70

Buckwheat Flour—Price is $1.70 per half sack.

Maple Products—New maple syrup from Sutton, Quebec, in 5-gallon tins, is selling at $5. Sugar in quarter and half-pound cakes is selling at $3 per 25-lb. box.

Honey—Prices are as follows:

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, 8 in case, per tin	1 00
" " 60-lb tins, per lb	0 07
Fancy comb honey, 2 doz. to the case, per doz.	2 50
" " " per case,	4 75

Eggs—Jobbers are paying 13 cents per dozen for eggs delivered in Winnipeg, and from 11 1-2 to 12 cents at country points.

N. B. Markets.

St. John, N.B., May 23, 1905.

BUSINESS is fair, with a better outlook than a few weeks ago. Then it was feared, owing to lack of water, a very small part of the logs would be got out, but rains have caused quite a rise in the river and the situation is brighter. The cut this year has not been large. Prices, however, are fair. This means a great deal to the entire province. There is no lack of work here for every one who wants it, as very extensive works are being carried on in the improvement of our water supply. There are not enough laborers here to supply the demand. When the work is completed our water supply will be second to none.

Our retail clerks are very anxious over the question of the half-holiday. There seems little chance of the retail grocers enjoying it. The hardwaremen will no doubt succeed, and perhaps a few others. The large dry goods houses would fall in line, but the trouble is with the smaller stores. The whole-

sale grocers and some others have the half-holiday all the year.

Oil—In burning oil prices remain unchanged at the low figures which have now ruled for some time. Lubricating oils have had a large sale. At first the saw mills were inclined to buy lightly, fearing the logs would not be got out. There is little doubt now, however, but that the larger part of the cut will be brought to the mills. In paint oils, both linseeds and turpentine are rather higher.

Salt—In Liverpool coarse and factory-filled salt quite a quantity was landed ex the Manchester steamer arriving last week. There is a fair sale reported at full figures. The opening of the dairy season has led to increased sale of Canadian bulk salt in barrels.

Canned Goods—In corn and tomatoes prices are firm at full figures. The importing of American is all that prevents a further advance, and that market is firmer. Peas are plentiful. In fruits there is no change. Salmon are quite a full stock. Lobsters are again higher this year, and the sale is light. Oysters are very firm. Meats are unchanged. In domestic fish new haddies are offered. Prices are rather higher. Scallops are very light pack. Clams are quite firm. Season for packing sardines is just opening. Kippered herring are unchanged.

Dried Fruit—This is always a quiet line at this season. Currants which have a steady demand are very low. Seeded raisins, which are also fair sellers, are low. Other grades of raisins are rather firmer. In prunes a fair demand. While prices are low, it is hard to renew stocks of small sizes. The outlook for the Fall is for higher prices, particularly for 90-100s. A few evaporated apricots and peaches sold, but prices are too high. Spot dates are rather firmer. Figs are dull. In citron the report favors full figures. Evaporated apples have but a fair sale. Onions are rather higher. Quality of Egyptians received this year is but fair. This has also been the case with Bermudas.

Sugar—With a further decline last week in price, meaning 60c. from the highest point, this line has less interest than was the case in the Winter. It has also affected sales. While present price is thought to be still quite high, a firmer feeling in the States has somewhat helped the situation.

Molasses—This is a line of interest. So far the situation has been quite strong. Barbadoes is in light supply. Porto Rico holds quite firm, and is being freely sold. While it is yet early, the tendency is to full figures.

Fish—Never has there been such a season. Codfish are very scarce. Owing to light sales, prices are rather easier. There are practically no pollock. Pickled herring are exceedingly scarce, and full prices are asked. Smoked herring are still low. In fresh fish supplies light. Gaspereaux are so far a failure. Shad, which should be

"TANGLEFOOT" Sticky Fly Paper



Is really the only device known that will catch and hold both the fly and the germ and coat them over with a varnish from which they cannot escape, preventing their reaching your person or food.

"Tanglefoot" is Sanitary

Ask for "Tanglefoot"

Profit? Over 120 per cent. to you.

KEEP WELL TO THE FRONT

and please your customers by selling them

SAN-TOY STARCH

The immensely increased demand for this popular brand is a sure indication of its superior merit.

J. H. MAIDEN

Agent, MONTREAL

GENUINE

PRATTS ASTRAL LAMP OIL

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY.

THE QUEEN CITY OIL COMPANY, Limited

TORONTO, ONT.

The GRAY, YOUNG & SPARLING CO., Limited

Salt Manufacturers

Granted the highest awards in competition with other makes.

WINGHAM

Established 1871

POULTRY, FISH



GAME AND OYSTERS.

259 PORTAGE AVE.

Any quantity of fish shipped.

ADDRESS—Mail P. O. Box 791, WINNIPEG, Man.

BUY

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them.



All Grocers Should Stock

THE STAVANGER PRESERVING CO'Y'S

Crossed Fish Brand

Norwegian

Smoked Sardines

Selected Fish—Pure Olive Oil—Patent Decorated Tins

AGENTS FOR CANADA

British Manfrs. Agency Co., - - Vancouver, B.C.

"BEAVER BRAND"—(Registered)

CELEBRATED PRESERVED

EGGS

"GLYCERINES"



Original Patentees of the Glycerine Process

D. D. WILSON & CO.

EGG AND APPLE EXPORTERS

SEAFORTH, CANADA

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages etc.

YEARLY CONTRACT RATES.

100	words	each	insertion, 1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10 00

SITUATIONS VACANT.

WANTED—First-class clerk for country general store, duties to commence June 1st or soon after, must have had experience. Apply, stating salary, references, etc., Box 246, CANADIAN GROCER, Toronto. (21)

BUSINESS CHANCES.

ESTABLISHED BUSINESS—Largely groceries; small stock; big turnover; best town; speak quick. Box 590, Peterboro. (21)

FOR SALE.

GENERAL STOCK—Located in best wheat district in Manitoba; stock $9,000; easy payments to right party; five elevators in town; good reason for selling. Apply Box 28, Crandall, Man. (22)

ESTABLISHED grocery and fruit business, high-class trade, situated prominent corner, stock invoice price, executors would prefer dispose property to close estate, exceptional opportunity step into best stand in Toronto. M. J. Mallaney, 75 Yonge, Toronto. (f)

FIRST-CLASS confectionery and fruit store, pool room in connection, doing good business, established twenty-three years. Apply to Sam. Cullis, Bruce Mines, Ont.

SITUATION WANTED.

EXPERIENCED traveler seeks position, groceries or grocer's sundries preferred. Box 251, CANADIAN GROCER, Toronto. (22)

WANTED.

A GOOD second-hand dryer for fertilizing purposes, reliable make. When offering, state capacity and size. Reply to Joseph O'Mara, Palmerston, Ont. (11)

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

now quite freely offered, are not to be had. While season is early there are a few salmon.

Flour, Feed and Meal—In flour, prices this week have remained unchanged at the low figures quoted. There is just fair business. Feed continues quite firm. It is said increased western demand is the reason. The fattening of cattle seems to demand it. Oats and oatmeal have just a fair sale, and prices are unchanged. Beans, while showing some range in prices, are firmer. Sales are very dull. Cornmeal is unchanged. In seeds, season is getting late. This is the first year for a long time when fine imported clovers were lower than Canadian seeds.

Green Fruits—Trade active. Oranges, Californias, which have been chiefly sold, are easier. Some Mediterranean fruit offers and prices are high. Lemons are firmer. Pines are but fair sellers and full prices are asked. Bananas rule hardly as low as earlier. Strawberries are of but fair quality. All green stuffs are lower.

MORE PROFIT FOR RETAILER.

In connection with the report of the annual meeting of the Ontario Wholesale Grocers' Guild in last week's Grocer, the following statement was made: "the manufacturer turns out an article which he decides should retail at 10c. per dozen, whereas the retailer should get at least 20c." The impression The Grocer intended to convey was merely that the Guild were in favor of insisting upon the manufacturer allowing the retailer a fair margin of profit and that the latter had a genuine grievance at the present time owing to the fact that he was forced to handle certain lines of goods on which the retail price was named but the margin of profit wholly out of proportion to the expense of handling the goods.

PERSONAL MENTION.

Mr. J. B. Browne, formerly in the grocery business in Hamilton, is dead.

Mr. Wallace Anderson, of Anderson & Powis, Toronto, is in Montreal and Quebec this week.

Mr. Miles, of United Factories, Toronto, was a visitor to Montreal during the past week.

Mr. G. B. Smith, Stratford, was in Toronto this week calling upon the wholesale grocery trade.

Two large importers of Canadian produce, Messrs. E. Beer and C. Prince, of London, Eng., are on a visit to Canada.

Mr. Sam. Johnston, who has for many years been in the grocery business in Sudbury, has sold out to Fenson & McDonell. Mr. Fenson will move his fine stock into the Johnston premises, which are second to none in that prosperous mining town.

Quebec has a progressive, energetic and aggressive commission broker in the person of J. P. Thomas. Mr. Thomas at the present time has several good agencies and is in a position to successfully represent a few more first-class houses in his district.

Mr. R. H. Turver, head bookkeeper in the Toronto office of the Natural Food Co., has been promoted to the position of assistant sales and traffic manager in the head office of the firm at Niagara Falls. He leaves to assume his new duties next week.

W. H. Millman & Sons have been appointed agents for Toronto and vicinity for Evans, Coleman & Evans, Vancouver, one of the largest salmon concerns at the coast. They will have all kinds to offer, sockeye, red spring, cohoes and humpbacks.

Mr. Archibald Wilson, of Hamilton, has just returned from a business trip east as far as Montreal and Quebec, and reports that the grocery trade is taking an increased interest in Wilson's fly pads each year. Practically all the leading wholesale grocers now handle them.

Mr. Geo. Dalidet, of Geo. Dalidet & Co., Bordeaux, France, and Mr. R. U. Delepenha, New York, were callers upon the grocery jobbing trade last week. Dalidet & Co are packers of fine French conserves, alimentary pastes, ets. Mr. Laflamme, of Rose & Laflamme, who are the local representatives, introduced the visitors to the trade.

Mr. W. H. Halford, manager of S. H. Ewing & Son's tea department, Montreal, spent a few days among the trade in Quebec City last week and reports trade conditions fairly good. Jobbers there report satisfactory business from country points. Low-grade gunpowders, pin heads, mediums, with a few Ceylon greens and Paklings in boxes were principally called for.

HINTS TO BUYERS.

Up to May 20, the increase in the output of Wilson's fly pads over last season is just 80 per cent.

The Distributors' Co., Toronto, are in receipt of one car each of Mexican and Californian late Valencia oranges.

Attention of buyers is called to Mr. E. D. Marceau's special offers in teas.

The Dawson Commission Co., Toronto, report the arrival of three cars navel oranges, one car pines and one car tomatoes this week.

The figures given in the "Salada" advertisement are most striking.

Lind, Kerrigan & Co., London, are making a very attractive offer to the trade in brooms.

Mr. H. Gilbert Nobbs, Canadian representative of Holbrook's Limited, has returned to Toronto from sampling the trade in London and Hamilton; he reports very satisfactory business.

SHIPS APPLES.

D. Cantelon, apple exporter, Clinton, Ontario, reports having shipped 15,000 barrels to Manitoba and the Northwest the last season and an equal number abroad. Mr. Cantelon also ships to the Lower Provinces.

OF INTEREST TO PORK PACKERS.

An inquiry has been received from a London, Eng., firm desirous of entering into negotiations with Canadian dealers in pork and pork offal, including kidneys, plucks, tongues, etc. Any wishing fuller information may procure the same by communicating with the Toronto office of The Canadian Grocer.

The Canadian Grocer

PUBLISHED EVERY FRIDAY SINCE 1886

MONTREAL TORONTO WINNIPEG

The CANADIAN GROCER is the only paper in Canada exclusively devoted to the grocery and allied trades.

It covers the field like a blanket from Halifax to Vancouver, from the small store at the country cross roads to the finest shops in the big cities.

NINETY PER CENT. of the Groceries, Produce and Provisions, Canned Goods, Flour and Meals, Fruit, Fish, Tobaccos and Cigars, Wines and Liquors, and other food-stuffs bought in Canada are handled in stores where THE CANADIAN GROCER is read regularly.

EVERY READER IS A BUYER.

TO REACH THE TRADE IN CANADA

in any of the above lines

ADVERTISE IN THE CANADIAN GROCER

For rates address Advertising Manager, Montreal, Toronto, Winnipeg, Canada; or 88 Fleet St., London, England.

ONE DOLLAR

4 SHILLINGS

That is all it will cost to receive this paper every week until January 1, 1906. If you are at all interested in this line of trade you couldn't spend a dollar to better advantage. This includes the Special Fall Number of **THE CANADIAN GROCER**, which will surpass all former issues—which means a lot. The Grocer is a regular mine of information on all subjects relating to the grocery, provision and foodstuff business, and it would pay you to peruse its columns each issue. Hadn't you better send in your order now, so you won't miss a copy? Nothing is repeated in future issues, and each issue contains something of special value.

Address The Canadian Grocer

MONTREAL, TORONTO, CANADA; and 88 Fleet St., E.C., LONDON, ENG.

D. RATTRAY & SONS

Import and Export

Commission Merchants

QUEBEC MONTREAL OTTAWA

REPRESENTING:

ARMOUR & CO., Chicago
PACKING HOUSE PRODUCTS

ARMOUR LIMITED, Toronto
PACKERS AND PRESERVERS

DA COSTA & CO., Barbadoes
SUGAR AND MOLASSES

J. WALKER & CO., Greenock, Scot.
REFINED SUGARS

JOSE RIERA, Denia, Spain
VALENCIA RAISINS, ETC.

JUAN LLOPIS, Reus, Spain
TARRAGONA ALMONDS

A. T. ZINI, Patras, Greece
CURRANTS, ETC.

AG. RUSSO & FIGLI, Catania, Sicily
SICILIAN PRODUCE

IMPORTERS OF

Linseed, Cod-liver, Seal, Whale, Cod and Porpoise Oils; Pickled Fish

EXPORTERS OF

Maple Sugar, Canada Fir Balsam, Senega Root, Pickled Fish

SUGGESTIONS FOR DEALERS.

IT is hardly a question any more whether it is an advantage or a disadvantage for the dealer always to have on hand facilities for the consumer to test his wares. Every one knows that to initiate such facilities is an expense, and that there are always "beats," no matter in what community, who are as quick to take advantage of taking a "free" sip of tea or coffee as of anything else that is "free." Nor can the dealer afford to deny any such, even though he knows they are imposing upon him. Notwithstanding all this, there is no advertising which he could adopt which for the returns would not cost him very much more.

The dealer who has instituted facilities for sampling his teas and coffees will find it a wise plan to always have a sufficient number of "cosies" on hand. These keep the coffee or tea-pot hot for hours. It is almost unnecessary to state how essential it is for the tea and coffee man to keep his store up to the very highest standard of cleanliness. One little hint in line with the foregoing. Many dealers expose samples of their coffees and teas on little saucers on the counter. Few of them cover these. Although, perhaps, there may be no great danger that they will attract germs, it would certainly look better for the dealer to cover the saucers with glass bells. It would indicate that he is scrupulous for the health and well-being of his customers, and would inspire them with a faith and confidence in him which could not fail to be of advantage.

ADULTERATION OF PEPPER.

The analysts of the Inland Revenue Department, Ottawa, have recently concluded an examination of samples of pepper offered for sale throughout Canada. The results show adulteration to an extent that the Minister cannot allow to continue. An analysis was made last Summer of pepper samples, which showed the most flagrant violations of the Pure Food Act. The trade was then given fair notice of the Department's intention to enforce a compliance with the statute. Evidently no heed has been paid to the warning, so it looks as though stern measures will have to be taken to remedy the conditions now prevailing.

THE GROCER'S INFLUENCE ABROAD.

That The Canadian Grocer is not without honor abroad as well as at home was instanced in a striking manner lately. In March last reference was made in a small paragraph to an illustrated catalogue issued by Crosse & Blackwell, London. A few days ago, Mr. Colson, of C. E. Colson & Sons, Canadian representatives of Crosse & Blackwell, favored The Grocer with a copy of a letter which his principals received recently from Lutey Bros., wholesale and retail grocers, Butte, Montana. The letter speaks for itself and is a tangible evidence of how every paragraph and statement is studied by readers of The Grocer. It also speaks well for the up-to-date, alive and watchful firm across the line. The letter is reproduced as follows:

Crosse & Blackwell:

"Gentlemen,—We noticed in The Canadian Grocer that you have just issued a most attractive catalogue, and would be pleased to have you send us a copy.

"Thanking you in advance, we are,

"Yours truly,

"Lutey Bros.

"Butte, Montana, Mar. 24, 1905."

DISASTROUS FROSTS.

Two heavy frosts in the Niagara district during the week have practically wiped out the growing tomato crop. Great damage has also been done to strawberries, a great many of the earlier varieties being killed. As far as can be learned, other fruit is not much harmed as it is not far enough advanced.

FINE CHEWING GUMS

RETURNED MAY 27 1905

To Cream and Book 35 Page 44 10

Catalogue Sent on Application

Large Variety of Goods

Correspondence Invited



Special Attention Given To Export Lines.

C. R. SOMERVILLE, - - LONDON, CAN.

FINANCE

THE Penny Bank, which was opened in Toronto in April, is an interesting institution. Its object is to encourage a spirit of thrift among school children. Educators never tire of telling how powerful are the habits of the child in moulding his future career. The habit of saving, which is developed in the child by opening a bank account, should be of inestimable value in later life. The name of "Penny" is justified by the fact that deposits as low as 2c. are received. No director or anyone associated in the work, can receive anything for his services. Only those in the actual employment are paid, so that the object of those interested in the bank is entirely philanthropic.

* * *

There are thirty-four chartered banks in Canada. The total authorized capital is $100,546,666. The paid-up capital is $81,431,491, and the reserve fund $54,711,209. The notes in circulation amount to $58,828,919.

* * *

A new fire insurance company has been incorporated in Canada, under the title of the Richmond and Drummond Fire Insurance Co. It is intended to begin operations with a subscribed capital of $250,000, 25 per cent. paid up. A further call of 5 per cent. will be made annually for the next three years, making 40 per cent. in all, or $100,000 cash capital.

* * *

The conditions in Chicago might serve as an object lesson not only to civic authorities but to the corporations who control the public utilities. By inefficient service and excessive rates, a company which has a monopoly may increase its dividends for a few years. But the public will not put up with these injustices indefinitely. An upheavel is bound to come sooner or later, and the corporations will be only subserving their own best interests when they recognize this and commence giving a fair service. The organization of independent telephone companies, and the taking over of franchises by municipalities, are outward evidences of the same condition. The public has become tired of being held up by these monopolies.

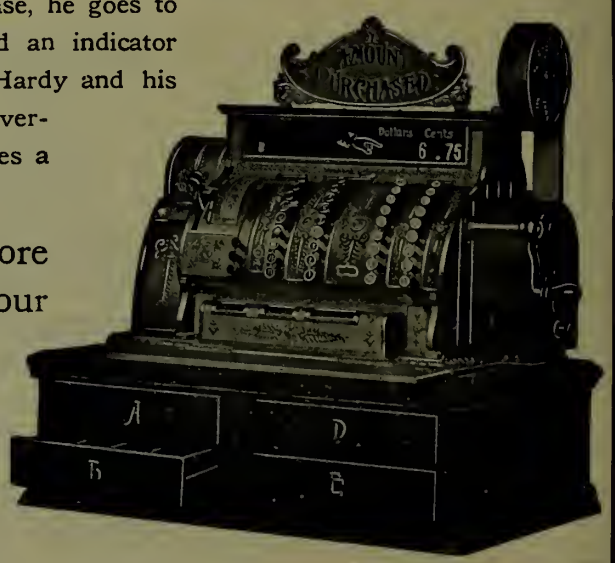
* * *

The probability of a serious loss by fire is materially reduced, and fire insurance rates are favorably affected, if the insured maintains a reliable private fire alarm system. In certain classes of buildings as large factories, hotels, public institutions where large numbers of inmates are housed, theatres, etc., the necessity for the installation of every type of apparatus, automatic or manual, which tends to hasten the turning in of fire alarms needs no emphasis. Alertness in the detection of fire outbreaks may save thousands of dollars' worth of property and perhaps human lives as well.

A customer who always pays cash for her purchases gave the following reason for preferring to trade with a merchant who uses a National Cash Register:

"I trade with Mr. Hardy because mistakes are seldom made in handling cash purchases. When I make a purchase a National Cash Register shows me the amount I have paid for the article and I know it is correct.

"If I hand a clerk a dollar to pay for a 25-cent purchase, he goes to the cash register in order to make change. A bell rings and an indicator shows that the amount of my purchase was 25 cents. Mr. Hardy and his clerks handle all cash sales in the same way. I am never overcharged. It is a pleasure to trade with a merchant who uses a complete system."



With a National Cash Register in your store you are equipped to handle the business of your customers to their perfect satisfaction.

A National Cash Register pays for itself in the time we give you for payment.

Let our representative call and explain our system to you.

Cut off here and mail to us today

NATIONAL CASH REGISTER COMPANY, DAYTON, OHIO

I own a_____. Please explain to me what kind of a register is best suited for my business.

This does not obligate me to buy.

_____ *Name*

_____ *Address*

_____ *No. Clerks*

At a meeting of the board of directors of the Bank of Toronto, held last week, Mr. W. H. Beatty, the vice-president, was elected president, to fill the vacancy caused by the death of Mr. George Gooderham, and Mr. W. G. Gooderham was elected vice-president. Mr. Albert E. Gooderham was also elected a member of the board. Mr. Beatty has been a director of the bank since 1882. He was one of the charter members of the Gooderham & Worts Co. He is senior partner in the law firm of Beatty, Blackstock, Riddell & Chadwick.

* * *

The application at Ottawa for incorporation of a new bank, with head office at Toronto, has excited little interest in financial circles. The granting of a charter does not necessarily mean organization and operation. It has been reported that opposition would develop to further granting of bank charters, it being argued that the interests of the present banks, as well as the public good, would be best conserved by increase in capital of present institutions rather than organization of new banks. There are now some bank charters in existence which have not been acted on.

WESTERN ASSURANCE COMPANY. Incorporated 1851

FIRE AND MARINE

Head Office Toronto, Ont.

Capital - $1,500,000.00
Assets, over - - 3,300,000.00
Annual Income - 3,890,000.00

HON. GEO. A. COX, President.
J. J. KENNY, Vice-President and Man. Director.
C. C. FOSTER, Secretary.

THE CANADIAN BANK OF COMMERCE

Paid-up Capital, - - $8,700,000
Rest, - - - - - $3,500,000

HEAD OFFICE: TORONTO, CANADA

HON. GEO. A. COX, Pres. B. E. WALKER, General-Manager.

LONDON, ENG., 60 Lombard St., E.C. S. Cameron Alexander, Manager.
NEW YORK, N.Y., 16 Exchange Place, Wm. Gray and H. B. Walker, Agents.

TRAVELLERS' LETTERS OF CREDIT

The Travellers' Letters of Credit issued by this Bank are a great convenience to Travellers. They are available in all parts of the world, and the holder is enabled, without risk or difficulty, to obtain such sums as he requires at any point in his journey.

BANK MONEY ORDERS

AT THE FOLLOWING RATES:

$5 and under ..... 3 cents
Over $5 and not exceeding $10..... 6 cents
" 10 " " 30.....10 cents
" 30 " " 50... ..15 cents

These Orders are **Payable at Par** at any office in **Canada** of a **Chartered Bank** (Yukon excepted), and at the principal banking points in the **United States.**

Negotiable at a fixed rate at The Canadian Bank of Commerce, London, Eng.

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life ASSOCIATION.

W. H. BEATTY, PRESIDENT.
W. C. MACDONALD, ACTUARY. J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

CAPITAL PAID UP, - - $1,000,000.
RESERVE FUND, - - 1,000,000

THE METROPOLITAN BANK.

DIRECTORS
R. H. WARDEN, D.D., President S. J. MOORE, Esq., Vice-President
D. E. THOMSON, Esq., K.C. His Honor W. MORTIMER CLARK, K.C
THOS. BRADSHAW, Esq. JOHN FIRSTBROOK, Esq.

HEAD OFFICE, - TORONTO.
W. D. ROSS, GENERAL MANAGER.

GENERAL BANKING BUSINESS TRANSACTED

SAVINGS DEPARTMENT at all Branches.
ACCOUNTS SOLICITED
Drafts Bought and Sold.
Letters of Credit Issued.

BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, $850,000.00.
TOTAL ASSETS, $2,043,678.59.
LOSSES PAID SINCE ORGANIZATION, $25,868,544.80.

HEAD OFFICE, - BRITISH AMERICA BUILDING, Cor. Front and Scott Sts., Toronto.

HON. GEO. A. COX, President. J. J. KENNY, Vice-President and Managing Director
P. H. SIMS, Secretary.

"DON'T PAY FREIGHT ON WATER"

MERCHANTS OF CANADA—Has it ever struck you how much money you pay out for freight on **water** that you buy in your

VINEGAR?

GERMAN CONCENTRATED GRAPE WINE VINEGAR is imported direct from the celebrated Rhine Wine District of Germany. Recommended by the highest medical authorities of Europe. Requires merely the addition of pure water—ready in two minutes.

Costs less than any Canadian Vinegar and quality is superior.



1—This is an absolutely pure product of Grapes, made in the famous Rhine Wine district of Germany.

2—It contains no Alcohol, consequently will not form the very objectionable vinegar eels, or "mother"

3—Being put up in concentrated form, **no freight** is required to be **paid on Water** and **heavy barrels.**

4—When diluted according to directions it is cheaper than other Vinegars.

5—For **pickling purposes** it is unequalled as it makes the pickles firm, and imparts a delicious flavor.

The foregoing are a few of the leading advantages of using Grape Wine Vinegar. A trial will be a revelation to you.

Put up in Demijohns of $4\frac{1}{6}$ Imperial Gallons and 2 1-12 Imperial Gallons.

IN USE FROM HALIFAX TO DAWSON CITY
AGENTS WANTED IN MANITOBA, NORTHWEST AND BRITISH COLUMBIA.

For particulars address—P.O. Box 2179, Montreal,
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Laporte, Martin & Cie., Wholesale Grocers, Montreal.

Made in Canada

These words are the key to the success that every true Canadian heartily desires for this fair Canada of ours!

Why should we buy goods of any description that are made in a foreign country? The making of foreign goods does not give employment to our artisans. It does not retain money in this country.

Why use Foreign Salt? We have CANADIAN SALT that is superior to any foreign salt that is made.

Why not help build up Canada by using

Canadian Salt

and thereby employ Canadian labor, Canadian works, and Canadian capital?

Demand of your wholesale grocer Canadian Salt, and if he does not keep it write to us for prices and samples.

ADDRESS

THE DOMINION SALT AGENCY

LONDON, ONT.

Telephone No. 1971

Offices: 2nd FLOOR MERCHANTS' BANK BUILDING. Entrance on Queen's Avenue.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.

The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

May 25, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—	
Bee" brand, 48 5c. pkgs., per case	$1 75
" " 27 10c. pkgs, "	2 00
" " 10 25c. pkgs, "	1 75
Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
3 doz.	12-oz.	3 40
½ doz.	2½lb.	10 50
¼ doz.	5lb.	19 75

JERSEY CREAM BAKING POWDER.

¼ Size, 5 doz. in case	$0 40
½ " 4 " "	0 75
¾ " 3 " "	1 25
1 " 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case.	78

Freight paid, 5 p.c. 30 days.

MAGIC BAKING POWDER.



Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ¼ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ¼ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

"BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	$3 50
" " 36 10 "	4 00
" " 24 16 "	4 50
"Beaver" brand, 24-16 pkgs.	4 80



EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10



J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 16½c

"Sapphire" 14-lb. boxes, ¼ lb. pkgs. per lb.....12½c

"Union"—14-lb. boxes, assorted 1 & ½-lb. pkgs., per lb..... 10c

Black Lead.

Reckitt's, per box	$1 15

Box contains either 1 gross, 1 oz. size; ¼ gross, 2 oz., or ½ gross, 4 oz.



JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 60 pkgs.	2 25
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 45
" 5-doz. 10c. "	0 90

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	0 18½

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 55
Chocolate—	per lb
Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Japans Congous Ceylons

We have special values in Japans, Congous and Ceylon Greens, at less than import prices.

If you are open to buy, don't fail to write for samples and prices--All lines are in buyer's favor.

SAMPLES ON APPLICATION

JAMES RUTHERFORD & CO.

27 St. Sacrament St. - - MONTREAL

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ¼-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb tins,	4½ doz. to case		per doz.,	$ .90
1 "	¼ "	"	"	2.40
½ "	2 "	"	"	4.75
1 "	1 "	"	"	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.



	Per lb.
Elite, ¼'s	$0 30
Prepared cocoa, ¼'s to ½'s	0 28
Mott's breakfast cocoa, ¼'s	0 38
" " " ½'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ¼'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Sweet chocola e liquors..20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Aanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb, tins.	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44

Sweet chocolate powder—

6-lb. boxes, 12 boxes in case, ½-lb. tins..32c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 34c.

Premium chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs..33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..35o.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs..35c.

Medallion sweet chocolate—

3-lb. bxs., 24 bxs. in case, ½-lb. pkgs...44o.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..44c.

Milk chocolate—

3-lb. bxs., 24 bxs. in case, ½-lb. pkgs ... 35o.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..35o.

Vanilla sweet chocolate—

3-lb. bxs. 24 bxs., in case, ½-lb. pkgs..32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..32c.

Tid-Bit chocolate—

6-lb. bxs., 12 bxs. n case, ½-lb. pkgs..30c.
12-lb. bxs., 6 bxs. in case, ½-lb pkgs..30c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs..23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs 23c.

Condensed Milk.

"Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20





TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60





Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70
"Beaver" coffee, 24-1 lb. pkgs	4 80
"Sun" brand, 25 and 50 lb. tins—	
Gem, roasted or ground	0 30
Extra, " "	0 26
Fine " "	0 22
Fancy " "	0 18
"Beaver" (ground only compound)	0 15

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1?

JAMES TURNER & CO.	Per lb
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.	Per lb
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 60
100 lb. delivered in Ontario and Quebec.	
Rio No. I	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	1? 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

RECKITT'S BLUE and ZEBRA PASTE {Always gives your Customers Satisfaction.

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For Retailing

By JOHN H. BLAKE

PART I.

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Tea from Leaf to Cup.
The Tea Marts of the Orient.

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275 pp.; Cloth

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In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

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Oakville, Ont.

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250 " 12.00
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1,000 " 40.00

Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

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McLAREN'S

COOK'S FRIEND BAKING POWDER.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

The Best Grocers make a point of keeping it always in Stock.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beaucbemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3	cents each
5 00 books	4	"
10 00 "	5½	"
15 00 "	6½	"
20 00 "	7½	"
25 00 "	8	"
50 00 "	12	"

Cleaner.

BRUNSWICK'S EASY BRIGHT — INSTANTANEOUS CLEANER — CLEANS EVERYTHING.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents
The Davidson & Hay, Limited, Toronto

Fly Pads.

WILSON'S "FLY PAD" POISON REGISTERED

Wilson's Fly Pads, in boxes of fifty 10 cent packets, $3 per box, or three boxes for $8.40.

Food.

Robinson's patent barley	½-lb. tins	$1 2 5
" " "	1-lb. tins	2 2 5
" " groats	½-lb. tins	1 2 5
" " "	1-lb. tins	2 2 5

	Per doz.
Robinson's patent barley, 5 doz., at..	$ 1 40
" " 1 doz., at..	1 45

Jams and Jellies.

SOUTHWELL'S GOODS.

Frank Magor & Co., Agents.

	Per doz
Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 06½
7 and 14-lb. wood pails, per lb.	0 06½
30-lb. wood pails "	0 06½
Pure Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate, per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz.	$ 3 60
3 cases "	3 50
5 cases or more	3 40

Mince Meat.

Wetbey's condensed, per gross net	$12 00
per case of doz. net	3 00

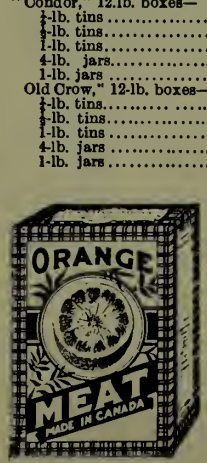
Mustard.

COLMAN'S OR KEEN'S.

D.S.F.,	-lb. tins per doz.	$ 1 40
"	½-lb. tins "	2 50
	1-lb. tins "	5 00
Durham	4-lb. jar per jar.	0 75
"	1-lb. jar "	0 25
F. D.,	½-lb. tins per doz.	0 85
"	½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins per lb.	$ 0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars per jar	0 70
1-lb. jars "	0 25



Orange Meat.

Cases, 36 15c. packages... $4.50
5 case lots.... 4.40 (Freigbt paid.)
Cases, 20 25c. packages... 4.10
5 case lots.... 4.10 (Freigbt paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand	1-lb. glass	$1 50
" "	quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Pickles

STEPHENS'.

A. P. Tippett & Co., Agents.

Cement stoppers (pints) per doz.	$ 2 30
Corked " "	

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case) $1 45

Soda.

COW BRAND.



Case of 1-lb. contain ing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. con aining 96 pegs.), per box, $3 00.

MAGIC BRAND

	Per case
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND.

"Bee" brand, 8 oz., cases, 120 pkgs.	Per case
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	$2 75

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

MONTSERRAT

A Summer Money-maker

"Montserrat" Lime Juice is the big hot weather seller. It makes money for the grocer during the dullest months of the year. It creates its own demand. It sells itself.

A retailer who does not handle "Montserrat" loses money—because everybody knows that "Montserrat" is the purest, finest lime juice—and they want it.

Start with a trial dozen just to see how fast it goes, though most grocers buy it by the gross.

BABBITT'S.



Babbitt's "1776" 6-oz.pkgs.$3.50 per box. 5 boxes as freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, bxs each doz., $2 per box.

WM. H. DUNN AGENT.



CHASER SOAP.

case $2 40
Special quotations for quantities.

(Fairbank)

GOLD DUST WASHING POWDER.

24 25c. packages	$4 65
5 10c. "	3 90
100 5c. "	3 90
100 10c. cakes (Glycerine Tar Soap)	6 50
100 10c. cakes (Sanitary Soap)	6 50
100 5c. cakes (Fairy Soap)	3 90
100 5c. cakes (Capco Soap)	3 90
100 5c. cakes (Scouring Soap)	3 90
100 5c. bars (Santa Claus Soap)	3 90
100 5c. bars (Clairette Soap)	3 65
100 5c. bars (Mascot Soap)	3 45

The above quotations are all on 5-box lots. When one box of specialties is purchased with each five boxes of laundry soap the latter is reduced in price 10c. per box.
Freight prepaid.

Staroh.

EDWARDSBURG STAROH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 04½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
Bee "brand starch—	
" laundry, 64-12 oz. pkg. per case	$5 00
" 32-12 " per ½ "	2 50
" corn starch 40-16 oz. pkg. " "	3 00
"Sun" borated starch, 40-16 oz. pk. per case	3 00
" borated starch, 50 box. 100 lb. keg	0 06½
" laundry " 50 " " " "	0 05½
"Gem" " " 100 & 200 lb. kegs	0 05½

BRANTFORD STAROH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 04½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 06½

ST. LAWRENCE STAROH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 06½
Durham corn starch, 40 lb.	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 04½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½



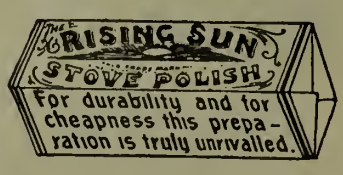
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

SAN TOY STAROH.

10c. pkges, cases 5 doz., per case.... 4 75

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



W. H. DUNN, AGENT.



Enameline No. 0 38 4, bxs., ea. 3 dz.	
Enameline No. 0 65 6, bxs., ea. 3 dz.	
Enameline liquid, bxs, ea. 0 80 3 doz.	
Blackene, 5-lb. 0 10 cans, per lb.	
Enameline stove dressing, per doz.	0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. In case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10
(10 and 20 lb. tins have wire handles.)	

SMALL'S BRAND—Standard.

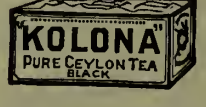
5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70



Teas.

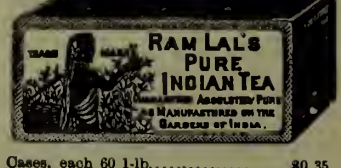
SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb. " "	0 20
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. }	0 35
" " 30 1-lb. }	
" " 120 ¼-lb.	0 36



LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 40
" III 80-lb. boxes	0 35
EMD AAA Japan, 40 lb " at	0 30
" AA " 40 "	0 27½
Blue Jay, basket fired Japan, 70 lbs.	0 27½
"Condor" IV 80-lb. "	0 30
" V 80-lb. "	0 26½
" XXXX 80-lb. boxes	0 22½
" XXXX 30-lb. "	0 23½
" XXX 80-lb. "	0 20
" XXX 30-lb. "	0 21
" XX 80-lb. "	0 18½
" XX 30-lb. "	0 19
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½
"Condor" Ceylon black tea in lead packets	
Green Label, ¼s, ½s and 1s, 60-lb. cases ..... retail	0 25 at 0 20
Grey Label, ¼s, ½s and 1s, 60-lb. cases ..... retail	0 30 at 0 23
Yellow Label, ½s and 1s, 60-lb. cases ..... retail	0 35 at 0 26
Blue Label, ¼s, ½s and 1s, 50-lb. cases ..... retail	0 40 at 0 30
Red Label, ¼s, ½s and 1s, 50-lb. cases ..... retail	0 50 at 0 34
White Label, ¼s, ½s and 1s, 50-lb. cases ..... retail	at 0 40
Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 ..... per lb.	0 35
No. 2 ..... "	0 30
No. 3 ..... "	0 25
No. 4 ..... "	0 20
No. 5 ..... "	0 17½

Tobaooo

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s	0 61
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

Vinegars.

E. D. MARCEAU, Montreal.

	Per gal
EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz	1 05
Jersey cream yeast cake, 2 doz.	1 00
Victoria " doz. 5c.	1 00
" " 3 doz. 10c.	1 80

CLASSIFIED LIST OF ADVERTISEMENTS.

Accountants and Auditors.
Hoskins, David, Toronto.
Jenkins & Hardy, Toronto and Montreal.

Art Signs.
Martell-Stewart Co., Montreal.

Baking Powder.
Gillett, E.W., Co., Toronto.
Greig, Robert, Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Lumsden Bros., Hamilton.
Maiden, J. H., Montreal.
McLaren's, W. D., Montreal.
Royal Baking Powder Co., New York.

Baskets.
Oakville Basket Co., Oakville, Ont.

Biscuits, Confectionery, Etc.
Bates Mfg. Co., Toronto.
Christie, Brown & Co., Toronto.
Cowan Co., Toronto.
Crown Manufacturing Co., Toronto.
Dunn, William H., Montreal.
Grierson, David & Co., Toronto.
Mackintosh, John, Halifax, Eng.
McLauchlan, Sons & Co., Owen Sound, Ont.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Rose & Laflamme, Montreal.
Stewart, A. J., & Co., Toronto.
Tippet, Arthur P., & Co., Montreal.

Blue and Black Lead.
Douglas, J. M., & Co., Montreal.
Oakey, John, & Sons, London, Eng.
Reckitt's—Gilmour Bros. & Co., Montreal.

Brooms and Brushes.
Major, S. J., Limited, Ottawa.
Nelson, H. W., & Co., Toronto
Lind, Kerrigan & Co., London, Ont.
Provost & Allard, Ottawa.
Taylor, Scott & Co., Toronto.

Business Envelopes.
Weese, G. A., & Son, Toronto.

Canned Goods.
Armour, Limited, Toronto.
Balfour & Co., Hamilton.
Belleville Canning Co., Belleville, Ont.
Bloomfield Packing Co., Bloomfield, Ont.
Canadian Canners, Limited, Hamilton.
Eckardt, H. P., and Co., Toronto.
Frankford Canning and Packing Co., Frankford, Ont.
Musson Wainwright Co. Hamilton, Bermuda.
Old Homestead Canning Co., Picton, Ont
Hudon, Hebert & Cie., Montreal.

Cans.
Acme Can Works, Montreal.

Cash Registers.
National Cash Register Co., Dayton, O.

Chewing Gum.
Somerville, C. R., London, Ont.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Canada Cigar Co., London, Ont.
Empire Tobacco Co., Montreal.
McAlpin Consumers Tobacco Co., Toronto
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Sherbrooke Cigar Co., Sherbrooke, Ont.
Tuckett, Geo. E., & Son Co., Hamilton
Clothes Lines and Twines.
Hamilton Cotton Co., Hamilton.

Cocoanut.
Downey, W. P., Montreal.
Greig, Robt., Co., Toronto.

Cocoas and Chocolates.
Canadian Swiss Trading Co., Montreal.
Cowan Co., Toronto.
Baker, Walter, & Co., Dorchester, Mass.
Epps, James, Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass
Mott, John P., & Co., Halifax, N.S.
Peters'—Lamont, Corliss & Co., Montreal.
Todhunter, Mitchell & Co., Toronto.
VanHouten's—J. L. Watt & Scott, Toronto

Computing Scales.
Dean & McLeod, Hamilton.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
St. Charles Condensing Co., Ingersoll.
Truro Condensed Milk and Canning Co., Truro, N.S.

Crockery, Glassware and Pottery.
Barnard & Holland, Montreal.
Campbell's Sons R., Hamilton, Ont.
Foster Pottery Co., Hamilton.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions
Armour, Limited, Toronto.
Bates Mfg. Co., Toronto.
Callender, Andrew, & Co., Liverpool, Eng.
Clark, Wm., Montreal.
Duering, H. B., Waterloo, Ont.
Fearman, F. W., Co., Hamilton.
Ingersoll Packing Co., Ingersoll, Ont.
Jones, Marshall, Rutherford Co., Montreal.
MacLaren, A. F., Imperial Cheese Co., Toronto.
Matthews, Geo. Co., Peterboro', Ont
McLean, J. A., Produce Co., Toronto.
Moore, J. D. Co., St. Marys, Ont.
Park, Blackwell Co., Toronto.
Petrolia Packing Co., Petrolia, Ont.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.
St. Marys Creamery Co., St. Mary's, Ont.
Whyte Packing Co., Stratford, Ont.
Wilson, D. D. & Co., Seaforth, Ont.

Egg Openers.
Horton, Fred. N., Ingersoll, Ont.

Financial Institutions & Insurance
Bradstreet Co.
British America Ass. Co., Toronto.
Canadian Bank of Commerce, Toronto.
Confederation Life, Toronto.
Metropolitan Bank, Toronto.
Western Assurance Co., Toronto.

Fish.
Anderson, W. A., Vancouver, B.C.
Bickle, John W., & Greening, Hamilton.
Black Bros. & Co., Halifax.
Eckardt, H. P., & Co., Toronto.
James, F. T., Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Northrup & Co., St. John, N.B.
Robertson, Geo., & Son, Kingston, Ont.
Sovereign & Lynx Brands.
Stavauger Preserving Co., Toronto and Vancouver.
Tippet, A. P., & Co., Montreal.
Todd, J. H., & Son, Victoria, B.C.
Winnipeg Fish Co., Winnipeg, Man.
White & Co., Toronto.

Fly Pads and Paper.
Kay Bros., Limited, Stockport. Eng.
Thum, O. & W., Co., Grand Rapids, Mich.
Wilson, Archdale, Hamilton, Ont.

Foreign Importers.
Beer, I., & Sons, London, Eng.
Biermann, E., & Co., Cardiff, Wales.
Bowyer T. B., & Co., London, Eng.
Boyd, Thos., & Co., Liverpool, Eng.
Campbell, Key & Longley, London, Eng.
Courtenay, J. & W. J., London, Eng.
Crichton, Alexander, Liverpool, Eng.
Doughty, A. C., & & Co., London, Eng.
Duffus, Alex. S., London, Eng.
Garwood, H. J., & Co., London, Eng.
Griffin & Culverwell, Bristol, Eng.
Hall, R. C., & Co., London, Eng.
Lethem, John, & Sons, Leith, Scotland.
Little, Geo., Manchester, Eng.
Luck, Burgoyne, London, Eng.
Marshall, James, Aberdeen, Scotland.
Mathie & McWilliam, Glasgow, Scot.
Meeker, George R., & Co., London, W.C.
Neubeck & Schipmann, Hamburg, Ger.
Parker-Eakins Co., Yarmouth, N.S.
Robinson, E., London, Eng.
Robinson, Scott & Co., London, Eng.
Salter & Stokes, London, Eng.
Scott, David, & Co., Liverpool, Eng.
Sowerbutts, A. E., & Co., London, Eng.
Stokes Bros., Exeter, Eng.
Tallis, Thos., & Co., Manchester, Eng.
Whiteley, Muir & Co., Liverpool, Eng.
Wickes, Hamilton, & Co., London, Eng.
Van Zwanenberg, J., London, Eng.

Fruits—Dried, Green, and Nuts.
Adamson, J. T., & Co., Montreal.
Canelon, D., Clifton.
Co-Operative Tropical Fruit Association, Philadelphia, Pa.
Cross, J. H., Montreal.
Dawson Commission Co., Toronto.
Distributors Co., Toronto.
Farrand, Edward, & Co., Manchester, Eng.
Finkle & Ackerman, Bowmanville, Ont.
Gibb, W. A., & Co., Hamilton.
Goodwillie's—Rose & Laflamme, Montreal.
James, F. T., Co., Toronto.
Lang, R. S., Exeter, Ont.
Leak J. W., Scarborough.
McMillan, John, Glasgow, Scotland.
McWilliam & Everist, Toronto.
Rattray, D., & Sons, Montreal.
Robinson, O. E., & Co., Ingersoll.
Rose & Laflamme, Montreal.
Stringer, W. B., & Co., Toronto.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.

Grain, Flours and Cereals.
Brampton Milling Co., Brampton, Ont.
Eby, Blain Co., Toronto.
Frontenac Cereal Co., Kingston.
Greig, Robt., Toronto.
Goldie Milling Co., Ayr, Ont.
Haines, P. & Son, Clarksburg, Ont.
Howland Bros., Kleinburg, Ont.
Kirouac, Nap. G. & Co., Quebec.
Lake Huron & Manitoba Milling Co., Goderich.
Leitch Bros., Oak Lake, Man.
McCann, Wm., & Co., Toronto.
McFall, A. A., Bolton, Ont.
Milne Bros., Markham, Ont.
Moore W. & Sons, Meaford, Ont.
Natural Food Co., Niagara Falls.
Noble, Robert, Norval, Ont.
Ogilvie Milling Co., Montreal.
Peterborough Cereal Co., Peterborough, Ont.
Paradis, C. A., Quebec, P.Q.
Plewes, Simon & Co., Creemore, Ont.
Quance Bros., Delhi, Ont.
Rust, Trowbridge & Co., Trowbridge, B.W.I.
Seaforth Milling Co., Seaforth, Ont.
Shirk & Snider, Bridgeport and Baden, Ont.
Tanguay, Geo., Quebec, P.Q.
Taylor, T. H., Co., Chatham, Ont.
Thompson, Walter & Son, London, Ont.
Wilson, James & Sons, Fergus, Ont.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Castle, F. J., Co., Ottawa.
Chaput, L., Fils & Cie., Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Foley, Lock & Larson, Winnipeg, Man.
Hudon, Hebert & Cie., Montreal.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Major, S. J., Limited, Ottawa.
Provost & Allard, Ottawa, Ont.
Sloan, John, & Co., Toronto.
Turner, James, & Co. Hamilton.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Grocers' Engineering Co., London, Eng.
Stewart, W. G., Ottawa.

Hides.
Page, C. S., Hyde Park, Vt.

House Insect Destroyer.
Common Sense Mfg. Co., Toronto.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fixtures, Trucks, Scoops, Scales, Etc.
Walker Pivoted Bin and Store Fixture Co., Toronto.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Herron, R., & Co., Montreal.
Imperial Extract Co., Toronto.
Liptons, Creed Jason S., Halifax, N.S.
Smith, E. D., Winona, Ont.
Southwell's—Frank Magor & Co., Montreal
Sutcliffe & Bingham, Montreal.
Upton, Thos., & Co., Hamilton.

Ledgers.
Crain, Rolla L. Co., Ottawa.

Legal Cards.
Atwater, Duclos & Chauvin, Montreal.
Beatty, Blackstock, Fasken, Riddell & Mabee, Toronto.
Irwin & Jones, Toronto and Weston, Ont.
McLean, Wm. A., Guelph, Ont.
Mewburn & Ambrose, Hamilton, Ont.
Tupper, Phippen & Tupper, Winnipeg.
Wilson, W. G., Napanee, Ont.

anufacturers' Agents, Brokers and Commission Merchants.
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Agostini, Leon & Co., Trinidad, B.W.I.
Balogna Lime Works Co., Barbadoes, B.W.I.
Cameron, J. McA., Vancouver, B. C.
Campbell & Co., Belfast, Ireland.
Carman, Joseph, Winnipeg, Man.
Cream, R. F. & Co., Quebec.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Durocher, A., Montreal.
Emond & Cote, Quebec.
Foley, Lock & Larson, Winnipeg, Man.
Gordon, Grant & Co., Trinidad, B.W.I.
Hughes, A. J., Montreal.
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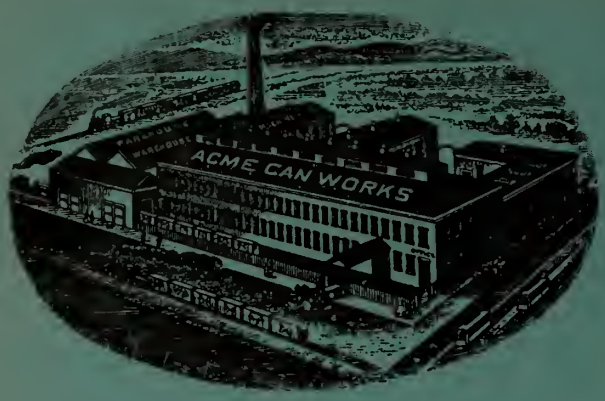


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Correspondence Solicited WINNIPEG, MAN.

JOSEPH CARMAN
Wholesale Grocery Broker and Manufacturers' Agent
Member Western Wholesale Brokers' Association
Union Bank Block, Rooms 722 and 723
Winnipeg, Man.
Open for good Canned Goods Agency
Correspondence Solicited

Stuart Watson
Manufacturers' Agent and Wholesale Commission Broker.
WINNIPEG, MAN.
Highest References. Correspondence Solicited

GEORGE ADAM & CO.
Wholesale Grocery Brokers and Commission Merchants,
WINNIPEG, - - MANITOBA.
The big crowd is heading for Western Canada. Get them buying *YOUR* goods. You can do so by corresponding with *US.*
Members Western Wholesale Brokers' Association,

EASTERN MANUFACTURERS
—AND—
SHIPPERS.
All EYES are turned on
MANITOBA AND THE WEST.
WE
Represent some of the leading houses in
CANADA and the U.S.
INCREASE YOUR TRADE. WRITE US.
NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

WE IMPORT
Canned Goods, Apples, Grain, Maple Syrup and all Canadian products.

WE EXPORT
English and Continental Groceries, Sweetmeats, Oils, Colours, Chemicals, etc.
Let us hear from you.

T. B. BOWYER & CO.
80a Fenchurch Street, London, Eng.

Anything That's HEINZ Is Safe To Buy.

Heinz Pure Food Products Stand All Tests

The grocer who puts on his shelves any one of Heinz 57 Varieties may rest perfectly sure that he has something which is pure and which will pass the pure food laws of any state.

Moreover, when the grocer sells Heinz products to his customers he guarantees them to suit the taste of everyone. If any one of Heinz Varieties fails to please we authorize the grocer to return the purchase price. *Ask us about our free Retailers' Advertising Service.*

H. J. HEINZ CO.
PITTSBURGH, - - U.S.A.

A Display of "STERLING" BRAND PICKLES AND RELISHES

whether on counter or window always attracts attention from customers.

There's a striking individuality in the manner in which these goods are done up.

Best of all, the goods themselves will stand all the prominence you give them.

Best Made Pickles from Canada's Greatest Pickle Factory

THE T. A. LYTLE CO., LIMITED
124-128 Richmond St. W.
TORONTO, CAN.

BY ROYAL APPOINTMENT

CEREBOS TABLE SALT

Used like Common Salt but contains the Vital Phosphates of Whole Wheat.

USED IN ALL THE ROYAL HOUSEHOLDS AND ALL THE BEST HOTELS AND FAMILIES IN EUROPE.

Sold wholesale by the following firms:

Quebec: Whitehead & Turner. **Montreal:** D. H. Rennoldson. **Ottawa:** H. M. Bate & Sons, Ltd. **Kingston:** Geo. Robertson & Son. **Toronto:** W. G. Patrick & Co. **Hamilton:** James Turner & Co. **Winnipeg.** The Kenneth Mackenzie Co. **Victoria:** R. P. Rithet & Co., Ltd. **Vancouver:** Kelly, Douglas & Co.

WHEN YOU WANT

SALT

OF ANY KIND, PLEASE WRITE

VERRET, STEWART & CO.

MONTREAL

Watch JAPAN TEAS,

study them in the interests of your customers as well as your own.

A drinker of **JAPAN TEAS** is not easily turned away from their use—for the simple reason that they are the **purest, cleanest, healthiest** and **most invigorating** teas made.

WATCH AND BUY

JAPAN TEAS

THE

"VAMPIRE" Spiral Flycatcher



5cts. each

Clears the house of flies

THE "Vampire" Spiral Fly-catcher consists of a small closely-wound Spiral, covered with a sticky material, and hermetically sealed in a short tube. By simply pulling out one end the Spiral is elongated and forms the most effective Fly-catcher known.

This article is a quick seller and carries a large profit. It is CLEAN, SIMPLE and EFFECTIVE. As a window show it draws crowds. No POISON. No LEAKAGE.

LABELS IN ENGLISH OR FRENCH

SEND FOR FREE SAMPLE

SOLE MAKERS:

KAY BROS., Ltd., Stockport, England

SOLE AGENTS FOR CANADA:

The LEEMING MILES CO., Limited, Montreal

SPECIAL OFFER

To Every Grocer in Canada.



SPECIAL OFFER!

2 Boxes Davis' Fly Felts—200	5c. packages retail for	$10.00
1 Box Davis' Fly Felts— 50	10c. packages retail for	5.00
1 Box Davis' Fly Felts— 10	10c. packages retail for	1.00
		$16.00

Price to Retailer, $6.00, net 60 days.

Please Note Profit of $10.00 on $6.00 Purchase of Fly Felts.

Davis' Fly Felts sold in all parts of Canada. Every package guaranteed effective. Attractively boxed. Sell themselves when displayed.

Order through your wholesale supplier. If they do not handle send order direct.

POWELL & DAVIS CO., - - CHATHAM, ONT.

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND"

MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.



ROSE & LAFLAMME, AGENTS, MONTREAL.

Flett's

Pickle Prosperity

Prosperity follows thrift. Be thrifty. Buy goods of high quality with a good profit and pickle prosperity will follow.

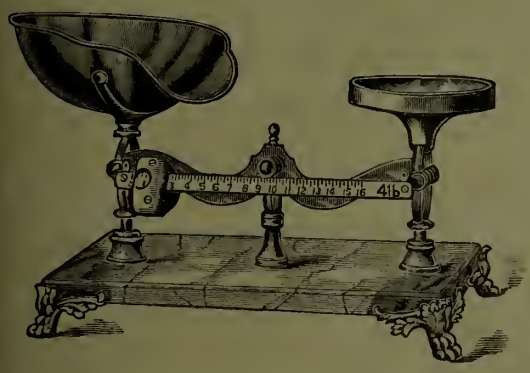
FLETT'S PICKLES

are known as pickles of quality.

ROSE & LAFLAMME

Agents, MONTREAL

MHS



Scales **Brass Scoops**
Steel Scoops **Candy Show Pans**
Glass Show Bottles
Peanut and Coffee Roasters
Peanut Warmers

SODA FOUNTAINS

Syrups and Fountain Requisites **Paper Julep Straws**
Bakers' and Confectioners' Supplies
Wire and Metal Furniture for Cafes, Etc.

FLETCHER MFG. Co.

Send for Catalogue

440 and 442 Yonge St., TORONTO

Country Trade

Many grocers find that their country trade has been the most difficult to win over to the use of

CEYLON TEAS

Accounted for possibly by the fact that conservatism stamps the country people in more marked fashion than it does the dwellers in towns and cities. But even this staunch, conservative trade is yielding to the situation, and Ceylon Teas with their strength, flavor and pre-eminent merit are winning the day.

Do not resist the movement.

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT



¼-lb. tins—3 doz. in case.

SOLD BY ALL JOBBERS

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

"QUEEN BRAND"

Our stock is rapidly disappearing, and we intend clearing out the balance this month. Before placing your order, write us for prices on Peas, Gallon Apples, Catsup and Raspberry Pulp in gallon tins.

IT IS WORTH YOUR WHILE TO DROP US A POSTAL.

BELLEVILLE CANNING COMPANY, - - - BELLEVILLE, ONT.

TRADE MARK
This design a guarantee of quality

GREY BREAD WRAPPER — A SPECIALTY

ALSO TASTELESS AND ODORLESS PARCHMENT PAPER FOR CAKE BAKING

SAMPLES AND PRICES WITH PLEASURE

CANADA PAPER CO.
TORONTO LIMITED MONTREAL

G·F· SUTTON SONS & Co's WORCESTERSHIRE SAUCE A1 QUALITY



SAMPLES AND TERMS FREE FOR ASKING

DO YOU REALIZE?

That Your customers require the HIGHEST quality at a reasonable price.

HOLBROOK'S WORCESTERSHIRE SAUCE

Is the Premier of the

Acknowledged Sauce World

25c. per Bottle.



25c. per Bottle.

Sample and prices from
H. GILBERT NOBBS, 496 Spadina Avenue, Toronto

Butchers, Merchants and Hide Buyers

Sbould write to OARROLL S. PAGE, Hyde Park, Vt., U.S.A., wbo wishes to purchase tbeir Hides, Calfskins, Sbeep Pelts, Tallow and Bones. He pays spot casb. He pays the freights. He pays full market values. He wlsbes to arrange witb some one in every village, wbere he bas no agent, to sell Poultry Supplies and to pick up for bim Hides, Oalfskins, Sheep Pelts, and Bones. He furnishes money with wbicb to buy and he keeps bis agents thoroughly posted at all times as to market values; write bim for full particulars.



The Nibble of a Mouse

will eventually consume the biggest cheese, and the loss of pennies, nickels, dimes and dollars, if it don't "hust" the biggest business, will reduce tbe profit to an alarming extent. And you're bound to lose more or less if you do a credit business, and depend on ledger balances taken from the day-book. Throw out your day-books and other time-wasting devices, and adopt the modern **Allison Coupon System.**

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK NO WRITING. NO TIME LOST. NO KICKING. There are otber Coupon Books, of course, but why not have the best? Let us send you a r ee sample.

For Sale In Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices throughout the Civilized World**

Executive Offices : Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying, and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

——OFFICES IN CANADA——

HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada Toronto.

THERE IS A TIME TO BUY GOODS

NOW IS THE TIME TO BUY TEAS

We have purchased and hold the largest stock of Teas we ever had. This is saying a good dea

WE HAVE A LARGE STOCK OF

Young Hysons, All Grades
Gunpowders, All Grades
Japans, All Grades
Points,

Ceylon Greens,
Ceylon Blacks,
Indian Greens,
Indian Blacks.

It will pay you to write us for samples. Quality and quotations will surprise you.

Lumsden Bros., - Hamilton, Ont.

40-OZ. OLIVES

Our travellers are carrying a 40-oz. Bottle of Olives put up by ROWAT & CO., Glasgow. This is one of the best selling lines we know of for the Summer Season.

TORONTO **JOHN SLOAN & CO.,** BELLEVILLE



A WALKER BIN INTERIOR

WALKER BIN FIXTURES

combine the greatest utility with an attractiveness that makes for business building.

They are labor saving and convenient to the user and they create an *impression* on the customer by their attractiveness and the cleanliness of their display.

They improve the character, quality and volume of business.

They pay for themselves quickly in increased sales.

WRITE FOR BOOKLET.

The Walker Pivoted Bin and Store Fixture Co.

HEAD OFFICE:
Board of Trade Bldg., - Toronto



A WALKER BIN COUNTER and WALL CASE

A GOOD FERTILIZER

for money—to make it grow successfully and steadily—is to give some attention to the cultivation of good side lines. One of the best and most indispensable to the public is

"MATHIEU'S" NERVINE POWDERS

During the hot season these Powders are in constant demand. They are known to the public as the most successful thing to take in all cases of Headache, Neuralgia and other Nerve Pains. **They do take them.** The grocer most in sympathy with his customers' desires and at the same time with an eye to his own profit, always has them in stock.

Let us send you a sample packet to use among your family and friends. You will then be able to recommend them more strongly.

MATHIEU'S SYRUP OF TAR AND COD LIVER OIL,

the great Cough and Cold Cure, never stops selling throughout the entire year. Experience teaches us that the wisest course is always to have it on hand ready for the demand that will come.

J. L. MATHIEU CO., SHERBROOKE.

GREIG'S

WHITE SWAN RENNET TABLETS

FOR MAKING

JUNKET

The most delicious hot-weather dish

Each tablet makes one pint of Junket. 24 tablets in a bottle. To retail at 10c.

3 Doz. in a Display Tray

THE ROBERT CREIG CO., LIMITED
White Swan Mills, - TORONTO

More Light-

That's what we all need. You'll get it by using "BON AMI"—the best window cleaner known.

HASN'T SCRATCHED YET

A Metal Polish and Glass Cleaner unequalled.

W. H. GILLARD & CO., HAMILTON

Wholesale Grocers, Tea and Coffee Importers.



THE GOLDEN MEAN

Avoid success. "Nothing too much," was the old Greek motto.

The science of modern Coffee blending consists in striking the golden mean, producing the very best effects. It requires the greatest study and ample experience to determine them.

When the accurate test is finally reached, the ideal Cup of Coffee is realized and the ***golden mean*** is attained

That is what rules in ***WOOD'S COFFEES*** and makes the saying true; that ***Wood's Coffees are the Best.***

CANADIAN FACTORY AND SALESROOM

428 ST. PAUL ST., -- MONTREAL.

To arrive ex. C.P.R. SS. "Lake Champlain"—

1695 CASES

Canned Goods

from Bordeaux, France, via Liverpool.

Ask for quotations on

Pineapples

(Canned and in Glass.)
(Bordeaux pack of Singapore fruit.)

Soap

from the celebrated manufacturers,

Anastay Freres & Cie.
(Savonneries Reunies).
Quality and prices unsurpassed.

All goods that I carry are from 10 per cent. to 25 per cent. lower than any legitimate house can offer.

WRITE ME FOR QUOTATIONS

J. H. CROSS

Direct Importer,

112 St. James St., : MONTREAL.

CANNED MEATS

Large Assortment

Lowest Prices

Picnic Season is at hand and these goods will be in demand. Have you a full stock? If not send us your sorting up order.

Prompt Shipment

WARREN BROS. & CO.

Wholesale Grocers

35 Front Street East, - TORONTO

QUEBEC LEGISLATURE TAXES FOREIGN TRAVELERS

HON. J. C. McCORKILL'S Act relating to the tax upon manufacturers' agents, brokers, and representatives of foreign firms doing business in the Province of Quebec, which was passed in the closing hours of session prorogued on Saturday, May 20, has caused no end of discussion and interest among the trade of Montreal. The imposition of the tax was viewed with particular alarm by the brokers and manufacturers' agents, and if the Act as it was first drawn and its provisions published, had been put into effect, the results would have been dire. In its amended state, and as it is explained by the provincial treasurer, it is more complacently accepted by the interests directly involved. The first reading imposed a tax of $300 upon all agencies and firms represented by the broker or agent. This naturally meant that where an agent represented say five agencies, it would impose a tax of $1,500 per annum; a figure which would practically kill the brokerage business in Montreal and the Province of Quebec. Protests were naturally sent in to the provincial treasurer by some of the leading brokers of Montreal, and the board of trade strongly protested against the imposition of such an unreasonable and unwarrantable tax upon an important branch of commerce. The provincial treasurer in replying to the board of trade's protest stated that: "It never was intended to place a tax upon resident manufacturers' agents, etc. It was by inadvertence that the law officer left out the word 'non-resident.' The law applies to non-resident commercial travelers representing foreign firms, who come to Canada, take orders for goods, and return home."

Applies to Non-Residents Only.

This explanation was somewhat more satisfactory, but still leaves the matter open to serious misconstruction and possible trouble. The provincial treasurer states that "the law only applies to non-resident commercial travelers representing foreign firms," etc. What is meant by "non-resident" is not quite clear. A traveler or agent whose office is in Toronto, Hamilton, or other western or eastern city, might be classed as a "non-resident" of the Province of Quebec, and consequently liable to the tax. It was with the view of securing the opinion of the trade interested that The Grocer interviewed some of the leading brokers identified with the grocery trade, and the opinions crystallized are practically the same, that the tax is unjust, the principle wrong, a hardship to the brokerage business, and practically a restraint of trade.

Mr. J. Alex. Gordon.

of J. Alex Gordon & Co., expressed himself as quite prepared to pay the present business tax of $50 imposed on all business houses, but thought the imposition of a tax of $300 a severe enactment. Mr. Gordon stated that as far as he had looked into the matter it was not meant to tax brokers or agents doing business at present in the city and province, and that investigation would develop the fact that it was only meant to apply to travelers from the United States, England, or continental countries who visit Canada, take orders, and return home, invoicing the goods direct. Any other interpretation and enforcement of the Act would mean the closing up of business of many foreign firms now working through local Canadian representatives.

Mr. D. Rattray.

of D. Rattray & Son, Montreal and Quebec, who represent a number of prominent foreign houses, stated that while he had been aware of the passage of the Act he had not looked into the case. He thought the tax an unnecessary one as far as local houses were concerned. He could understand foreign travelers, making periodical trips through Canada, being compelled to contribute something for the privilege of competing against local interests, though he was personally opposed to the principle of trade restrictions of this character.

Mr. A. Wills.

one of Montreal's oldest and best known brokers, who represents English, United States, and other foreign firms, said:

"I have looked into this matter, and from the first I was firmly convinced that there was some mistake in the published reports of the intent of the Act, and it develops from latest news that my surmises were correct. The Act is only intended to apply to such firms as are not represented by local firms or agents."

"Do you believe in the imposition of this tax upon even outside or foreign travelers?" Mr. Wills was asked.

"No, sir! Emphatically I do not. I am in favor of free business transactions not only between our several provinces, but also between Canada and other countries. I am of the old school of unrestricted business. If an American or other foreign firm sends its travelers into Montreal and gets business from the jobber, even against my own representation and work, why so much the better for the other fellow. And what about the jobber? Why should he not be put into a position to buy goods from my competitor? No, sir, I do not believe in taxing business transactions, and all such taxes are iniquitous in principle."

Mr. John H. Magor.

of Frank Magor & Co., St. Paul street, Montreal, said: "As I have read the Act it does not apply to us at all; it only applies to travelers coming in from foreign countries and soliciting business, then shipping and invoicing the goods from their own countries. I do not approve of the tax in any way."

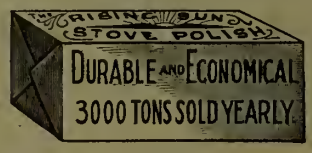
Mr. W. H. Dunn.

"If the law is intended to apply to firms I represent it would be an injustice, but that is clearly not the case. If it were, as I represent some twenty different firms, I would be compelled to drop some of them, as the tax of $300 could not be borne by many of them according to the volume of business as yet obtained. I do not believe in taxing trade between our own provinces, as is being done by some of them now. It is not carrying out the idea of confederation, and certainly not in keeping with modern commercial principles. It will be found that the Act does not apply to local or provincial agents, but is aimed against foreign firms who now come or send their travelers here and do business direct. In a measure it will tend to increase the number of agencies in this city, as those American or other foreign firms who now visit Canada, and particularly this province, will be obliged, if they value their business here, to appoint local agents, and so do away with the paying of the tax."

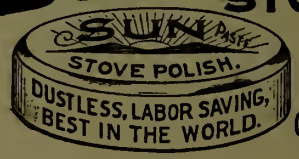
Mr. S. W. Ewing.

of S. H. Ewing & Sons, was decidedly against the idea of taxing local representatives of foreign firms, though some features of the Act might prove a benefit. "It would," Mr. Ewing stated, "have the effect of keeping out some undesirable competition from the other side. Take the case of a glut in the market to the south of us, with prices abnormally below market value, Am-

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE.



SUN PASTE STOVE POLISH IN TINS



GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers ; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

erican travelers visit this market with their panicky prices, take orders, and return home after upsetting normal and logical conditions of our markets here. If they desire, after the passage of this Act, to unload on this market, they would have to do so through local brokers and agents, or hy correspondence."

Mr. H. W. Wadsworth.

seeretary Dominion Travelers' Association, was of the opinion that it was a good thing for our Canadian agents representing foreign houses. "If these foreign agents eannot afford to pay the tax they will be forced to hire a representative here. and in this way our own travelers and agents will get the business. Restrictions of trade between the provinces of the Dominion is not desirable, and is a principle of taxation not within the Spirit of the Aet of Confederation."

Mr. Arch. Snowdon.

of Snowdon, Forbes & Co., remarked that the principle was wrong : "If the other fellow can sell more goods than I can, or that we Canadians ean, that shows him to he the better man, and he should not be restricted or handicapped. We are quite able to hold our own, and do not ask to have the other fellow tied up. I don't helieve in this principle of restriction."

It is clearly the idea of the author of the Act, aside from the necessity of raising funds for Government purposes, to cause foreign firms freely trading in this province to do the business through local agents, and it is thought that those foreign houses now doing husiness here directly through their own travelers will be anxious to retain their hold on this market, and not ohject to the payment of the tax. The question naturally suggests itself : "Who in the end pays the tax ?" That long-suffering individual, the consumer, for if the tax is imposed on the foreign house it will naturally he added to the cost of the goods—the jobber will get it out of the retailer, and the retailer out of his customers—so in the end the people, the great public, will have to shoulder another tax—though an indirect one.

IMPORTS OF TEA INTO U.S.

The following figures represent importations of tea into the United States from all countries during the last three years. The consumption of tea per head averaged about 1.29 lbs. for 1904, and for 1901 about .94 lbs. Owing to the disturbance of trade through the abolition of the duty, the years 1902-03 are unreliable in forming an estimate of the progress of consumption:

	1904. lbs.	1903. lbs.	1902. lbs.
From China	46,076,300	43,952,000	60,837,300
" Japan	42,762,400	43,491,100	34,578,300
" East Indies	7,886,000	6,540,700	5,761,700
" United Kingdom	7,226,000	6,190,800	5,264,800
" Brit. N. America	2,197,300	2,341,800	1,824,300
" Other Countries	643,000	566,800	434,100
	106,791,000	103,083,700	108,750,500

SUGAR INDUSTRY FOR WHITBY.

THE municipal by-law granting $25,000 honus to the Keystone Sugar Co., Whitby, was confirmed last week, and the establishment of a large beet sugar industry at Whithy is now practically assured. Financial arrangements have also been completed and the selection of a site and bids for tenders will be made immediately. Under the agreement with the town at least $500,000 is to be expended in the construction of the factory and its equipment with the most modern sugar-making machinery. Sugar is to be manufactured from heets at the rate of 500 tons a day before the bonus is payable.

It is expected that building operations will begin during the ensuing month and that the factory will be in operation by next year. The beet acreage will extend over the territory east and north from Toronto through the midland and central counties of Ontario, where already upwards of a thousand acres of heets have been successfully grown during the past two seasons.

OBJECT TO OUTDOOR DISPLAYS.

THE Cleveland Retail Grocers' Association are taking up and pushing a matter which should appeal strongly to retail grocers all over the country, particularly in the larger cities. It has been customary in the past for stores which handle vegetables and fruits to display the same on the sidewalks in front of the stores and so long as the dealer does not encroach upon the portion protected by the city as a sidewalk, there is nothing which will prevent him from using this space for displaying goods.

The Cleveland association believes that this practice is not in the best interests of the consumer as the goods gather dust, and it is reasonable to claim, imperil the health of those who purchase goods so displayed.

One bright grocer, realizing the difficulty, has a large sign, neatly painted, on the front of his store, in the place usually occupied by displays of vegetables. The sign reads, "Fruits and Vegetables, Inside from the Dust."

TEA IN SOUTH AFRICA.

The 1904 report of the Durban Chamber of Commerce gives the total area under tea in Natal as not less than 5,200 acres, including 400 acres recently planted, but states that owing to partial drought the outturn probably reached only about one and a half million pounds last season.

ASSOCIATION NEWS.

A meeting of the Brantford Retail Grocers' Association Picnic Committee was held last week, when it was decided to join with the Hamilton Association in their annual outing at Niagara Falls. Final arrangements are being completed this week.

"EMPIRE BRANDS"

Always in demand by good housekeepers.

Empire Tea	Empire Baking Powder	Empire Corn
Empire Coffee	Empire Salmon	Empire Peas
Empire Extracts	Empire Syrup	Empire Brooms
Empire Spice	Empire Maple Syrup	Empire Washboards

LUCAS, STEELE & BRISTOL, *The Original Quick Shippers,* **HAMILTON**

WASHBOARDS

SOMETHING NEW:

SOLIDUS, an improvement on all glass washboards ; nickeled wire netting woven in the glass producing an almost unbreakable glass board, removing the only objection to the Crystal Washboards.

STAG No. 85, heavy zinc of first quality on both sides, a heavy crimp on one side for rubbing thick goods on, making quicker and lighter work with heavy, bulky goods ; and the ordinary crimp on the other side for general work. Will last as long as two of the best boards on the market, and cost one-quarter less.

See our Travellers' Samples, or Write

JAMES TURNER & CO., *Wholesale Grocers* **HAMILTON**

Tartan BRAND

All Guaranteed by

Goods are sold from sea to sea, and are all of the first quality. If you have not stocked them you are missing a good thing.

TARTAN	TEA	TARTAN	CANNED VEGETABLES
"	COFFEE	"	CANNED FRUITS
"	BAKING POWDER	"	CANNED SALMON
"	SPICE	"	SOAP

BALFOUR & CO. WHOLESALE GROCERS **Hamilton, Ont.**

PROMPT SHIPPERS. LONG DISTANCE PHONE 596.

INDIA TEA

Grand value to retail 25c. It will pay you to see this line before purchasing elsewhere.

THOMAS KINNEAR & CO.

"WHOLESALE GROCERS"

TORONTO and PETERBORO



For Sale by all Grocers

RETURNED IN 7 19

Business Changes

Ontario.

S. JOHNSTON, grocer, flour and feed merchant, Sudbury, has sold out to Tenson & McDonald.

S. Y. Bullis, miller, Athens, has been burned out.

S. B. McKnight, miller, Forest Mills, has sold out.

W. Fraser, grocer, Hamilton, has sold to J. Mitchell.

R. K. Ross, miller, Brussels, has suffered loss by fire.

E. Corriveau, grocer, Ottawa, has retired from business.

The assets of G. Hood, confectioner, Ottawa, have been sold.

P. Richardson, grain dealer, Aylmer has sold to Harris & Vail.

J. C. Elliott, general merchant, Trecastle, has sold to J. Bolander.

W. O. Gordon, general merchant, Creemore, is offering to compromise.

Edwards Bros., grocers, Carleton Place, have suffered loss by fire.

E. H. Ruttan, general merchant, Beecher, has sold to J. S. Grant.

H. Gibson, of Ritchie & Gibson, general merchants, Inverary, is dead.

G. N. Montgomery, general merchant, Stirling, has assigned to R. E. Burns.

J. W. Bowman & Co., grocers, Niagara Falls, have sold out to F. Burrows.

Paterson's Cheese Factory, New Durham, has been slightly damaged by fire.

Abraham & Aboud, general merchants, Carleton Place, have suffered loss by fire.

The Bennett Mfg. Co., Pickering, Ont., have made an assignment to J. F. Paxton; meeting of creditors May 31.

A. J. Stewart, Limited, manufacturers of confectionery, Toronto, have assigned to H. Barber, Toronto; meeting of creditors held May 30.

Quebec.

A. Pare, grocer, Montreal, is dead.

J. L. Oliviere has registered as grocer and liquor dealer, Montreal.

Leach & Walton have been registered as fruit and vegetable dealers, Montreal.

Nadeau & Cie., tea and crockery dealers, Montreal, have dissolved partnership.

The stock of the estate of H. Lunan, grocer, St. Agathe des Monts, has been sold.

The stock of O. Boyer, grocer, Montreal, has been damaged by fire; partially insured.

The stock of A. Yon, tobacconist and confectioner, Montreal, has been damaged by fire.

H. Lamarre has been appointed curator to J. A. Fortin, general merchant, Sherrington.

H. Morrison, general merchant and baker, Fort Coulonge, has assigned to J. McD. Hains.

The petition of the Montreal Canning & Preserving Co. for winding-up order has been granted.

J. Hyde has been appointed curator to J. M. Taylor & Co., produce merchants, Montreal.

P. I. Simard & Co. have registered as wholesale grocers and tea and coffee dealers, Montreal.

O'Connor Bros., fish and game merchants, Montreal, have assigned; meeting of creditors held May 31.

New Brunswick.

W. H. O'Brien, general merchant, Bathurst, has assigned.

E. Sewell, general merchant, Upper Maugerville, has assigned.

Prince Edward Island.

W. F. Carter, confectioner and grocer, Charlottetown, has sold out to J. McKenna.

Manitoba and N.W.T.

E. Towns, confectioner, Rathwell, has been burned out.

J. A. Munro, grocer, Winnipeg, is closing up business.

T. W. Lyster, flour and feed merchant, Abernethy, has sold out.

W. H. Joyce, general merchant, Rosser, is giving up business.

J. O. Williams, tobacconist, Portage la Prairie, has gone out of business.

Stewart & Duff, general merchants, Pendennis, have dissolved partnership.

Ott & Weatherby, general merchants, Killaly, have assigned to C. H. Newton.

Flambeau & Co., confectioners, St Bonifacc, have sold to Haslett & Emerton.

G. T. Jones, flour and feed merchant,

SALMON

When requiring to replenish your stock of canned salmon call on us. We have a full range of preferred brands in all grades.

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

IT PAID LIPTON

It will pay you to pack your own

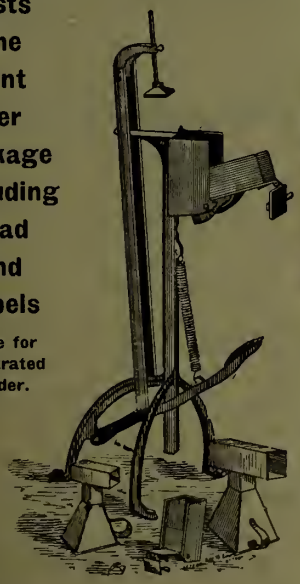
TEA

Under your own label

Stewart's Tea Packer

Costs One Cent Per Package Including Lead and Labels

Write for Illustrated Folder.



W. G. Stewart

273-275 Bank St., OTTAWA, Ontario

Lipton, has been succeeded by H. W. Paine.

The stock of Holex & Scott, general merchants, Edrans, has been sold to W. H. Moore.

Wrightson & Flook, general merchants, Esterhazy, have been succeeded by Geddes & Flook.

Ortenburg & Copperman, general merchants, Lipton, have been succeeded by M. Ortenburg.

I. V. Graham & Co., confectioners, Hartney, have sold to D. G. Ennis, who was to take possession June 1.

Sharpe & Button, general merchants, Manitou, have sold their Somerset branch to Sharpe, Black & Shewfeldt.

Chas. Dumville, Moosomin, general merchant, has sold his business to S. C. Fleury. Mr. Fleury's son, at present in Hamilton, Ont., will manage the newly-acquired business.

British Columbia.

R. W. Harvey, tobacconist, New Westminster, has been succeeded by F. Bayliss.

J. & E. A. Farr, general merchants, Chilliwack, have been succeeded by D. B. Hall.

R. E. Killaby, manufacturer of vinegar, New Westminster, has suffered loss by fire.

D. B. Hall, grocer and produce merchant, Chilliwack, has been succeeded by Chilliwack Co-operative Association, Limited.

Yukon Territory.

The following firms at White Horse have suffered loss by fire: Bennett News Co., fruiterers and tobacconists; H. F. Sieward, general merchant; Taylor & Drury, general merchants; and Whitney & Pedler, general merchants.

MEXICAN COFFEE CROP.

The estimated production of coffee in Mexico this year is 300,000 barrels. As nearly five-sixths of the coffee will be measured in barrels having a capacity of seventy kilos, the amount of the year's crop may safely be estimated at 21,000,000, or about 52,000,000 pounds. Of the 300,000 barrels of the year's crop the republic will consume from 50,000 to 70,000 barrels, and the balance of it will go principally to the United States, with a small portion to Europe.



UPTON'S

Home-Made Jams, Jellies and Marmalades

are absolutely pure fruit and granulated sugar.

A trial will convince you of the truth of this statement.

The Good Reputation of "HALIFAX," "ACADIA," and "BLUENOSE" Prepared Codfish becomes yours the moment you call the attention of your Customers to their Delicious eating and health-giving qualities. The Profits on growing sales also become yours. Note the Growing Popularity of these Food Products ——it Teaches a Lesson.

BLACK BROS. & CO., Limited

AGENCIES:
A. H. BRITTAIN & CO., Board of Trade Building, Montreal
REGINALD LAWSON, Winnipeg, Man.
CHAS. MILNE, Vancouver, B.C.

HALIFAX AND LaHAVE, N. S.

Fresh and Cured Fish

LOW PRICES FOR LOBSTERS.

REGARDING the market for lobsters on the other side of the Atlantic, a Halifax exporter is advised by his agents in England that he will have to expect lower prices this year. English and continental dealers are setting themselves against paying prices equal to those which ruled a year ago. Their ideas are quite 2 to 3 shillings below what they paid in 1904. In view of this it would appear that Canadian fishermen must be prepared to accept a reduction in price, despite the fact that the crustaceans may be scarce. The same firm considers that the prices of lobsters should be brought down anyway to popularize them again. He points out that at the present market the retail grocer in England must pay 8½d. for a half pound tin, or 17c., roughly, and it is difficult to sell an article costing so much at a profitable figure.

HATCHERIES FOR ONTARIO.

FOLLOWING is a copy of a resolution adopted by the Sault Ste. Marie Board of Trade on May 9, regarding the establishment of fish hatcheries in Northern Ontario :

"Resolved that this board is of the opinion that one of the great resources is our fisheries; that Lakes Superior and Huron are among the greatest fresh water lakes and produce large quantities of white fish, sturgeon and salmon trout equal to any fresh water fish known; that the said lakes are capable of supporting many times the present stock, and were the spawn which is now wasted by fishermen hatched and returned to the waters, the supply could be naturally increased instead of reduced, as is being done; that numerous water falls are distributed along the shores of the said lakes which are convenient for fish hatcheries; that this board would strongly urge and recommend the Government to place fish hatcheries at or convenient to fishing stations along the shores of said lakes in such numbers as would hatch all the spawn obtainable from our fishermen."

FISHING IN 1906.

W. H. Barker, general manager of the British Columbia Packers' Association, does not think there will be much fishing for sockeye salmon done next year either in British Columbia waters or on Puget Sound: In his opinion the proposal of the American canners that a voluntary close season should be instituted next year will adjust itself in view of the probability that fishing will not pay on a large scale next year. Mr. Barker stated that, as far as the Columbia River pack is concerned, the future sale prices have all been confirmed. The Columbia River pack is always sold ahead of the season at prices which are subject to future confirmation. This season the prices quoted were the same as last year's selling rate, and they were deemed high.

POOR SALMON RUN.

According to latest reports the run of Spring salmon on the Pacific coast to date is away behind the record of previous years. On the Columbia River the early run was considerably in excess of last year, but on the Fraser there is a decided falling off and on the Skeena the fishermen are said to be doing practically nothing.

OYSTER FISHING OVER.

Oyster fishing in Prince Edward Island closed for the season on May 20. Owing to the late Spring, the cold and windy weather and scarcity of oysters, the business done this year was comparatively small. Prices ruled high, too high, in fact, to allow a fair profit to the shipper.

E. Kemp, the oyster expert, in his report to the Dominion Government, recommends that the minimum size limit of Maritime Province oysters be raised to three inches, as the present regulations allow too many small oysters of no commercial value to be taken. He also recommends that arrangements be made for granting areas of ground for the private cultivation of oysters as the best means of increasing the supply and of maintaining the productiveness of the natural beds.

FISH GOSSIP.

The cold storage plant under construction for Petrie & Co., Sydney, C.B., is nearing completion.

Mackerel have struck in on the Nova Scotia coast at last reports, and the seiners are all busy.

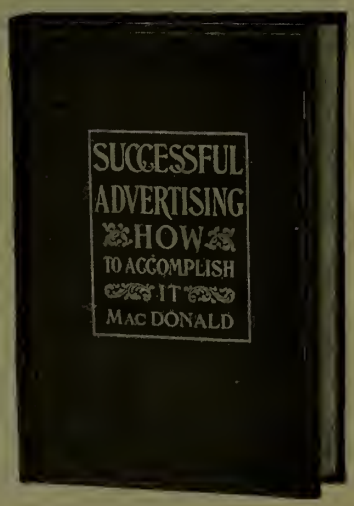
Up to date the prosecution of the lobster fisheries in the Maritime Provinces has been greatly impeded owing to the presence of drift ice. A serious financial loss to many of the canneries is probable.

The first salmon fish hatchery in Alaska is soon to be established by the United States Fish Commission. The Alaska salmon pack of 1904 was worth $3,000,000 more than Alaska cost the United States originally, but without Government hatcheries and supervision it is plain that the salmon fisheries will be steadily impoverished until ruined.

SUCCESSFUL ADVERTISING

How to Accomplish It

By J. ANGUS MacDONALD



Competent critics have recognized this as the **Best Book on Advertising** yet published. It is a PRACTICAL work for advertisers and business men.

The *Brooklyn Eagle* says of Successful Advertising :

"Advertising is one of the biggest businesses—perhaps the biggest business—in the world. To treat of it comprehensively is as difficult as to treat comprehensively of military strategy or the making of a newspaper. Mr. MacDonald has succeeded. He has produced an admirable and exhaustive monograph.

"Perhaps the deepest pitfall into which an author might fall in writing upon such a subject as this is too much theory and not sufficient practicality. Most happily has Mr. MacDonald avoided this chasm : he writes from practical experience in the field, and his methods as presented have been given the thorough tests of time and circumstances.

"Any one with even a superficial knowledge of advertising cannot but perceive that in the many examples shown are evidenced a thorough knowledge of the subject and a businesslike and practical grasp of advertising which is far removed from the light, airy and entirely impractical and hare-brained stuff which is not uncommon in literature treating of the subject of advertising."

The General Advertiser, The Retail Advertiser, The Advertising Writer, The Mail Order Advertiser will find this work invaluable. The price is out of proportion to its worth. Cloth bound. 400 pages.

Postpaid $2.00 per copy

The MacLean Publishing Co. Limited

TORONTO MONTREAL WINNIPEG



INGERSOLL, CANADA—FACTORY.

AN EASY ONE.

Added to our splendid assortment of
GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St. Louis, Mo., 1904.** Proven the **purest** and **best.** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

We highly value our reputation for straightforward dealing.

It is a guarantee to our customers.

TODHUNTER, MITCHELL & CO., TORONTO

Importers and Manufacturers of
High Grade Coffees, Spices, Cocoas, Chocolates, Etc.

STOCK UP WITH THE OLD RELIABLE



"Horse Shoe"
SALMON

DEMAND WILL SOON BE ON.

In Cheaper Grades

SPRINGS—"Columbia" Brand.
COHOES—"Tiger" Brand.
PINKS—"Jacques Cartier" Brand.

J. H. Todd & Sons
Packers

Whose name is guarantee of quality.

SOCKEYE **SALMON**







"Sovereign" and "Lynx"
Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

THE GROWING FRUIT CROPS.

ACCORDING to official bulletin issued by the Fruit Division, Ottawa, on May 27, the general conditions for fruit of all kinds throughout Canada are excellent. The Winter, though cold, has not resulted in exceptional damage to trees and vines. The only serious losses are from tree-girdling by mice, and the mutilation of trees by the heavy snowfall in the Maritime Provinces. Minor losses by Winter killing in Eastern Canada are reported in cases of trees injured but not killed outright by the Winter of 1903-4, as well as in cases of trees that were overloaded in 1904.

Apples.

Reports are almost unanimous that the show for bloom is excellent. It must not be forgotten that the critical period of "setting" is not yet reported over any large area. The weather has been very unfavorable for pollination for the past two weeks in Western Ontario. It is also too early to report on fungus and the most destructive insects.

Plums.

The commercial plum sections all report the outlook favorable. The light crop last year as well as the good weather conditions for growth, has placed the plum trees in excellent condition for a large crop this year if insects, frost or fungus do not intervene. It is not too early to make preparations for an exceptional crop and prevent a repetition of the disastrous losses of 1903.

Peaches.

The new plantings have scarcely balanced the Winter-killing of 1899 and 1903, so that even with a favorable outlook for this season on healthy trees the aggregate crop will not be large. Cherries and bush fruits are all in good condition. Strawberries are reported in fair condition, but with some Winter-killing. The Spring frosts to date have not seriously hurt the crop except in very limited areas. Raspberries promise well, but no over-production.

Foreign Countries.

The report of the apple crop in the United States would indicate a medium to good crop. The English plum crop is medium with a prospect of being less than average.

STANDARD APPLE BOX.

Fruit growers and box makers should bear in mind the amendment to the Act regulating the size of fruit packages recently passed, legalizing a minimum standard box. This box has a minimum size of 10x11x20 inches, inside measurement. There is no specification as to the thickness of the material other than that it should be strong and seasoned wood. It is recommended, however, that the ends should be at least $\frac{5}{8}$ of an inch thick, and that there should be no objectionable odor to the wood.

There are no specifications as to what grade of fruit shall be packed in boxes. The market reports, however, would discourage the shipment in boxes of anything but apples of the very highest grade; the rest of the fruit can be more economically shipped in barrels.

INTERESTING EXPERIMENT.

Under the direction of the dairy division of the United States bureau of animal industry investigations are now being conducted at the Storrs Agricultural Experiment Station in Connecticut, which, if successful, will be of much importance to dairy interests. They have for their object the discovery of the method of the manufacture of the Camembert type of soft cheeses, which is now held as a trade secret by the makers in continental Europe.

The demand for cheeses like limburger, Camembert and Brie is rapidly increasing in the United States, due to the growing foreign population and the taste acquired by Americans who have traveled abroad, as well as to the growing appetite for them among others who have tried the new delicacies. This has led to the importation of soft cheeses to satisfy the market, which is increasing every year. The importation has now reached about a million pounds a year, with a value of about $150,000.

Just in Store

OUR FIRST SPRING SHIPMENT OF THE MOST PROFITABLE AND QUICKEST SELLING LINE EVER OFFERED FOR SUMMER TRADE.

ROWAT'S

FANCY GLASS DECANTERS

to retail at —

25 cts.

LIME JUICE

LIME JUICE CORDIAL

LEMON SQUASH

RASPBERRY VINEGAR

LAST YEAR—We anticipated a big sale, but the demand so exceeded our expectations that the first shipment was entirely cleaned out in less than a week. We had to cable two repeat orders.

THIS YEAR—So as not to disappoint any of our customers, our first shipment is greatly in excess of the total of last year's importations, but at the rate it is already selling, we would advise you to

ORDER AT ONCE BEFORE ASSORTMENT IS BROKEN

THE EBY, BLAIN CO., LIMITED

WHOLESALE GROCERS, - TORONTO



"PRINCE OF WALES"
Mocha and Java Coffee

"PRINCE OF WALES" is gaining ground every day—People know when they get the COFFEE they like—really delicious Coffee—It helps the Merchant, too—If you are not handling "PRINCE OF WALES" drop us a line and let us explain our method of "Helping the Dealer"—advertises you and helps introduce the Coffee. No premiums; Actual Merit does it. A post card brings the information Write it now.

S. H. & A. S. EWING,

ESTABLISHED 1845.

Montreal Coffee & Spice Steam Mills, - 53 & 55 Cote St., Montreal
Cor. Lagauchetiere St.



It does not pay to talk **Blue** unless you advise your customers to use

BLUEOL

The "Never-Streak" Blue.

Your customers will appreciate your suggestion to try **Blueol**—What they appreciate will pay you—that's logic—that's business.

Ask your jobber, if he does not handle it, write us and we will tell you where you can get it.

J. M. DOUGLAS & CO., : Montreal

GOOD THINGS

STAR BRAND	
HAMS	SHORT ROLLS
BACON	COOKED HAMS
LARD	BOLOGNAS
BUTTER	BRAWN
CHEESE	FRESH SAUSAGE
EGGS	POTTED TONGUE
LONG CLEARS	SHORT CUT PORK

F. W. FEARMAN CO. LIMITED

HAMILTON.

WE ARE DAILY BUYERS OF

EGGS AND BUTTER

Correspondence solicited.

WRITE, TELEGRAPH OR TELEPHONE US WHEN YOU HAVE ANY TO OFFER.

THE PARK, BLACKWELL CO. LIMITED

TORONTO

TELEPHONE M 3960

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

NEW BUTTER AND CHEESE STANDARDS

HERETOFORE the classification of butter and cheese has consisted of practically only two grades, "finest" and "under finest." The new classification, just issued from the dairy commissioners' branch of the Department of Agriculture, provides for three grades, the practical result of which is to divide the cheese and butter heretoforc classed as "under finest" into second and third grades. The first grade is with some slight modification equivalent to "finest" quality under the old classification. An important provision is that the weights shall be stencilled or marked with a rubber stamp on cheese boxes, which is practically a new requirement in the standard for the highest grade of cheese, although it has been adopted by a majority of the factories. Another important feature is the provision for having butter boxes contain only 56 lbs.

Standards for Cheese.

First Grade.

Flavor—Clean, sound and pure.

Body and texture—Close, firm and silky.

Color—Good and uniform.

Finish—Fairly even in size, smoothly finished, sound and clean surfaces, straight and square.

Boxes—Strong, clean, well made and nailed. Ends to be of seasoned timber. Close fitting. Weights stencilled or marked with rubber stamp.

Second Grade.

Flavor—"Fruity," not clean, "turnipy," or other objectionable flavor.

Body and texture—Weak, open, loose, "acidy," too soft, too dry.

Color—Uneven, mottled, or objectionable shade.

Finish—Very uneven in size, showing rough corners, black mould, dirty or cracked surfaces, soft rinds.

Boxes—Too large in diameter; top edge of box more than half an inch below top of cheese. Made of light material. Ends made of improperly seasoned timber.

Third Grade.

Flavor—Rancid, badly "off," anything inferior to second grade.

Body and texture—Very weak, very open, showing pin holes or pores, very "acidy," very soft or very dry.

Color—Badly mottled or very objectionable shade.

Finish—Anything worse than second grade.

Boxes—No question of boxes sufficient to make a third grade if other qualities are good.

Explanations.

It would be impossible to define exactly the qualities or defects which may appear in cheese. The standards given are intended to indicate the range of quality for the different grades rather than to establish hard and fast rules to guide the grader.

The expression "good color" means that the color must be of a proper shade. There are cheap, inferior cheese colors used which do not give the proper shade no matter what quality is used.

The expression "clean surfaces" in the definition for first grade does not exclude from that grade cheese with a slight growth of blue mould, although it is desirable that the cheese should not show any signs of mould. "Black mould" (see definition for second grade) is simply the advanced stage of the ordinary hlue mould.

The following scale of points will indicate the relative valucs of the different divisions of quality: Flavor, 40; body and texture, 30; color, 15; finish and boxing, 15. Total 100.

It is ohvious that a defect in flavor of a certain degree counts nearly three times as much in determining the grade as a defect in finish or boxing of the same degree.

Cheese which are strictly sour, or are otherwise inferior to third grade, will be designated as "culls," for which there is no classification.

Any lot of cheese shall be considered third grade if it shows three or more defects of second grade class.

If there are not more than 15 per cent. of defcctive cheese in any lot, the inferior ones may be sorted out and classed separately. If more than 15 per cent. are defective, the classification for the defective ones may apply to the whole lot. This does not apply when infcrior cheese have been properly marked so as to be identified, in which case the inferior cheese shall be treated as a separate lot.

Standards for Creamery Butter.

First Grade.

Flavor—Sound, sweet and clean.

Body and grain—Waxy; not too much moisture.

Color—Even, no streaks or mottles, not too high.

Salting—Not too heavy if salt butter. Salt all dissolved.

Finish—Good quality parchment paper lining, neatly arranged. Package well filled; bright, even surface.

Packages—Well made, of good material, and clean. Boxes to be of right size to hold 56 pounds of butter when properly filled. Parafined on inside. Neatly branded. Tubs to be lined with parchment paper of good quality.

Second Grade.

Flavor—Not quite clean, or other objectionable flavor.

Body and grain—Salvy; over-worked, too much moisture.

Color—Slightly mottled or streaky; too high, or objectionable shade.

Salting—Too heavy; salt undissolved, or unevenly distributed.

Finish—Very light or poor quality parchment paper lining; lining not arranged to protect butter; mould on parchment paper. Rough, uneven surface. Package not properly filled.

Packages—Rough, badly made, or of poor or unseasoned material, including sapwood. Dirty packagcs. Uneven weights.

Third Grade

Flavor—Very stale and strong stable flavor, or anything inferior to second grade.

Body and grain—Very salvy; "mushy"; mould in butter.

Color—Very mottled and otherwise inferior to second gradc in regard to color.

Salting—No question of salt alone sufficient to make third grade if other qualities are up to first grade.

Finish—No parchment lining. Very rough finish. Dirty surface.

Packages—Inferior to second grade.

Explanations.

It is difficult to define exactly the qualities or defects which may appear in butter. The standards which have been adopted are intended to indicate the rangc of quality for the different grades rather than to establish hard and fast rules for the guidance of the grader.

"Fresh," or saltless butter, will be judged on the same standards as for salted butter, by leaving the matter of salting out of the consideration.

A package is not considered well filled if the butter is more than half an inch below the top of the package.

It is very important that all boxes should hold only 56 pounds. No other weight should he marked thereon. Tubs should bc of uniform size and weight.

The following scale of points will indicate the relative values of the different divisions of quality: Flavor, 40; body and grain, 25; color, 10; salting, 10; finish and packing, 15; total, 100. It is obvious that defect in flavor of a certain degree counts nearly three times as much in determining the grade as a defect in finish, or packing of the same degree, and so on.

The expression "too much moisture" applies to all butter which contains over the legal limit of 16 per cent. of water, or to any butter that, according to the custom of the trade, would be described as containing too much water. (From many tcsts made, finest Canadian butter does not contain, or should not contain, over 13 per cent. of watcr). The Official Referee will not be expected to determine thc actual percentage of water.

"Too heavy salt" means more salt than is generally demanded by the trade for salted butter.

"Too high color" means over-colored, or too much coloring material used. "Objectionable shades," or unnatural colors are those which result from the usc of inferior or unsuitable coloring material.

PROVISION AND DAIRY MARKETS.

TORONTO.

Provisions—A firm market and active demand for all kinds of cured meats is noted this week. The range of quotations on beef hind quarters is 25c. lower than at last quotations, and hogs in street lots are quoted at from $8 to $9. Dressed hogs are selling this week at $6.50. A scarcity of beef, particularly good butcher beef, is noted, and local buyers are having to pay as high prices as those catering to the export trade. We quote the following:

Long clear bacon, per lb	$0 10
Smoked breakfast bacon, per lb	0 13
Roll bacon, per lb	0 10½
Small hams, per lb	0 13
Medium hams, per lb	0 13
Large hams per lb	0 12 0 12½
Shoulder hams, per lb	0 10
Backs, per lb	0 15 0 15½
Heavy mess pork, per bbl	16 00 16 50
Short cut, per bbl	19 50 20 00
Shoulder mess pork, per bbl	14 50 15 00
Lard, tierces, per lb	0 10
" tubs "	0 10 0 10½
" pails "	0 10½ 0 10½
" compounds, per lb	0 07½ 0 08
Plate beef, per 200-lb. bbl	11 00 11 50
Beef, hind quarters	9 00 10 00
" front quarters	5 50 7 25
" choice carcases	7 25 8 50
" medium	7 00
" common	6 00 7 00
Mutton	0 10
Lamb, yearling	0 14
Veal	0 07 0 09½
Hogs, street lots	9 00

Butter—Butter is coming freely this week, but finding such a ready market that accumulations so far have been inconsiderable. Butter in tubs is quoted for the first time this season, bringing 15 to 16c. We quote:

	Per lb.
Creamery prints	0 19 0 20
" solids, fresh	0 18 0 19
Dairy prints	0 17
" large rolls	0 15 0 16
" in tubs	0 15 0 16

Cheese—Old cheese is practically off the market, and quotations accordingly have been withdrawn. An active demand is noted for new cheese, and with freer arrivals on the market the range of prices is down 1-2c. The quotation on new cheese for the export trade ranges about 48s. Our quotations are as follows:

	Per lb.
Cheese, new	0 10½
" large	0 10¼

Cheese Board Report.

(For week ending May 30.)

Board.	Boxes.	Pricc.
Madoc	445	0 09 5-16
"	420	0 09½
Tweed	650	0 09½
Kingston	315*	0 09½
Winchester	1,100	0 09 5-16
Perth	1,000	0 09½ 0 09 5-16
Ottawa	470*	0 09 5-16
Iroquois	243	0 09½
Napanee	530	0 09½
Huntington	196	0 09½
Brockville	4,000	0 09⅜ 0 09 7-16
London	790	0 09
Belleville	2,505*	0 09⅜
	75	0 09 5-16
Watertown, N.Y.	5,251	0 08⅞ 0 09¼
Alexander	808	0 09 7-16
Vankleek Hill	1,079*	0 09½
" (on curb)	165	0 09¼
Utica	6,187	0 08¾ 0 09
Campbellford	1,135	0 09 3-16

* Colored.

MONTREAL.

Provisions—Market is a little easier. Dressed hogs are selling from $9.50 to $9.75. Live hogs are coming in more freely, but just sufficient to supply the demand for packers. $7 to $7.25 is paid off cars. The demand for ham and bacon is quite brisk, and packers can sell all they have. Eight to twelve pound hams, 14c.; 12 to 18 lbs., 13 1-2c.; 18 to 25 lb. hams, 19c. Boneless breakfast bacon, 13 1-2c.; Windsor backs, 14c. Lard, pure in tierces, 10c.; 50-lb. tubs, 10 1-4c., and 20-lb. pails, $2.10. Lard in cases, 3, 5 and 10-lb. tins, 10 1-2c.

Canadian short cut mess pork	$19 00 $20 00
American short cut clear	19 00 20 00
American fat back	19 00 21 00
Bacon, per lb	0 12 0 14
Hams	0 11½ 0 13
Extra plate beef, per bbl	11 50 12 00
Lard, Boar's Head" brand, tierces, per lb	0 06¾
" " ½-tierces, per lb	0 07
" " 60-lb. fancy tubs	0 07
Cases, 20 3-lb. tins, per lb	0 07¾
" 12 5-lb. tins "	0 07¾
" 6 10-lb. tins "	0 07¾
20-lb. wood pails, each	1 45
20-lb. tin pails, each	1 35

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	2 10	2 20
" tubs	0 10	0 10½
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08½	0 09¾
" cases (24 3-lb. tins)	0 08¼	0 09¼

Cheese—There has been no change in the market. Demand from the United Kingdom keeps up fairly well. The market is firm and the decline, which has been so constantly looked for, did not materialize to any great extent. Holders are asking 9 1-2c. to 9 5-8c. for finest Ontario, and 9 1-4c. to 9 3-8c. for eastern. The quality of the stock arriving is said to be very good, the weather having been favorable to manufacture.

ROYAL YEAST CAKES
MOST PERFECT MADE.
SOLD AND USED EVERYWHERE.
E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.
Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904

YES
Eggs AND Butter
THAT'S WHAT WE WANT
IN ANY QUANTITY and at ALL TIMES
The J. A. McLean Produce Co., Limited
73-75-77 Colborne Street
Telephone Main 2491. Toronto.

Butter—The butter market is certainly interesting to dealers, and its peculiar position is hard to explain. Prices should, in all reason, be lowering; instead of that a stronger feeling and higher prices are noted. During the past few days 20c. to 20 3-8c. has been paid for choicest Townships at country points. Fresh-made grass Townships creamery cannot be quoted under 20c. to 20 1-4c., though the trade decline to buy at this figure. Exporters are also handicapped by the high prices prevailing.

Finest creamery	0 20½	0 20½
Fine	0 19½	0 20
Medium	0 18½	0 19½
Fresh rolls	0 16½	0 17½
Fresh dairy tubs	0 16	0 17

Eggs—The egg market shows very little change, holders hanging out for 16c. in wholesale lots for straight-gathered stock, and some even are demanding as high as 16 1-2c. Jobbers think that 17c. to 17 1-2c. is about what eggs should bring, on account of the high prices they have had to pay to country buyers.

Halifax.

Eggs—The price is advancing and the supply is decreasing. During the week Nova Scotia eggs sold for 16 cents, and P.E. Island were quoted at 15 to 15 1-2c. It is expected that the price will go even higher before the close of the month. The local demand is good, but the receipts are not up to expectations. Large shipments are being made from the Island to Montreal for pickling, and this is said to be one of the causes for the stiffening of prices.

Butter—The market is becoming a little easier, and with the heavier receipts there has been a slight decline in the price. During the latter part of the week some small tubs of choice diary butter were offered on the market and found ready sale at 23 and 24 cents. Creamery prints are quoted at 24 cents, solids at 21 and 22, and rolls at 21. The destruction by fire last week of the Upper Stewiacke Dairy Company's plant will be somewhat of a handicap to the farmers in that locality. The creamery plant was one of the most complete in the province, and was valued at $4,000.

Beef and Pork—Prices rule high for these products. American fat backs are quoted at $19 to $20, and mess at $18.50. P.E. Island pork is advancing, and the prices now quoted are one dollar per barrel higher than they were a week ago. Choice mess is $17.50 and thin mess $16.50. There is a good buying demand for hams and bacon. The supply is only about sufficient for the local market. The prices now are about steady, but an early advance is looked for.

Cheese — Prices remain unchanged. The old stock is pretty well cleaned out of the market. Septembers are quoted at 12 1-2 cents here, and new fodder cheese at 11 1-2c.

WINNIPEG.

Creamery Butter—Owing to largely increased supplies there has been a sharp decline in price. We now quote as follows:

Finest fresh creamery, in 56-lb. boxes		0 23
" " in 28-lb. boxes		0 23
" " in 14-lb. boxes		0 23
" " in 1-lb. bricks		0 24

Dairy Butter—Now in much better supply and of better quality. Prices paid at country points by the jobbing houses are as follows:

Dairy, assorted pkgs., selected	0 15	0 16
" " round lots		0 14½

Cheese—Lower prices are quoted on cheese. Quotations are:

Finest Manitoba, large		0 12
" Ontario, "		0 12½

Lard—Prices are:

Lard, 50-lb. pails, per pail		5 25
" 20-lb. " "		2 15
" 3-lb. tins, per case 60 lbs.		6 70
" 5-lb. " " "		6 60
" 10-lb. " " "		6 50
Pure lard in bbls, per lb		0 10½

Cured Meats—A number of price changes will be noted. We quote:

SMOKED MEATS.

Hams, selected stock, special mild cure	0 15½
Bacon, " " "	0 17
Backs, " " "	0 12½
Picnic, " " "	0 09½
Hams, sugar cured, assorted sizes	0 13½
" heavy, 20 to 30	0 13
Picnic, " assorted sizes	0 08½
Shoulders, "	0 08½
Bacon, " breakfast bellies	0 13½
" " breakfast backs	0 11½
" " Wiltshire sides	0 15½
" " spiced rolls, long	0 10
Manitoba butts	0 09½
" " skinned	0 10
" " boneless and rolled	0 11
" rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 09½
" " " smoked	0 10½
" " " boneless backs	0 10½
Shoulders " "	0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl	18 00
" " " per ½ bbl	10 50
Standard mess pork, per bbl	16 00
" " " per ½ bbl	9 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00
Sweet pickled spare ribs, not cooked, per lb				0 04
" hocks, " "				0 04

ST. JOHN.

Provisions—Barrelled pork is rather higher, and sale is quiet. Beef shows considerable advance, but sale is likewise limited. Pure lard is very firmly held. Refined lard is low, but tending to higher figures, with sales quite active. Smoked meats are higher and firmly held. In fresh meats beef, both domestic and western, is slightly higher. Veal is unchanged. Mutton is scarce and good prices obtained. Lamb is still high and supply light. Pork commands full figures.

Mess pork, per bbl	$17 00	$19 00
Clear pork "	17 00	19 00
Plate beef "	14 00	15 00
Mess beef "		12 00
Domestic beef, per lb	0 07	0 09
Western beef "	0 08	0 10
Mutton "	0 08	0 09
Veal "	0 05	0 07
Lamb, each	3 00	5 00
Pork "	0 07	0 08
Hams "	0 13	0 14½
Rolls "	0 10	0 13
Lard, pure, tubs "	0 10½	0 10½
" pails "	0 10½	0 11
Refined lard, tubs	0 08	0 08
" " pails	0 08½	0 09

Butter — While prices keep high, market is uncertain. Lower prices are

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
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Write for Illustrated Catalogue.

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We will buy your eggs F.O.B. all year.
CORRESPONDENCE SOLICITED.
The WM. RYAN CO., Limited
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Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Butter Tubs
BEST WHITE SPRUCE
50—30—20 lb.
ORDER NOW
WALTER WOODS & CO.
Hamilton and Winnipeg.

looked for. Dairy butter, in particular, is scarce.

Creamery butter	0 21	0 25
Best dairy butter	0 20	0 20
Good dairy tubs	0 18	0 20
Fair "	0 17	0 18

Eggs—Prices are rather higher. There is a steady sale. Supplies come in slowly.

Eggs, hennery	0 24	0 25
" case stock	0 16	0 17

Cheese—Prices quite firmly held, but tending lower. The outlook is for a small output here.

Cheese, per lb	0 11½	0 12½

BACON SITUATION.

There has been considerable falling off in receipts of hogs during the week at Canadian packing houses on account of the drop in prices, namely ½c. This was occasioned by an easing off in the English market. Conditions there at the present time are not as favorable as might be expected owing to a surplus of Danish bacon which has been selling at a slight reduction. The price of Danish to-day ranges from 55 to 56 shillings. Best Canadian is quoted at 53 shillings.

FAVORS THE EMBARGO.

Mr. J. T. Gordon, the western cattle king, who has just returned from a trip to England, is of the opinion that it would be a very serious detriment to the best interests of Canada should Great Britain decide to permit the shipping of store cattle into that country for fattening. "We have the very best facilities for fattening our own beef in Ontario, Manitoba, Northern Alberta or Saskatchewan, and it will be best for us to take advantage of these facilities. We may be sure of this: that if the embargo is removed from Canadian cattle, so also will it be from American stock."

ENTERPRISING FIRM.

The business of Lind, Kerrigan & Co., London, Ont., has increased so rapidly that the firm are now on the lookout for new premises. They may have to build, but have not decided yet. This young firm owe their success to their up-to-date methods of business, their energy and the strict fairness that always characterizes their dealings.

ENDORSE CHANGES.

The Council of the Montreal Board of Trade at its meeting on May 24 endorsed the suggested changes in the rules respecting the weighing of butter and cheese, with the exception of rule 2, which was originally framed to ensure accurate weighing by the manufacturer and the marking by him of the correct weight on the package. The proposed amendment was to make provision for gains being applied against losses in the average. In order that due protection may be afforded to the manufacturer, however, in the event of an article weighing a pound under or over, the Board suggest that not less than five packages of butter and cheese, nor more than ten per cent. of each particular lot shall be weighed except in the case of discrepancies in the marked weights, in which case the whole parcel may be reweighed at the request of either of the parties interested, but at the expense of the party making the request.

CANADIAN MAPLE PRODUCTS IN UNITED STATES.

MR. W. H. CRABBE, of the Canada Maple Exchange, has just returned from a visit to New York and other American cities in the interests of his firm. In an interview with The Grocer, Mr. Crabbe reports having done a good business. The recent legislation on the subject of maple sugar and maple products Mr. Crabbe stated, was even more complicated and unsettled than in Canada, each state having its own peculiar methods of marking mixed, blended or straight goods. Mr. Crabbe stated that this state of affairs favored him considerably in doing business, he being in a position to offer the pure article under a strict guarantee. "So ripe is the best market for pure first-class maple products that price is scarcely a consideration, and I think you will agree with me," said Mr. Crabbe, "when I tell you that we are getting 20c. a pound wholesale for certain lines of our products on the American market, and as much as 13c. for plain sugar. A prominent New York broker, interested in the trade, reports that there is a steady and substantial increase in the consumption of maple goods, and this condition will no doubt be improved, provided the quality of the goods is kept up to a high standard."

Eleme figs are being sold at low prices by H. P. Eckardt & Co., Toronto.

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

JOHN LETHEM & SONS,
LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

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ABERDEEN, - SCOTLAND.
Cables, Halcyon. Codes, A. B. C., 5th ed., Scattergood. Consignee for all kinds of Canadian produce. Personal attention and prompt returns guaranteed.

I want to secure **Sole Agency** for **Britain** for Canadian manufacturers of **Wooden Ware** or similar lines. References **A 1.** Splendid connections.
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Wilson, W. H., Co., Tillsonburg.

Washing Compound.
Gillett, E. W. Co., Toronto.
Keen's—Frank Magor & Co., Montreal.

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Eby, Blain Co., Toronto.
Hudon, Hebert & Cie, Montreal.
"Montserrat"—Evans & Sons, Montreal

Woodenware.
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Special Notice to the Trade

The Quaker is now out for the coming season soliciting your orders for "Quaker" canned goods. As usual we have added largely to the plant and we are also handling the pack this year of two additional factories, the goods in these two factories being packed under our own supervision. With this increase we expect, even with the most ordinary crop, to be able to do something this year that we have never done in the five years since we started, i.e., fill our orders in full. Our aim from the start has been to pack high-class goods and make the "Quaker" Brand of Canned Goods the Standard from the Atlantic to the Pacific. We have already succeeded in doing this, and now that we are in this position our further aim is to hold it. With this object increased modern machinery has been placed in the factory and increased care will be taken in packing the goods, all with the determination of holding the high opinion which we now hold with the great consuming public of the Dominion. Next week we will in the "Grocer" give a list of the wholesale trade throughout the Dominion, handling "Quaker" Canned Goods.

Bloomfield Packing Co.

Bloomfield, June 1st, 1905.

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN.
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Northwest Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island, Newfoundland and abroad.

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NEW ADVERTISEMENTS.

Bloomfield Packing Co., Bloomfield, Ont.
Canada Sugar Refining Co., Montreal.
Kay Bros. & Co., Stockport, Eng.
Lind, Kerrigan & Co., London, Ont.
"Montserrat" Lime Juice, Montreal.
Old Homestead Canning Co., Picton, Ont.
Stewart, W. T., Ottawa, Ont.
Stratford Wholesale Grocery Co., Stratford, Ont.

CONSULAR SERVICE INDICTED.

A RATHER severe indictment of the United States consular service appears in a contemporary American periodical. The charge is made that the service is afflicted with the dry rot of journalistic politicians. That is to say, pull, and not merit, seems to be the qualification for a position in the ranks of American consuls. Of course the writer is careful to explain that there are many exceptions or "a righteous remnant," but the sting of his attack is thereby none the less severe.

Government to-day is becoming more and more government by experts. Colleges and universities are turning their attention to the art of government and are arranging courses for instruction along these lines. But so far as the United States is concerned, there are few experts in the consular service.

We in Canada have a consular service and one, which for its size, is doing excellent work. The members of the service seem to be competent men with considerable business training. As the service grows, however, there will always be a danger that political influence will be brought to bear to fill the various positions with inferior men. This is a danger that must be warded off if our service is not to suffer from the same trouble as has manifested itself in the United States service. It would be worth while for the authorities at Ottawa to consider the advisability of instituting some sort of an examination which candidates for these positions would have to pass.

A COMMERCIAL RELIEF.

A CONDITION of suspense is not good for the human body, and it is quite as injurious for the commercial body. For some weeks uncertainty has hovered about the movements of the Japanese and Russian fleets in the Far East. Conflicting rumors, speculations and conjectures have all tended to excite the mind, and both hemispheres have been breathlessly awaiting the result of the inevitable encounter.

The result has been received with an undoubted sense of relief, for, while many people have admired the bravery and daring of the Russian admiral, the Japanese victory has brought peace within a measurable distance. Had the Russians succeeded in destroying the Japanese navy, thereby cutting the Japs' line of communications, it is impossible to realize what horrors of war must have resulted. Other nations would certainly have become involved.

From a commercial standpoint, the result must be hailed with relief. During the fifteen months that the war has dragged on Japan has borrowed $260,000,000 on the British and American market and Russia has raised at Paris and Berlin something like $200,000,000. When sums of this magnitude have to be provided on short notice for the destructive purposes of war, it will usually happen that many legitimate industrial enterprises must postpone their plans because not enough ready capital is left to advance to them.

OUT AFTER BUSINESS.

WHEN a grocer or general merchant complains to you that the big mail-order houses are trespassing unduly upon his territory, remind him for the nine hundred and ninety-ninth time of the necessity of getting out and hustling for the patronage he is allowing to drift into the hands of his competitors.

One great difficulty with the average retailer is that he doesn't pay sufficient attention to advertising. He sits and grumbles about the catalogue houses, and blames the editor of his town or county paper for running their full page ads, and if he advertises at all is content to run a stereotyped ad. month after month, something after this fashion: "John Jones, dealer in groceries, crockery, and produce." No one will presume to say there is anything in such an advertisement to induce the farmer to hitch up his team and come to town. An ad. that has stood the storms of years without blinking is more likely than not to act upon him as a "hoo-doo." He comes to the conclusion that John Jones' stock must have been standing on the shelves about as long as the ad. has been running; that the merchant is a back number and ought to be laid quietly away with his fathers.

The real live advertiser is the man that gets the business. He heads off the catalogue house by means of one of the latter's most effective weapons—an attractive advertisement. He sees the dollars in the distance, and loses no time in gathering them in.

IN THE COMMON INTEREST.

A FEW western retailers have been shy of the association movement because of a mistaken idea that a retailers' association is necessarily antagonistic to the wholesaler, and must meet with his opposition. Striking proof of the foolishness of this idea and of the active sympathy of the intelligent wholesale firm with the success of the new association has been afforded by the action of a number of Winnipeg whole-

salers. As an evidence of their sympathy and support they are enclosing in all their letters to the retail trade a printed slip calling the attention of their customers to the Retail Merchants' Association of Western Canada, and asking if they have joined. This should set at rest forever all doubts as to the attitude of the wholesale interests.

And, indeed, it would be a strange thing if the wholesalers were to oppose a movement which has for its object only the maintenance of sane business methods. It would be strange if they were to oppose an organization which seeks to shorten credits, and thus facilitate collections. It would be strange if they were to oppose any legitimate movement to eliminate cut-throat competition among retailers, for they are interested in seeing their customers make a profit. It would be strange if they had not sufficient foresight to see that the future interests of all branches of the trade will be best served by a hearty co-operation. The retail association is in the common interest.

DISCRIMINATING AGAINST CANADA.

ON another page of this paper will be found a letter from a Canadian business man, who is at present making a trip round the world. Associated with one of the largest manufacturing firms in the United States, whose products have become almost a "household word" in the principal countries of Europe, Africa and Asia, he is in a position to speak with authority on foreign trade conditions. In commenting on Canadian trade in South Africa he instances the fact that the direct steamship line sailing from Canada to South Africa, subsidized by the Dominion Government to the extent of $146,000 a year, is offering special inducements to heavy American shippers which are denied to Canadian exporters.

It can scarcely be imagined that the Federal authorities had this in mind when the subsidy was originally granted. Their object was rather to encourage direct trade between Canada and South Africa, it being felt that South Africa offered a splendid market for Canadian foodstuffs and manufactures. A year or more under the improved conditions with gratifying results to Canadian exporters, and the steamship people direct their efforts to making a big "scoop" at the expense of those whom the direct steamship line was intended to benefit in the first instance. Naturally the owners of the line wish to make the service as profitable to themselves as possible; at the same time there is no denying the fact that they are abusing their privileges in discriminating against Canadian shippers. It is an injustice to our exporters, which, if it is allowed to continue, must ultimately strike a death blow to international trade between Canada and South Africa.

TO REPLENISH FISHERIES.

A MOVEMENT is on foot to establish hatcheries in Northern Ontario for replenishing the upper lake fisheries. The general impression seems to be that fishermen in these waters have been altogether too improvident for the good of one of Canada's most valuable resources, and it is on this account that a number of boards of trade and municipal authorities in the north country are bringing the subject before the Federal Government, hoping to receive from them the needed assistance. When the fisheries of Lakes Superior and Huron stand in danger of becoming depleted within a few years, it is in the interests of the nation from a commercial standpoint to introduce some such protective measure as has been outlined above.

MONEY REFUNDED.

EVERY retailer can give his quota of uncomfortable incidents arising from the insistance of irate and what-you-may-call-it customers, to have the "money back." This system has been carried to an extreme which in many quarters is pronounced unhealthy. However, though there may be a gleam of truth in such statements, a sound principle is involved in the retailer's argument to refund the purchase money. That this is true is attested by the experience of countless stores when the sign "These goods not returnable" is displayed. Nine times out of ten the purchaser will return the goods and demand an exchange or refund, and when an explanation is attempted it only acts adversely on the customer's mind.

It is the old story of the school teacher who forbade his pupils to sit upon the roof, and thereupon gave them a new idea which they at once proceeded to act upon. Human nature is much the same. Consequently the surest way to be bothered with returns is to say "You can't." To be sure there are many lines of delicate creations which constitute an unwritten code of non-exchangeability. Reference is chiefly made here to the many special sales tempting the purchaser.

Modern retail methods are chiefly designed to thoroughly satisfy every customer, and the return privilege is now generally accorded. That such a method is the surest way of pleasing the vast majority, and also the sanest method of retailing, is now almost universally recognized.

WEST INDIES FOR CANADA.

IF one is to judge from frequent expressions of opinion on the subject, sentiment in the West Indies is becoming more and more favorable to Canada. Only a few months ago a representative of The Grocer visited the islands; he found the trade there kindly disposed as a whole to their fellow colonists away to the north, so much so that they preferred to trade with Canada than with the United States, other things being equal. Prominent citizens went so far as to propose confederation with the Dominion as the most satisfactory solution of the future of the islands.

Such a move would hardly be looked at askance by the motherland. Only a week ago a speaker in the British House of Commons made the remark that he would "like to see the West Indian Government enter into negotiations with Canada, to find out whether at least some of the islands could not be better administered by the Dominion. If they were attached to Canada they would form something like a southern zone for the Dominion. The reorganization and

revitalizing of the West Indies would result in an alteration which would add enormously to Great Britain's imperial strength on the strategic highway of the world and in the commercial centre of the Western Ontario." What is more, the British Treasury has just refused to continue the grant of $50,000 a year to the Agricultural Department of the West Indies, and the islanders are beginning to fear that Great Britain is losing interest in their welfare and progress.

Canada recently extended a substantial preference to all importations from the West Indies, with the result that a substantial and rapidly increasing trade has grown up between the two countries. From a commercial standpoint it is in the interests of Canada to cultivate the islands, and it is to be hoped that the Federal Government will not be so forgetful of this fact as to withdraw or even curtail the financial support to the direct steamship service between Canada and the West Indies, which it has extended for the past twelve years.

BOARD OF TRADE BANQUET.

WHAT was perhaps the most magnificent banquet ever held in Berlin took place on May 31 under the joint auspices of the Industrial League branches of Waterloo county towns and the Berlin Board of Trade. About 500 guests were present. Among the speakers were Hon. J. G. Jenkins, ex-Premier of South Australia; Messrs. F. D. Monk, M.P.; J. D. Allan, Toronto; George Clare, M.P., Preston; George Pattinson, M.P.P., Preston; G. B. Ryan, Guelph; J. P. Downey, M.P.P., Guelph; Watson Griffin, Toronto; besides local men. The theme of the speeches was the spirit of national co-operation among all classes of Canadians for the purpose of building up Canada. This is one of a series of similar banquets to be held under the auspices of the league in the different provinces.

In responding to the toast to the "Development of Canada," Mr. J. D. Allan said he believed Canada was on the eve of greater development than she had as yet experienced. The Toronto Board of Trade were about to celebrate their diamond jubilee. In this connection the speaker took occasion to review the past sixty years in Canada. In 1845 the seat of government alternated between Toronto and Quebec; sterling currency was then used; the distance from Toronto to New York was then, as regards time, greater than from Toronto to Liverpool at present. Mr. Allan reviewed the growth of Canadian trade from 1760. From that time until 1817 there were no banks. Then the Banks of Montreal and Quebec were established later. To-day 35 Canadian banks had branches all over the country. Of these 35 banks 20 had their head offices in Toronto. The total figures for the Toronto clearing house for 1892 were $326,000,000, and in 1904 they reached $842,000,000. This was but a fair sample of the growth all over the country.

Mr. Allan emphasized the necessity for the development of the facilities for distribution of trade as well as production, and expressed the belief that the Peace River Valley had more in store for Canada than had been shown by Manitoba. The Hudson's Bay had untold fishery wealth. The speaker referred to business as a science for which preparedness was necessary. This was to be had in technical education, and he was glad to see that Berlin had been one of the foremost towns to realize this. The brains of Canada were equal to any on earth. Mr. Allan asserted that British Columbia, instead of pushing its lumber trade to China, was wasting its time putting a tax on commercial travelers, which was described as a disgrace to the country, and should not be tolerated. From the Straits Settlement to Vladivostok on the Pacific Coast of Asia were countries with 500,000,000 people. They were not yet up in consuming power to civilized people, but were getting there. Canada should have a share of this great trade.

A SMART INTERIOR.

THE accompanying illustration shows one of Ingersoll's most up-to-date stores, owned by I. W. Kingswood. Mr. Kingswood has had considerable experience in the grocery business, having been actively engaged in the trade for fifteen years in St. Thomas, and at one time president of the St. Thomas Retail Grocers' Association. After leaving St. Thomas, Mr. Kingswood represented Edward Adams & Co. in Western Ontario for two years. His last move was to Ingersoll, where he has been successful in building up a first-class business.



Interior of I. W. Kingswood's Grocery, Ingersoll.

His stock is nicely arranged, an attractive china department being one of the features of his store. The interior is well lighted with gas and electric lights, the china department proper by a skylight, which shows the goods to the best advantage.

Mr. Kingswood makes a specialty of coffee, in which he has worked up a wide patronage. He believes in quality first, is opposed to price cutting, and is an advocate of shorter hours.



This is the Tea that pleases the people and pays the grocer better than any other brand on sale.

This is the Tea that is sold on the solid foundation of merit, and merit alone—hence its great sale.

This is the Tea that was awarded the First Prize and the Gold Medal at the World's Fair, St. Louis, 1904.

This is the Tea that fortifies a dealer's trade against the attacks of the fiercest competition.

Black, Mixed or Natural Green { **Sealed Packets Only.** **Wholesale Terms from "SALADA," Toronto or Montreal.**

COLES Electrically Driven Coffee Mills.

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

GRANULATOR. PULVERIZER.



No. 65.

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.,

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John, N.B. Gorman, Eckert & Co., London, Ont.

It's very easy to say almost anything is "BEST" if you forget to tell WHY and PROVE IT.

We went after the consumer with logical advertising and every trial proved that when we said

CELLULOID STARCH

was the best starch made we told facts.

Celluloid Starch is in demand, and dealers who observe our aggressive advertising don't hesitate, but put it in stock at once.

BRANTFORD STARCH WORKS, Limited
BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

Quebec Markets.

GROCERIES.

Montreal, June 1, 1905.

DURING the past week, and ruling at present, in wholesale circles is the feeling that trade ought to be better under the conditions prevailing in the country. This condition refers to the fine pasturing that is available now, and which permits of a large make of butter and cheese. Prices for all kinds of dairy products and provisions have been exceedingly good, and the farmer has been realizing better prices for eggs and butter this year than for many seasons past. All these conditions should make for better trade than is at present reported. Orders are not heavy as a rule, and country merchants should find most lines in their favor. This seems to be particularly true as regards values in teas. The Grocer has seen and tested teas, notably Japans, at prices that are really cents a pound better than the same class of teas have been sold at in former seasons. It is not too much to say, and no more than local facts warrant us in chronicling, that taking all things into consideration it seems that teas are good buying. Sugars are unchanged, and though both beet and raw are a shade higher no effect was noted locally. The recently-arrived shipments of Scotch granulated have somewhat unsettled the trade, and it is reported to us on good authority that sales have been made at 5c. for 100-lb. bag style, and one dealer stated that he had been offered it at $4.95. The refineries however, have not up to this writing made any attempt to meet these figures, preferring wisely to let the other fellow make the loss. As it is, there does not seem to be any too much money in it for refiners as purchases of beet and raws were made at high figures. Canned goods are dull and featureless. Though some orders have been placed for B.C. salmon, new pack, no prices were given, brands ruling the order. Unless all previous experiences fail, this ought to be a year for a heavy run of salmon, and it is difficult to judge the future in view of the changes that have been under way in the canning industry of the Pacific. Molasses was advanced 1-2c. in Barbadoes, but no effect was noticed in the trade here, and prices are unchanged. Some heavy shipments of Antigua molasses are expected per sailing vessel shortly. These goods rule about 5c. per gallon under Barbadoes make. Rice and tapioca show a somewhat better trade. Coffees and spices are firm, but dull trading locally. Fish business is reported better owing to freer arrivals of fresh lake catch. In foreign dried fruits business is opening up some interest in quotations for new Valencia and Malaga fruit, currants, etc. Special reference is made under the particular heading in our markets. Flour still shows a firm feeling, and the market kept up through the advance in wheat. No change in prices, however, is noted. Mill feed, which during the cold weather of last week showed some life, is dropping off as the pastures are in good shape and warmer weather prevailing. Provisions keep up firm. Live hogs are coming in better, but not in excess of the demand from packers, consequently prices remain high. Butter is high and a puzzle to dealers; it ought to get cheaper, but does not. Demand from abroad is good and local demand heavy. Eggs also are quoted high, through a drop may be looked for as soon as pickling is done, which period is about due. The high prices that have had to be paid by country buyers have largely restricted pickling this Spring. Cheese is quiet, but inquiries from abroad are expected more freely as soon as the United Kingdom dealers have worked down their surplus stocks. Hay is quiet and prices tending down. No. 1 hay is scarce, stocks of No. 2 fair. Maple products are slackening off.

Sugar—There is no change to report in the situation of the sugar market locally. Beets have advanced slightly abroad, and raws are also somewhat firmer. It is reported that the cargo of Scotch sugar which reached here about ten days ago is being sold at very low figures, some dealers stating that they have been buying it at 5c., while one manufacturer advised The Grocer that he had offered it at $4.95. At these prices the consignment certainly must show a heavy loss, and the present condition of the market does not encourage much importation. The steamer Yrobu is expected shortly from Antigua and St. Lucia with a cargo of West India sugars and molasses. The steamer Melrose, from Demerara, via Barbadoes and Antigua, for Montreal, is also expected shortly with full cargo of molasses.

Granulated, obls.	$5 25
" ½-bbls	5 20
" bags	5 20
Paris lump, boxes and bbls	5 75
" " ½-boxes and 1½-bbls	5 85
Extra ground, bbls	5 60
" " 50-lb. boxes	5 80
" " 25-lb. boxes	5 90
Powdered, bbls	5 40
" 50-lb. boxes	5 60
Phoenix	5 20
Bright coffee	5 10
" yellow	5 05
No. 3 yellow	5 00
No. 2 "	4 85
No. 1 " bbls	4 75
No. 1 " bags	4 70
Raw Trinidad	4 50
Trinidad crystals	4 85 4 90

Syrups and Molasses — Trade in molasses has been quiet and featureless during the last week. Prices are reported a half a cent. higher on the Island, but no change is made by the trade here so far. The schooner Palma, from Antigua, will be the first of the West India sailing vessels to arrive in Montreal with a full cargo of molasses. This shipment is consigned to J. Russell Murray, who reports that the molasses is a particularly fine grade this year. The Antigua molasses market is practically closed, the last cargo having been sold to Halifax trade. Syrups are in somewhat better demand. Trade has been rather quiet in the past few weeks, but seems to have had a revival.

Barbadoes, in puncheons	0 38
" in barrels	0 40½
" in half-barrels	0 41½
New Orleans	0 22 0 35
Antigua	0 33
Porto Rico	0 45
Corn syrups, bbls	0 02½
" ½-bbls	0 02¾
" ¼-bbls	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

Tea—The tea trade during the past week is reported as exceedingly dull. In fact some brokers and representatives say it has not been so dull for quite a few years back. In Japans it is reported that old stocks in the hands of agents are practically closed out at prices which are considered exceedingly low, and appear to be in buyers' favor. Prices for first crop fine new teas are lower than last year, but it must not be overlooked that last May's values were very dear and not at all in proportion with later pickings though last year's May and June pickings were high: July and August teas, on the contrary, were very cheap, for second and third crop teas, the class of teas that sell in Canada. A cable to hand last Friday from Yokohama advises that the market is somewhat easier, the lowest prices so far paid being 28 yen, or 19 1-4c. c.i.f. steamer and rail. The Kobe market rules one yen higher than Yokohama, with supplies coming in slowly. Settlements to-day at Kobe were 5,000 piculs, as against 20,000 on same date last year. This shows a very large difference, and one which would undoubtedly have an effect on prices.

Japans—Fine	0 26	0 28
Medium	0 20	0 24
Good common		0 18
Common	0 12½	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders	0 12	0 12
Congous—Kaisows		0 12
Packing boxes	0 12	0 14

Coffee—The coffee trade is quiet and only about as usual. There are no changes to report. New York prices are reported steady, with a tendency to easing off on spot goods. We call attention to Watt, Scott & Goodacre's

circular to the trade under date of May 30th, which places the situation more fully:

"In spot coffees New York has been a little bit easier, speculators having taken their profits; and the higher prices of last week having checked the buying of the roasting interests. One further element: New York is not at ease carrying a stock of 4,000,000 bags of coffee, which is the largest coffee stock held in the world to-day; and while the load is neither too heavy or uncertainly placed, it keeps the market panicky notwithstanding that the best informed believe that the new crop, plus the visible, is 1,000,000 or 2,000,000 bags short of annual consumption.

"We can learn of no actual business between Brazil and Canada for this week and except for special descriptions, none for New York account, New York being the lowest-priced market in the coffee world, owing to above reasons.

"New York coffees, however, are not available for Canada, and we can offer through goods on spot, and to arrive."

Good Cocutas	0 10	0 10½
Choice "	0 11½	0 12½
Jamaica coffee	0 10½	0 11
Java	0 18	0 22
Mocha	0 17	0 20
Rio	0 09½	0 11

Spices—There are no changes to report, business being quiet. All lines seem to be steady in tone. From a statistical position it is surmised that no radical changes one way or another are in sight in the near future.

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger	0 12	0 20
Cloves, whole	0 17	0 30
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 25	0 50

Canned Goods—Canned goods are moving fairly well in all lines. The consumer is generally at this season of the year through with his own putting down and has to fall back on factory-canned stock. There is no change in any lines. Prices are firm.

Salmon, pink	0 90	1 00
" spring	....	1 55
" Rivers Inlet red sockeye	....	1 65
" Fraser River red sockeye	1 50	1 75
Lobsters, talls	....	3 45
" 1-lb. flats	3 50	4 00
" ½-lb. flats	....	2 25
Canadian Sardines, ¼s	3 65	4 00
California asparagus	4 50	5 00
Asparagus tips	3 50	3 75

	Per doz.
Corn, 2-lb. tins	$1 20
" 2-lb. sucotash	1 25
Gallon corn	5 00
Tomatoes, 3-lb. tins	1 30
Gallon tins	3 60
Sugar beets	$0 85 0 95
2's Asparagus Tips	2 50
2's Beans, Golden Wax	0 80
2's " Refugee or Valentine	0 82½
2's " Crystal Wax	0 92½
2's Peas, No. 4 "Standards"	0 82½
2's " No. 3 "Early Junes"	0 85
2's " No. 2 "Sweet Wrinkled"	0 95
2's " No. 1 "Extra Fine Sifted"	1 30
2's Table Spinach	1 40

Pears—Flemish Beauty, Bartletts and pie in 2, 2½ and 3's	$1 15	$2 20
Peaches—White, yellow and pie, 1¾'s, 2's, 2½'s, 3's	1 25	2 82½
Gallon pears	3 15	3 67½
" peaches	3 55	4 50
Pumpkins, 3-lb. tins	....	0 72½
" gal	....	2 50
3-lb. squash	....	1 00
2's Cherries, red, pitted	....	2 20
2's " red, not pitted	....	1 75
2's " black, pitted	....	2 20
2's " black, not pitted	....	1 75
2's " white, pitted	....	2 40
2's " white, not pitted	....	2 00
2's Currants, red, heavy syrup	....	1 57½
2's " red, preserved	....	1 77½
Gals. " red, standard	....	4 75
Gals. " red, solid pack	....	7 00
2's " black, heavy syrup	....	1 75
2's " black, preserved	....	2 05
Gals. " black, srandard	....	4 00
Gals. " black, solid pack	....	8 00
2's Gooseberries, heavy syrup	....	1 62½
2's " preserved	....	1 85
Gals. " standard	....	7 25
2's Lawtonherries, heavy syrup	....	1 57½
2's " prescrved	....	1 85
Gals. " standard	....	4 97½
2's Pineapple, sliced	....	2 25
2's " grated	....	2 35
3's " whole	....	2 50
2's Plums, Damson, light syrup	....	1 00
2's " heavy syrup	....	1 20
2½'s " " "	....	1 57½
3's " " "	....	1 85
Gals. " standard	....	2 95
2's " Lombard, light syrup	....	1 05
2's " heavy syrup	....	1 35
2½'s " " "	....	1 62½
3's " " "	....	1 90
Gals. " standard	....	3 15
2's " Green Gage, light syrup	....	1 15
2's " heavy syrup	....	1 47½
2½'s " "	....	1 72½
3's " "	....	2 00
Gals. " standard	....	3 45
2's " Egg, heavy syrup	....	1 52½
2½'s " "	....	1 80
3's " "	....	2 10
2's Raspberries, red, heavy syrup	....	1 40
2's " preserved	....	1 60
Gals. " standard	....	5 00
Gals. " solid pack	....	8 00
2's " black, heavy syrup	....	1 35
2's " preserved	....	1 50
Gals. " standard	....	4 75
2's Rhubard, preserved	....	1 15
3's " "	....	1 90
Gals. " standard	....	2 62½
2's Strawberries, heavy syrup, 1903 pack	....	1 47½
2's " 1904 pack	....	1 69
2's preserved	....	1 75
Gals. " standrd	....	5 50
Gals. " solid pack	....	3 50

Rice and Tapioca—There is more rice moving than has been the case for some months past. Prices are low, and as the warm weather approaches there will be more demand for rice. Tapioca also is in fairly good demand.

B rice, in 10 bag lots	....	2 95
B rice, less than 10 bags	....	3 05
C rice, in 10 bag lots	....	2 85
C rice, in less than 10 bag lots	....	2 95

Fish—Fresh fish of all kinds is arriving freely and in fair quantities. Demand is good and steady. Gaspe salmon newly arrived is selling well at 25c. per lb. Shad is bringing from 20c. to 22c. each. The season for B.C. salmon is nearly over. Lake fish is coming freely and selling at low prices. We quote:

Shad	each	0 22
Gaspe Salmon	....	0 25
Sturgeon	....	0 10
Boiled lobsters	....	0 14
Dore, fresh	....	0 08
Fresh white fish	....	0 08
Lake trout	....	0 08
Brook trout	....	0 18
Fresh salmon, B. C	....	0 16
Standard bulk oysters, per gal	....	1 40
Selects	....	1 60
Haddies	....	0 07½
Bloaters in boxes, 100 fish	....	1 00
Yarmouth bloaters, 60 fish per box	....	1 10
Smoked herring, per box, new	....	0 11
Fresh haddock, per lb	0 04	0 04½
Fresh pike	....	0 06½
Fresh halibut	....	0 10
Fresh steak cod	....	0 06
No. 1 Labrador herring in 20-lb. pails	....	0 80
" " " half bbl	....	3 00
No. 1 Holland herring, per half bbl	....	6 50
No. 1 Scotch herring, " "	....	6 50
" " per keg	....	1 00
Holland herring, per keg	0 65	0 75
No. 1 salt mackerel, pail of 20 lbs	....	2 00
Boneless cod, 1 and 2-lb. blocks, per lb	....	0 06½
" fish " " "	....	0 06
" fish, loose, in 25-lb. boxes	....	0 05½
Labrador salmon, half bbl	....	9 00
" " (200 lbs.) bbls	....	16 00
" " large (300 lbs.)	....	24 00
B.C salt salmon, bbl	....	14 00
" " ½ bbl	....	7 50
Lake trout, salt, 100 lbs	....	4 50
Sea trout in bbls, 200 lbs	....	9 50
" half bbls	....	5 50
Marshall's kippered herring, per doz	....	1 40
Canadian kippered, per doz	....	1 00
Canadian ¼ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz	....	1 30
Canded cove oysters, No. 2 size, per doz	....	2 25

Foreign Dried Fruits—Business locally in foreign dried fruits is on the quiet side. Trade is only of a hand to mouth character. The season for offerings on new fruits is approaching, and the trade are issuing reports to their customers.

Valencia Raisins—		
Fine off-stalk, per lb	0 05	0 06
Selected, per lb	....	0 06½
Layers, "	0 07	0 07½
Dates—		
Dates, Hallowees, per lb	0 04	0 04½
Californian Evaporated Fruits—		
Apricots, per lb	....	0 13½
Peaches, "	....	0 10½
Pears, "	....	0 13
Malaga Raisins—		
London layers	....	2 00
"Connoisseur Clusters"	....	2 50
" ½-boxes	....	0 80
"Royal Buckingbam Clusters," ½-boxes	....	1 10
" boxes	....	3 50
"Excelsior Window Clusters,"	....	4 50
" " ½s	....	1 35
Californian Raisins—		
Loose muscatels, per lb	0 07½	0 08
" " seeded, in 1-lb. packages	0 08	0 09
" " 2 crown	....	0 06
" " 3 crown	....	0 06½
" " 4 crown	....	0 08

Prunes—	Per lb.	
30-40s	....	0 08½
40-50s	....	0 08
50-60s	....	0 07
60-70s	....	0 06
70-80s	....	0 06
80-90s	....	0 05
90-100s	....	0 05
Oregon prunes (Italian style), 40-50s	....	0 08
" 50-60s	....	0 07
Oregon prunes (French style), 60-70s	....	0 06
" 90-100s	....	0 04
" 100-120s	....	0 04

Currants—		
Filiatras, uncleaned	....	0 04½
Fine Filiatras, per lb., in cases	0 04½	0 05
" " cleaned	0 04½	0 05½
" " in 1-lb. cartons	0 05½	0 06
Finest Vostizzas "	0 06½	0 07½
Amalias "	....	0 06
Sultana Raisins—		
Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton	....	0 09
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	....	0 13
Four crown, fancy, 10-lb. boxes	....	0 09
Three crown	0 07	0 07½
Glove boxes, fine quality, per box	....	0 11
Fancy washed figs, in baskets, per basket	....	0 20
" pulled figs, in boxes, per box	....	0 22
" stuffed figs, " "	....	0 28
12-oz. boxes	0 06½	0 07

Watt, Scott & Goodacre in their last report to the trade advise as follows:

Valencia Raisins—An expected normal crop and the disasters which attended farmers who carried their fruit late into the season of 1904 will make for the advisability of marketing the fruit at an early date for a reasonable price.

Malaga Raisins—The crop is expected to be a little larger than last year. A feature of the season will be a large development in the quantity that will be imported of No. 1 clusters, wrapped and ribboned, 20 to the box. The vines are looking well, and grapes are plentiful, but on the small size. Rain is needed to develop the fruit.

Shelled Almonds—The Malaga crop is now considered to be secure, barring hailstorms and other freaks of nature. The "Valencia" trees give excellent promise, but "Jordans," which chiefly come from Granada, are said to be small in quantity, as well as in size of fruit, owing to the prolonged drought which has practically destroyed the grain crops of that province.

Sultana Raisins—There are reports from the interior of Turkey stating that damages to the vines from frost have been severe. Conservative opinion prevails that the damage is not serious, and that a good crop will be housed, provided all goes well.

Hallowee Dates—For shipment ex first-tide steamers from Persia, via Lon-

don, Hallowees are offered 12s. 6d; Kadrawees, 11s. 6d; Sairs, 10s. 6d per cwt. c.i.f. Montreal, or for shipment ex second-tide steamers at 6d per cwt. less. The shipments offered will not compare favorably in time with shipments by direct steamship to New York, but the low cost should prove attractive.

Sicily Filberts—Prices for new crop have been sent out for several months. Present speculative price for September-October shipment is 23s. 6d per cwt. c. and f. Montreal.

Currants—Too early to say more than that prices will not in any event be high. Market is firm.

Prunes—Much interest should be taken in California prunes of present season, the coming crop is reported much below half a crop and will consequently run to large sizes and high prices.

Several cars of northern fruit, 50-60's, 60-70's, equal quantities, were recently sold at 1 3-8c. bag basis, f.o.b. coast. Santa Claras 50-60's and 60-70's offered at 1 1-2c., delivery to be taken in bags, or 50-lb. boxes at 1-4c. advance, or 25-lb. boxes at 1-2c. advance.

Country Produce.

Honey—Nothing of note to report. Demand and business are small. A scarcity is particularly noticeable in white clover comb. Prices are the same.

White clover, extracted tins	0 07	0 07½
" kegs	0 07½	0 07½
" comb	0 13	0 13½
Buckwheat	0 06	0 06½

Maple Products—There is little to say about the maple trade this week. Dealers and manufacturers agree that the demand is very moderate, although for this time of the year business is fair. Prices are unchanged. Stocks are plentiful.

Maple syrup, in wood, per lb	0 06	0 06½
" in large tins	0 07½	0 07½
Pure new sugar, per lb		0 10
Pure Beauce County, per lb	0 06	0 07

Beans—Little business is being done in beans. The demand is small and local trade quiet. Prices are the same as last week.

Choice prime beans	1 60	1 70
Lower grades	1 40	1 50

Five cars of peas have been sold this week at prices between 95 to 97 1-2 cents. Peas are scarce and demand good.

Hops—Hops are practically out of the local market. The leading dealers report that there are no hops to be bought on the Pacific coast. Local prices remain firm and unchanged as yet.

B.C.	0 32	0 35
Choice Canadian	0 25	0 30
Fair to good	0 24	0 26

Evaporated Apples — Evaporated apples are in little demand. The market is quiet and business smaller than last week. The market being flooded with green fruits is the cause of this poor business. Evaporated apples are still firm at 6 1-4 to 6 1-2c., and dried apples quiet at from 3 to 3 1-2c. per lb.

Flour, Feed and Meal.

Flour—An interview with the leading dealers shows that a fair and slightly increasing business is done in flour. Buyers are holding their large orders back, and this is the cause of the slow increase of trade. Shipments, according to opinion of dealers, average, or at least are not much above those of last week. We quote:

Royal Household		5 60
Glenora		5 30
Manitoba spring wheat patents	5 40	5 50
" strong bakers	5 05	5 10
Winter wheat patents	5 30	5 50
Straight rollers	5 00	5 10
Extra	4 50	4 60
Straight rollers, bags, 90 per cent	2 40	2 50

Feed—Business is reported better this week than for some time past, although demand is only fair. Sales of bran have been larger, but not outside of the prices quoted. Prices are firm and unchanged.

Manitoba bran, in bags, per ton	17 50	18 50
" shorts	19 50	20 50
Ontario bran, in bulk	17 00	18 00
" sborts	19 50	20 50
Mouillie	24 00	28 00

Rolled Oats—Rolled oats, as stated by dealers, are not selling very much, as is generally the case at this time of the year. However, prices are firm and still unchanged.

Fine oatmeal, bags		2 25
Standard oatmeal, bags		2 25
Granulated "		2 40
Rolled oats, "	2 20	2 25
" bbls	5 00	5 10

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, June 1, 12.30 p.m.

BUTTER—Market firm, improving business, export orders booked to-day at 19½c. Best creamery quoted at 19 to 19½c. wholesale lots.

CHEESE—Easier tone, make increasing, best Ontario 9½ to 9⅝c.; Quebec 9½ to 9½c.

EGGS—Firm at 16 to 16½c. wholesale lots, 17c. small lots. Easier market looked forward to next week.

PROVISIONS—Moderately active market. Demand fair, good undertone, no change in abattoir killed hogs, $9.75 outside quotation. Trade in hams and bacon improving.

Hay—Prices are easier, but demand is still small. Dealers report a scarcity in No. 1, and quality of other stocks is said to be very ordinary. We quote:

No. 1 timothy	9 00	9 50
" 2 " choice	8 00	8 50
" 2 " ordinary	7 00	7 25
Clover	6 50	7 00
Clover mixed	7 00	7 25

Ontario Markets.

GROCERIES.

Toronto, June 1, 1905.

STEADY business in assorted orders is reported by leading wholesale houses during the week; conditions in the country are beginning to show signs of improvement, and although not up to the standard as yet, country business is on the increase. There is considerable gossip among the trade as to the opening price of sockeye salmon, and, although it has not been definitely announced, the general understanding is that this year's prices will be lower than those of a year ago on account of 1905 being a big run. An increased demand is noted for canned meats, which means that the retail trade are beginning to anticipate their Summer wants. Sugar continues steady and unchanged. A few lots of raw sugar have been selling at reduced prices. Several transactions in West Indian molasses are reported during the week at prices below the ideas of Toronto brokers. A fair trade is doing in teas generally, with Ceylons somewhat stiffer in price. Owing to shortage in the 1905 crop of California prunes very firm prices rule. The local market is already pretty well cleaned up on prunes. A brisk demand is noted in 1904 crop Valencia raisins.

Canned Goods—Brisk inquiries for tomatoes with continued importations of American goods are reported this week; an improved demand is also noted in canned corn. One of the most interesting features of the canned goods market at this juncture is the taking of orders for future canned fruits and vegetables, which is reported on a large scale. Pork and beans continue to move very freely.

There is a good deal of gossip this week among the trade as to the opening price of 1905 pack salmon. It is generally understood that the price will be lower than last season, and one or two quotations have already been named on red sockeyes, viz., $4.50, as compared with $5.35 a year ago. The new price on haddies will be considerably higher than last year, and some will unquestionably be sold as high as $4.50 or $4.60. An increased demand is noted in canned meats owing to the approach of the picnicing season. Our quotations are as follows:

Tomatoes, 3's	1 25	1 30
Corn, 2's	1 10	1 20
Peas, 2's	0 82½	1 30
Sliced beets, 2's		0 85
" " 3's		0 95
" " whole		0 95
Pumpkin, 3's		0 75
" gal		2 50
Squash		1 00
Asparagus tips, 2's		2 75
Golden waxed beans, 2's		0 80
Refugee or Valentine beans, 2's		0 85
Crystal waxed beans, 2's		0 92½
Spinach, 2's		1 40
" 3's		1 80
Baked beans, plain, 1's		0 45
" " 2's		0 72
" " 3's		0 90
Tomato sauce, 1's		0 50
" " 2's		0 78
" " 3's		1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's		0 90
" " gal		4 50
" jugs		7 70
Apples, standard, 3's	85	90
" preserved, 3's		1 47½
" standard, gal	1 70	2 00
Pears, Flemish Beauty, 2's		1 52½
" " " 3's		2 00
" Bartlett, 2's		1 87½
" " 3's		2 82½
" whites, 2's		1 72½
" " 3's		2 67½
Peaches, pie, 3's		1 25
Oberries, red, pitted, 2's		2 20
" " not pitted, 2's		1 75
" English black, pitted, 2's		2 20
" " " not pitted, 2's		1 75
" white wax, pitted, 2's		2 42
" " " not pitted, 2's		2 00
Lawtonberries, heavy syrup, 2's		1 57½
" preserved, 2's		1 75
" standard gal		4 97½
Plums, Damson, light syrup, 2's		1 00
" " heavy syrup, 2's		1 30
" " " 3's		1 85
" Lombards, light syrup, 2's		1 05
" " heavy syrup, 2's		1 35
" " " 3's		1 90
" green gage, light syrup, 2's		1 15
" " heavy syrup, 2's		1 47½
" " " 3's		2 00
" egg, heavy syrup, 2's		1 52½
" " " 3's		2 10
Pineapple, sliced, standard, 2's		2 35
" extra " 2's		2 47½
" grated, " 2's		2 62½
Raspberries, red, heavy syrup, 2's		1 40
" " preserved, 2's		1 60
" black, heavy syrup, 2's		1 35
" " preserved, 2's		1 50
Rhubarb, preserved, 2's		1 15
" " 3's		1 90
" " gal		2 62½
Strawberries heavy, syrup, 2.s		1 60
" preserved, 2's		1 75
Lobster, talls		3 50
" 1-lb. flats		3 75
" ½-lb. flats		2 00

Mackerel	1 00	1 25
Salmon, Sockeyes—		
1-lb. talls, 5 cases and over	....	1 77½
1-lb. talls, less than 5 cases	....	1 80
1-lb. flats, 5 cases and over	....	1 90
1-lb. flats, less than 5 cases	1 87½	1 92
½-lb. flats, 5 cases and over	....	1 17
½-lb. flats, less than 5 cases	....	1 20
Salmon, "Clover Leaf."		
Chums	0 95	1 00½
Sardines, Sportsman ¼'s	....	0 14
" ⅛s	....	0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ⅛s	0 35	0 38
" Domestic, ¼s	0 03½	0 04½
" " ⅛s	0 09	0 11½
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies, per doz	....	1 00
Haddies, per case	....	4 00
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 50
Herrings in tomato sauce, domestic	....	1 00
" " " imported	1 40	1 45
California ripe olives, tins, per doz	....	4 75
Corned beef, 1s, per doz	....	1 45
" 2s, "	....	2 60
" 6s, "	....	7 80
" 14s, "	....	18 00
Lunch tongues, per doz	....	2 75
Potted meats, 4s, "	0 47½	0 50
" ½s, "	0 85	1 00

Sugar—The sugar market continues steady with an upward tendency, if anything. On Saturday, May 27, Arbuckle and the Federal, two of the New York refiners, advanced their prices 10c. There has also been an advance during the week of 1-32 in raws, leaving the margin between raws and refined 1.32, as compared with 85c. last year. Indications point to an increased consumptive demand in the near future, and it is thought that the market will be steadier from now on. We quote the following:

Paris lumps, in 50-lb. boxes	....	5 93
" in 100-lb. "	....	5 88
St. Lawrence granulated	....	5 33
Redpath's granulated	....	5 36
Acadia granulated	....	5 43
Berlin granulated	....	5 28
Phoenix	....	5 18
Bright coffee	....	5 18
Bright yellow	....	5 08
No. 3 yellow	....	5 08
No. 2 "	....	4 93
No. 1 "	....	4 83

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

Syrups and Molasses—Trade in syrups and molasses continues on the quiet side. During the week there have been several transactions in West Indian molasses on the street at prices considerably below the ideas of Toronto brokers. We quote as follows:

Syrups—		
Dark	....	....
Medium	0 33	0 34
Brigbt	0 35	0 37
Corn syrup, bbl., per lb.	....	0 02½
" ½-bbls "	....	0 02½
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. " "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10
Molasses—		
New Orleans, medium	0 28	0 35
" ½ bbls	0 30	0 35
" open kettle	0 45	0 50
Barbadoes, extra fancy	0 45	0 50
Porto Rico	0 42	0 48
West Indian	0 32	0 35
Maple syrup—		
Imperial qts	....	0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

Coffee—Locally coffee business is reported quiet, with very little change from last week. A little weakness has developed in New York at the close of the market, but Brazil keeps firm and brokers report that the trade are waiting for lower prices.

The statistical position of coffee continues to improve. United States visible supply of Brazil coffee is now 3,972,709 bags, compared with 4,233,824 bags on May 1. The stock of coffee in Rios and Santos is 1,024,000 bags, against 1,121,000 bags on May 1, and Havre stocks are 2,690,000 bags, against 2,713,006 bags on the opening of the month. The general idea of the trade seems to be that the decrease in the world's stock of coffee for May will be about 600,000 bags; owing, however, to the large existing stock, the close proximity of the new Brazil stocks and the fear of an increase in receipts showing that the new crop was beginning to come to market, the trade has been holding back.

	Per lb.	
Green Rios, No. 7	0 10	0 10½
" " No. 6	....	0 11
" " No. 5	....	0 11½
" " No. 4	....	0 12
" " No. 3	....	0 12½
" Mocha	0 21	0 23
" Java	0 22	0 35
" Santos	0 11	0 13
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
Green, Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracaibo	0 16	0 23

Teas—A seasonable trade is recorded in teas of all descriptions. The trade here shows very little interest in the Japan market as yet, although No. 7 grade May Japan tea is quoted this week at the low price of 20c. The quality of high-grown flavory Ceylon blacks has fallen off pretty much during the last two weeks, and orders for fine quality have been declined at Colombo for lack of suitable teas. London stocks of flavory teas, which have not at any time been plentiful, are almost exhausted, and teas now on the market are distinctly inferior to the corresponding grades of two weeks ago. Common teas have been plentiful and cheap in Ceylon, so cheap as to induce free buying, notwithstanding large weekly sales of about 2,000,000 lbs. The market last week went one farthing higher on this grade, but the tea is still cheap and receiving active attention from buyers, Ceylon being the only primary market in operation at the present time.

The Calcutta market will open next week, but it is unusual to get common tea from Calcutta before July-August, so that Ceylons on to-day's basis are considered absolutely safe for four months to come. Buyers of tea do not usually anticipate their wants for a longer period, since, besides the cost of carrying teas it must be remembered that they depreciate in quality if held longer.

Cables this week from Japan indicate values on about the same basis as this time last year. Beyond a few early teas at between 20 and 30c. there is nothing suitable for the Canadian market, nor likely to be for another month. On this account local buyers have barely commenced to take an interest in the fluctuations of the Japan market since the opening. We quote the following prices:

Congou—half-chests, Kaisow, Moning	0 12	0 60
caddies, Pakling	0 19	0 40
Indian—Darjeelings, Pekoe souchongs	0 20	0 22
" Pekoes	0 25	0 30
" Orange Pekoes	0 35	0 45
Indian—Assam, Orange Pekoes	0 25	0 40
" Pekoes	0 18	0 20
" Pekoe Souchongs	0 16	0 18
Ceylon—Broken Orange Pekoes	0 22	0 40
Orange Pekoes	0 22	0 29
Pekoes	0 18	0 24
Pekoe Soucbong	0 14	0 16
China Greens—Gunpowder, cases, extra first	0 35	0 42½
" half-chests, ordinary firsts	0 22	0 28½
Young Hyson, cases, sifted, extra firsts	0 37½	0 47
" cases, small leaf, firsts	0 30	0 37
" half-chests, ordinary firsts	0 22½	0 32½
" " seconds	0 22	0 24½
" " tbirds	0 15	0 17
" common	....	0 14
Pingsueys—Young Hyson, ½-chests, firsts	0 25	0 30
" seconds	0 16	0 18
" half-boxes, firsts	0 25	0 30
Japan—½ chests, finests May pickings	0 34	0 38
Choice	0 31	0 36
Finest	0 27	0 29
Fine	0 24	0 27
Good medium	0 19	0 21
Medium	0 17	0 19
Good common	0 18	0 19
Common	0 13	0 14
Dust	0 06	0 08

Spices—Business is quiet, and the tone of the market for most spices reported firm. Cable advices on pepper are, if anything, a shade stronger. We quote as follows:

Spices—

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 25	0 35
" white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 14	0 17
Cassia	0 21	0 25	Mace	0 80	0 90
Nutmeg	0 45	0 75			

Rice and Tapioca—There are no particular features in the rice and tapioca market this week. The demand continues seasonable, and advices from the south report firm markets with light offerings of Louisiana rice. We quote as follows:

Rice and Tapioca—

	Per lb.			Per lb.	
Rice, stand. B	0 03½	0 03¾	Tapioca, staple	0 03	003
Rangoon	0 03½	0 03¾			
Patna	0 05	0 05½	" double goat	....	0 05½
Japan	0 05½	0 06½	Carolina rice	0 08	0 08½
Sago	0 03½	0 04	Louisiana rice	0 05	0 07

Foreign Dried Fruits — Valencia raisins are selling rather freely on the spot at exceedingly low prices, brought about by the refusal of growers in Spain to accept ruling prices during the heavy months of the season with the result that they have had to market fruit at about one-half the price they could have obtained had they been more reasonable. Shippers in Spain see a possible advantage in this, as they believe growers will be less inclined to take an unreasonable attitude in the early months of the new season, thus facilitating export business which was made very difficult during the past few seasons.

In currants the market continues steady with fair consumptive demand. Now proposals are being formulated in Greece for handling the coming crop, and the question of the Government forming a plan for making the export business a monopoly is again discussed. No one knows what the result will be, but every one knows that all previous legislation along this line has failed to accomplish its object.

Firmer prices for prunes at the coast are being quoted, the talk being for a 3c. bag basis at the coast for new crop Santa Claras. Chicago is the cheapest market for buyers at the present time, and the local market is said to be pretty well cleaned up of old stock. The coming crop of prunes in California is estimated at 70,000,000 lbs., with a carry-over from the 1904 crop of 80,000,000 lbs. The total 1904 crop was 120,000,000 lbs., with a carry-over from 1903 of 30,000,000 lbs.

Prunes—

	Per lb.		Per lb.
100-110s	0 04½	60-70s	0 05½ 0 06
90-100s	0 04½ 0 04¾	50-60s	0 06¼ 0 06½
80-90s	0 05 0 05½	40-50s	0 08 0 08½
70-80s	0 05½ 0 05¾	30-40s	0 09½

Candied Peels—

	Per lb.		Per lb.
Lemon	0 08½ 0 10	Citron	0 15½ 0 17
Orange	0 09½ 0 10½		

Figs

Elemes, per lb	0 08 0 0 13

Apricots—

	Per lb.
Californian evaporated	0 14 0 15

Peaches—

	Per lb.
Californian evaporated	0 13 0 13½

Pears—

California evaporated, per lb	0 15

Currants—

	Per lb.		Per lb.
Fine Filiatras	0 04¾ up	Vostizzas	0 07 0 07½
Patras	0 06 0 06½		

Raisins—

	Per lb.
New selects	0 05 0 05½
Fine off stalk	0 04½ 0 05
Sultana	0 05½ 0 10
Californian seeded, 12-oz. Muscatals	0 06¾ 0 07
" " 1-lb. boxes "	0 07 0 08½
" unseeded, 2-crown. "	0 07½
" " 3-crown "	0 05¾ 0 07
" " 4-crown "	0 07 0 08

Dates—

	Per lb.		Per lb.
Hallowees	0 04 0 04½	Fards new choicest	0 09 0 10½
Sairs	0 04	" new choice	0 09½

Foreign Nuts—The peanut market is decidedly firmer on large stock, and supplies are difficult to obtain. At the present time there is an exceptionally heavy demand for fancy hand-picked, and the market shows, if anything, an easier tendency. Latest reports on Tarragona almonds indicate that much of the growing crop is falling from the trees, and that expectations as to the quantity of the new crop will have to be considerably modified. Our quotations are as follows:

(The following quotations on peanuts are for sack lots, green.)

Selected Spanish	0 08½
A 1's, banners and suns	0 08¾
Japanese Jumbo's	0 08½
Virginia "	0 10

For sack lots roasted add 1c. to above quotations. For small, 2c

Almonds, Tarragona, per lb	0 12 0 12½
Walnuts, Grenoble, "	0 12½
" Bordeaux, "	0 09 0 10
Filberts, per lb	0 10
Pecans, per lb	0 13 0 15
New Brazils, per lb	0 13 0 14
Cocoanuts, Jamaica, per sack	4 50
Italian Chestnuts, per lb	0 08

Evaporated Apples—Very little trade in evaporated apples is reported during the week. Quotations on the whole appear to be a little below last week's level. We quote to the trade 6 1-2 to 7c. this week.

Bird Seed—Bird seed quotations continue unchanged and the market quiet. We quote the following prices:

Canary seed, per lb	0 06 0 07
Hemp "	0 04½
Cottam's	0 08
Brock's	0 07½

Dried and Cured Fish—At the moment the dried and cured fish business is on the dull side, with no features and unchanged quotations. We quote as follows:

Boneless fish, per lb	0 04½
Cod fish, 1-lb. bricks	0 06½
Boneless cod, per lb	0 08 0 10
Quail-on-toast, per lb	0 06
Flitched cod fish, in cases of 100 lbs., per lb	0 06
Labrador herring, per bbl	6 00 6 50
" " per ½ bbl.	2 85

Fresh Fish—A seasonable trade has been doing in fresh fish during the week. There are no new varieties on the market, and although perch, pickerel and one or two other varieties have appeared on the market from time to time they are such an uncertain quantity that it is hardly worth while giving quotations. We quote:

Fresh halibut, per lb	0 09
" haddock "	0 06
" trout "	0 07½
" cod steak, per lb	0 07
" lobsters, boiled, each	0 15
" B.C. salmon, per lb	0 20
Shrimps, per gal	1 15 1 25
White fish, per lb	0 08

Country Produce.

Eggs—An unusual condition of the market prevails at the present time, namely, an advance of 1c. per dozen in new-laid eggs. This is a result of buyers throughout the country offering the farmers 15c. a dozen straight for eggs for pickling purposes. There is very little margin of profit on eggs bought at this price. At the same time the wholesale provision people have got to stand the shot. We quote as follows:

New laid eggs, per doz	0 16 0 16½

Beans—At the present time stocks of beans throughout the country seem to be within narrow compass; at the same time the demand is not over brisk, and quotations continue as last advised. We quote:

Beans, handpicked, per bush	1 75 1 80
" prime, No. 1	1 69 1 65
" prime, No. 2	1 45 1 50
" Lima, per lb	0 07 0 07

Honey—This item is dull, and market quotations continue as last advised. We quote as follows:

Honey, extracted clover, per lb	0 07½ 0 08
" sections, No 1, per doz	1 90 2 00
" " No. 2, "	1 65
" Buckwheat, per lb	0 05 0 06
" " sections per doz	0 75 1 00

Maple Products—The maple syrup business is decidedly on the wane and at the close of the market this item is without particular interest. The wholesale trade are of the opinion that considerably less maple syrup has been sold during the season just over than last year for the simple reason that so much stuff has been paraded on the Canadian market which is not pure maple syrup. We quote:

Maple sugar, 1 lb cakes, per lb	0 09 0 10
" large cakes in tubs, per lb.	0 08
Maple syrup, per imperial gal	0 90
" " wine gal	0 65
" " imperial quarts	0 25
New maple syrup, per imperial gal	1 50
" " per wine gal	0 85

Seeds—The seed trade is practically over for the season and quotations on all except Hungarian, millet and corn have been withdrawn from the market. We quote:

Hungarian, per 100 lbs	2 60 2 70
Millet "	2 50
Orchard grass	14 00
Seed corn, Dent varieties, per bush	0 70 1 00
" Flint " "	1 25 1 30

Grain, Flour and Breakfast Foods.

Grain—Quietness has characterised the grain situation for the week. Slight declines in Manitoba wheat are noted, viz., 1½c. on Manitoba Northern No. 1 and No. 2, and ½c. on Northern No. 3. Red and white wheat have each advanced 1c. as well as oats. We quote the following prices:

All on track Toronto.

Manitoba wheat, Northern No. 1	1 02½
" " " No. 2	0 99½
" " " No. 3	0 93½
Red, per bushel, new	1 02
White " "	1 02
Barley " "	0 50 0 52
Oats " "	0 44 0 44½
Peas "	0 74 0 75
Buckwheat " nominal	0 63 0 64
Rye, per bushel, " "	0 71 0 73

Flour—Last week's quotations continue unchanged. The local milling trade is of a hand-to-mouth character. Considerable exporting, however, is being done, the destination in most cases being the United Kingdom. Quotations are as follows:

Manitoba wheat patents, per bbl. in bags	5 20 5 50
Strong bakers " "	5 00 5 20
Ontario wheat patents " "	4 80 4 90
Straight roller " "	4 75 4 80

Breakfast Foods—No changes are reported during the week, with steady trade in almost all lines of breakfast foods. The market on cereals in the United States exhibits additional strength this week without, however, affecting the price of local goods. We quote as follows:

Oatmeal, standard and granulated, carlots, on track, per bbl	4 90
Rolled wheat in boxes, 100 lbs	2 90
" " 50 lbs	1 50
Rolled oats, standard, carlots, per bbl., in bags	4 35
" " " " " in wood	4 60
" " " " for broken lots	4 60
Rolled wheat, per 100-lb. bbl	3 00
Cornmeal	3 35
Split peas	5 00
Pot barley, in bags	4 00
" in wood	4 25

Hides, Tallow, Skins and Wool—The only change in this week's market is an advance ½c. in country flat hides. The market is quiet and without particular indications. We quote the following prices:

Hides, No. 1 green steers, per lb	0 09
" " 2 " " "	0 08
" No. 1 green, per lb	0 08½
" " 2 " "	0 07½
Country hides, flats, per lb	0 7½ 0 08
Calf skins, No. 1, selected	0 11
" " No. 2	0 09
Deacons (dairies), each	0 80
Sheep skins	1 25½
Rendered tallow, per lb	0 04 0 04
Unwashed wool, new clip, per lb	0 13 0 14
Pulled wools, super, per lb	0 21 0 23
" " extra "	0 22 0 24
Woo-washed fleece	0 20 0 22

B. C. Markets.

Vancouver, B.C., May 25, 1905.

RAILWAY building by the rival companies, the C.P.R. and the Great Northern, promises to make a lively Summer in the Similkameen district, into which the race will be made by the rival lines. Incidentally, the opening of the rich Similkameen, so long delayed, will now come with such a rush that the typical western boom is to be feared. There is sure to be the same feverish haste to grab town sites, and to set up business in mercantile lines, that has characterized other steps of development in the West.

But the "rich Similkameen" will stand a good deal of booming. It has long been proven the richest undeveloped area in Southern British Columbia, and its riches are not alone in mineral wealth, of which it has marvelous deposits. Its

SITUATION VACANT.

WANTED first-class grocery clerk. Apply to Geo. Benger, Port Arthur, Ont. (22)

Established 1870. 7 Gold and Silver Medals.
MAPLE SYRUP
Small's Brand is Standard
Government certificate of analysis on every package. That's all! Product of the Canada Maple Exchange, Montreal.
For sale through the wholesale trade only.
TRADE MARK. Small's

coal measures are equally valuable, and second in area and quality to none in the whole West. Its agricultural possibilities, particularly in cattle raising and fruit growing, are also capable of development on a very large scale, and many favorable tracts of land are now being got ready for the expected inrush of settlers.

Some time ago the announcement was made that the Great Northern, which has had its terminus in the Boundary country at Midway, since last Fall, would go ahead with its line into the Similkameen district this season, and preliminary work to that end is now being done. It has just been announced that the C.P.R. will this year build, or have built, the Nicola, Kamloops and Similkameen line from Spence's Bridge, west of Ashcroft, to Nicola Lake, a distance of 45 miles, which construction will be completed this year, it is anticipated. Mr. C. E. Loss, owner of the charter of the Nicola, Kamloops and Similkameen Railway and Coal Co., and president of the Atlantic Construction Co., will undertake the work personally, while the engineering will be under the supervision of the C.P.R. engineering staff, with Mr. H. J. Cambie as consulting engineer.

* * *

Until the waters of Lake Lebarge are freed from ice, and the melting snows of the upper Yukon have raised the level of water in the river, through traffic on the lower river, which is now open, is seriously handicapped. Many barges and small boats are stranded on bars below Five Finger Rapids. As is usual, large quantities of goods were taken across the ice of Lebarge and placed on scows and in small boats, ready to follow the ice down, but the stage of water is so low that there is little movement. None of the larger steamers tied up at Hootalinqua can move. The little steamer LaFrance got through Five Fingers, and is down to Dawson ere this, it is expected. She took on cattle which had been taken over the trail as far as Yukon Crossing.

In anticipation of the season, the C. P.R. has inaugurated a six-day service between British Columbia ports and Skagway for the Summer, to be maintained by the steamers Princess May and Princess Beatrice. The vessels will call at Port Simpson regularly, owing to the increase in passenger traffic to that part of the Northern British Columbia coast. Last Summer, not having to make the call at Port Simpson, the steamers made a five-day service.

* * *

Two six-storey warehouses are to be erected on Water street this year, one with 75 feet frontage for the wholesale grocery firm of Kelly, Douglas & Co., and which they are putting up themselves, and the other of six storeys also, and 50 feet frontage, which will be owned by Mr. Robert Kelly, and Mr. Frank Burnett.

* * *

Last week the Kosmos line steamer Itauri reached port from Hamburg via South American ports. She had 1,600 tons of raw sugar from Peru for the British Columbia Sugar Refinery, which she discharged direct on the company's wharf.

* * *

There is to be a special feature at the Dominion Exhibition at New Westminster, put on by the Japanese merchants of the province. The cost of an exhibit is being borne by all merchants of Japanese nationality in Canada, the consul at Vancouver having originated the idea, when it was found that the Imperial Japanese Government could not afford time nor money from the war for the project.

* * *

Fire last week destroyed Killaby & Jones' vinegar works at New Westminster, and later the proprietor, Killaby, was arrested on suspicion, several facts having been adduced, indicating motive

* * *

News by Yukon telegraph this week stated that a large portion of the business community at White Horse, at the head of navigation on the Yukon was burned to the ground, the loss being particularly heavy as large stocks have been accumulating, as the custom is, to be ready for the first boats down to Dawson.

* * *

This week the home-grown strawberry is in plentiful evidence, most of the fruit being from the earlier plantations on Vancouver Island close to Victoria. The quality is excellent, and growers say that everything is in line for a bumper strawberry crop this season.

While the coast perhaps leads in small fruit culture, so far as quantity shipped, there are many Okanagan places where such industry would pay well, and already attention is being given to the matter.

PERSONAL MENTION.

Superintendent C. D. Bell, of the Ontario Sugar Co., Berlin, has resigned.

Mr. J. W. Maybee, of the Eby, Blain Co., spent a few days in Collingwood this week.

Mr. W. Joyce, of Oakville, was in Toronto on Tuesday, May 30, calling upon the wholesale grocery trade.

Mr. T. Blackwell, of the Park, Blackwell Co., Toronto, who is at present in England, sails for home on June 3.

Mr. G. W. Larkin, general merchant, Nobleton, was in Toronto on Monday of this week and paid a friendly visit to The Canadian Grocer.

Mr. Mulholland, general manager of the Distributors' Co., Limited, Toronto, has gone West to open up branches at Winnipeg and Portage la Prairie.

Mr. A. Macdonald, wholesale grocer, Winnipeg, and his brother, Mr. D. Macdonald, have purchased the K.W.C. Block in Nelson, B.C., for $55,000.

Mr. D. Mowat, secretary-treasurer of the Western Canadian Fish Co., Limited, Vancouver, was in Toronto last week making preparations for Fall trade.

Mr. J. H. Cross, Montreal, has been appointed agent for Albert Dubois & Co., Blanzac, Cognac, France, whose brandies, etc., are well known to the trade.

Mr. C. E. Kyle, grocery broker, Toronto, has acquired the Ontario agency for Thornett & Fehr, London, Eng., and The Baltic, dealers and importers of wholesale spices.

W. H. Millman & Sons, grocery brokers, Toronto, to cope with their steadily-increasing business, have engaged the services of Mr. Neil Carmichael, late partner of the firm of Smith & Carmichael, and formerly with H. P. Eckardt & Co.

Mr. Chas. H. Cochrane, of C. H. Cochrane & Co., the well-known Ottawa coffee and spice house, favored The Grocer in Montreal with a call on May 27. Mr. Cochrane was passing through the city on a sad errand,—on his way to attend the funeral of his mother at Hemmingford, P.Q.

Mr. F. D. Dewar, recently with the Ritchie-Hearne Co., has entered the employ of James Turner & Co., Hamilton, and will look after the territory formerly covered by Mr. Book. He is now at headquarters getting fully posted preparatory to commencing, which he expected to do about May 29.

Mr. F. Menzie has severed his connection with H. P. Eckardt & Co. to become manager of the sales department of the F. F. Dalley Co., Hamilton. Mr. Menzie, more familiarly known among the trade as "Dad" Menzie, has traveled for H. P. Eckardt & Co. west of Port Arthur to Vancouver for over a year.

Mr. John N. Creed, who has been with Jason S. Creed, Board of Trade, Montreal, agent for Lipton's jellies and table delicacies, has removed to New York. Mr. Frank Creed remains in charge of the Montreal office. Mr. Jason S. Creed reports business for Lipton's lines in the Maritime Provinces as good, while their western representative is also doing an increasing trade.

The Royal Crown Soap Co., Winnipeg, are making a thorough canvas of the Montreal trade. Black & Middleton, of Winnipeg, and Mr. E. R. Powell, who has been looking after Toronto, are all in the city and covering it most thoroughly. Mr. W. H. Dunn, eastern agent for the Royal Crown Soap Co., is also adding another salesman to the campaigning list, and it goes without saying that "Witch Hazel" soap will be thoroughly well introduced before these gentlemen get through with the territory.

Mr. David Greig, representing B. McDougall & Co., Glasgow, was a caller at the Montreal office of The Grocer last Friday. Mr. Greig, who is well known to the Canadian trade, is on his annual trip through Canada and the United States. Usually his visits are made in the Winter months, but owing to the protracted strike at the works, which has now been settled, and which Mr. Greig stated in no way interfered with the shipment of their American orders, owing to large manufactured stock on hand, his trip for 1905 was delayed.

Mr. Wallace Anderson, of Anderson, Powis & Co., brokers and manufacturers' agents, Toronto, paid a short visit to Montreal last week. The Grocer met Mr. Anderson and was pleased to learn that the new firm starts out with the best of prospects, and as both Mr. Anderson and his partner are well and favorably known to the jobbing trade of Toronto and the western cities and represent some of the most prominent foreign and domestic houses, a good share of import business should pass through their hands.

Mr. H. Gilbert Nobbs, Toronto, Canadian agent for Holbrooks Limited, Birmingham, was a caller at the Montreal offices of The Grocer on Saturday, May 27. Mr. Nobbs, who has been so thoroughly and effectively pushing the merits of Holbrooks' sauce in Toronto and Western Ontario, is entering upon a systematic sampling and canvassing trade of Montreal, Quebec and Ottawa. He refers in high terms of appreciation to the manner in which the Western Cana-

dian trade and consumer have taken hold of Holbrooks' sauce, and looks forward to an equally successfully campaign in Eastern Canada.

The disciples of Izaak Walton in the brokerage and commission business of Montreal are taking full advantage of the opening of the piscatorial season, and every week one or two are missing from their offices. Mr. A. H. Scott, of Watt, Scott & Goodacre, has just returned from a few days' outing at the club at Nominingue, and this week Mr. Goodacre, of the firm, is taking a fling at the speckled beauties in the northern inland lakes. Mr. J. Rose, of Rose & Laflamme, is also enjoying a rest and fishing this week. Mr. Alex. Anderson, sales agent for the Japan Central Tea Trading Association, is an enthusiastic angler and at every week-end brings home a string of fine fish.

Mr. Frank Stafford, of Frank Stafford & Co., Barry's Bay, Ont., was a visitor to Montreal last week. The Grocer had the pleasure of meeting Mr. Stafford and found in him one of the most enthusiastic of Canadians as well as an up-to-date hustling man of commerce. Mr. Stafford had just returned from a trip to Quebec to see the firm of Goulet & Garant, boot and shoe manufacturers, for, besides running several large stores in Barry's Bay and adjacent towns, his ambitions lead him to represent a boot and shoe house on the road. The territory covered by Mr. Stafford is G.T.R. west of Belleville and C.P.R. west to Sudbury. Mr. Stafford's reports of business are good. In his own immediate district the development of the corundum mining is proving a good feature. A thoroughly energetic and enthusiastic citizen and merchant is Mr. Stafford, and it goes without saying that he is doing well.

A MESSAGE FROM SOUTH AFRICA.

A CANADIAN who is making a trip round the world writes to the general manager of The Canadian Grocer from Lorenza Marques, Africa, as follows:

"Greetings from Delagoa Bay, from which place the writer is about to sail for India.

"Business generally in South Afriea is steady, but with increased gold output, general aetivity in mining interests and a return to normal conditions in the matter of stoeks, etc., the outlook for good business is very promising.

"Canada is slow in taking advantage of the favorable conditions, and complaints are heard frequently concerning disappointing conditions of repeat shipments.

"MacLaren's 'Imperial Cheese,' shown prominently everywhere and used in households generally, proves, however, the possibilities in the way of high quality of Canadian products.

"Re Canada direct line of steamships, it is a fact that heavy American shippers are securing a much more favorable freight rate than Canadian shippers.

"And now for Zanzibar, with its atmosphere heavy laden with the scent of cloves and vanilla beans; India, with its wealth of arehitecture and history; Ceylon, Siam, Singapore, Java, Philppines, China and ultimately Japan, in time to see the vietorious Japanese troops returning to Tokio."

BACK FROM EUROPE.

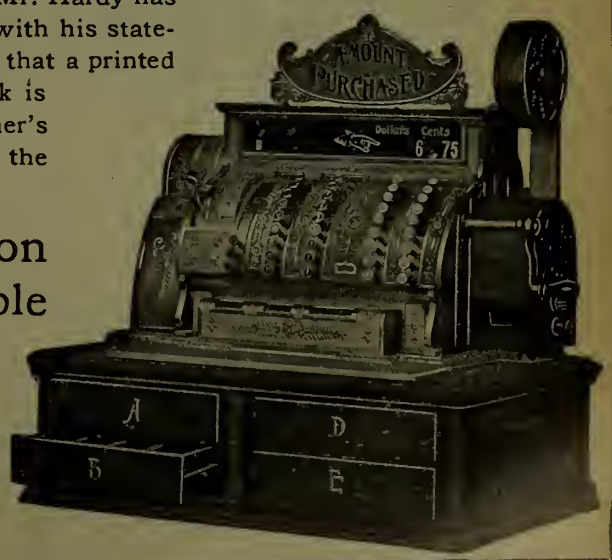
MR. W. INCE, SR., of Perkins, Ince & Co., Toronto, returned this week from a three months' holiday in Europe. "Pleasure and not business was my object," said Mr. Ince in the course of a brief interview with The Grocer representative, "and I had it. Our itinerary included the Azores, Gibraltar, Algiers, Genoa, Naples, Rome, Venice, Florenee, Paris, a flying trip through Germany and a four weeks' visit to the principal cities of the United Kingdom. Taking everything into consideration, the trip was a thing of delight and one I ean heartily recommend to Canadian business men who have the leisure.

"What impressed me as much as anything was the up-to-datencss of European business methods. The average Canadian gets the idea that the European nations are in this respect behind Canada and the United States. A very short time on the Continent will suffice to cure him of this notion. True, the average Italian merchant may not be as aggressive as his confrere in Canada; it must be remembered, however, that conditions are entirely different in the two countries, and that many hundreds of years have elapsed since Italy experienced the novel sensation of being a new country."

The best thing that can happen for you and your customers is to insure the correct handling of every account.

A customer who settles her accounts at the end of each week said:

"When my bills come to me I know they are correct. Mr. Hardy has a National Cash Register and my pass book always balances with his statement. When I order anything and have it charged I know that a printed record is made of the transaction by the register. The clerk is compelled to make a record of the sale as well as the customer's name at the same time. I have a great deal of confidence in the system Mr. Hardy uses."



A National Cash Register is sold on easy monthly payments which enable you to pay for the register out of the money it saves.

Let our representative call and explain our system to you.

Cut off here and mail to us today

NATIONAL CASH REGISTER COMPANY, DAYTON, OHIO

I own a _____. *Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy.*

Name _____

Address _____

No. Clerks _____

IN THEIR NEW HOME.

THE Leeming, Miles Co., Limited, Montreal, have returned to the newly-altered and rebuilt premises known as the Mussen Building at the corner of Notre Dame and St. Lambert streets. The present home of the Leeming, Miles Co., Limited, replaces an historic landmark which had to be demolished on account of the widening of St. Lambert street. We publish a cut of the new block as it stands to-day. It is a seven-storey structure, the two lower being built of dressed limestone and the upper of "Glenarden" Scotch firebrick. It is thoroughly fireproof, of the protected steel type with ferro-concrete floors and roof and concrete staircases throughout, and equipped with standpipes and sprinkler system. Fireproof vaults are provided, and the finish of the offices is whitewood, with hardwood floors. It is heated by hot water, lighted by electricity, and the lavatories are of the most modern design and finish. Altogether it is one of the most striking and substantial business blocks in Montreal.

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Home of the Leeming Miles Co., Limited, Corner Notre Dame and St. Lambert Sts., Montreal.

A short sketch of the Mussen Building will be of interest owing to its history. In 1841 the late Mr. Mussen purchased the site on which the present buildings are partly located. A very old stone building, erected with massive walls, limestone plastered outside, one storey high with French roof. This building, besides being very old, was also historical from the fact of its having been occupied in 1694 by Cadillac, the founder of the City of Detroit, Mich.

In 1842 this old structure was demolished and a first-class store and dwelling erected. It was considered in those days, on account of its expensive and elaborative finish, as the city's finest structure. It was opened for business by Mr. Mussen on St. George's Day, April 23, 1844, and was the first store in Canada in which English plate glass was introduced for windows, the late Mr. Mussen importing the plates himself direct from England. The size of the panes 36x33 inches astonished the citizens of that time, and it was with great difficulty people were prevented from scratching the glass to discover the joints in the plates, as it was thought impossible to make window glass of such a size. What would their shades think if they saw the enormous plates now used in store fronts?

In 1861 the building was practically demolished owing to the widening of the street by the city council. In reconstructing what was left after the widening of the street had been completed, heavy steel plate girders were used, the first of the kind to be used in buildings in Montreal. These girders were also imported from England by Mr. Mussen to strengthen the floors throughout the building. Again in 1904 a further widening of St. Lambert street necessitated the complete demolition of the historic old structure, and an entirely new and modern building has been erected upon the site. It is this building which the Leeming, Miles Co., Limited, are occupying as offices, warehouses and laboratory, and they could hardly be more conveniently located for the conduct of their large business.

The Leeming, Miles Co., Limited, are known throughout Canada, particularly in the drug and grocery trades and in the medical profession as agents for many leading foreign as well as domestic proprietary articles. Nestle's Milk Foods, Royal Baking Powder, Suchard's Chocolates, Kay Bros., Limited, Vampire Fly Catcher, are lines with which every grocer is more or less familiar, while the drug trade look to the firm for Seabury & Johnson's hospital supplies, Hoyt's Cologne, Ripan's Tabules and dozens of other well-known specialties.

HINTS TO BUYERS.

E. D. Marceau, wholesale tea merchant, Montreal, reports the arrival by steamer Tartar of thirteen packages of the earliest May teas. This is the finest grown and is offered at 40c.

One of the best selling lines of Summer drinks on the market is Rowat's lime juice, lime juice cordial and raspberry vinegar in fancy decanter bottles. The Eby, Blain Co., Toronto, control this line for Ontario. Send your orders before the assortment is broken.

Lind, Kerrigan & Co., London, are making an attractive offer to the trade in brooms.

Gillard's delicious pickle, in both sizes, is in stock with the Eby, Blain Co., Toronto.

The Distributors' Co., Toronto, have received a car of late Valencia oranges.

The Dawson Commission Co., Toronto, report the arrival of a car each of pines, Florida tomatoes and bananas, and a mixed car of "St. Michael" brand oranges in half boxes and Mediterranean sweets in full boxes.

McWilliam & Everist, Toronto, have received five cars of bananas this week.

A profitable and quick-selling line is "Alvina" patent table salt, which retails at 10c. per tin. The Eby, Blain Co., Toronto, have just passed this line into stock.

W. H. Millman & Sons have been appointed agents for Ontario for Palmer & Co., Limited, 43 Holborn Viaduct, London, E.C., England, for their paraffin, stearine and sperm wax candles, and are now prepared to give quotations in car lots or less, and will be glad to have inquiries from the trade.

On Saturday, May 27, besides the ordinary business of the "Salada" Tea Co., there arrived an order for a carload of "Salada" from Winnipeg, also a carload order from Pittsburg, and another from Buffalo. This means over twenty thousand pounds of "Salada" for each of those cities.

Fard dates may be had from H. P. Eckardt & Co., Toronto.

ALEXANDER CAIRNS & SONS'

Paisley, Scotland

MARMALADES
JAMS
JELLIES

Marmalades

1-lb. Class Jars, Patent Air-Tight Cap. Cases 2 doz.

Scotch Orange	$1.75
Home-Made Orange	2.20
Tangerine Orange	2.20
Pine Apple	2.30
Ginger	2.30
Green Fig	2.30
Green Fig and Ginger	2.30
Ginger and Pine Apple	2.30
Fig and Lemon	2.30
Apricot	2.30

Jellies

1-lb. White Stone Pots. Cases 4 doz.

Apple	$1.90
Bramble	2.00
Damson	2.00
Gooseberry	1.90
Plum	1.90

Jams

1-lb. Class Jars, Patent Air-tight Cap. Cases 2 doz.

Strawberry	$2.10
Raspberry	2.30
Black Currant	2.30
Red Currant	2.10
Gooseberry	1.90
Apricot	2.10
Green Gage	2.20
Raspberry and Red Currant	2.20
Plum	1.80
Damson	1.90
Blackberry	1.90
Assorted	2.10

Jellies

1-lb. Class Jars, Patent Air-tight Cap. Cases 2 doz.

Black Currant	$2.80
Red Currant	2.80

SCOTCH ORANGE MARMALADE, 7-lb. tins, cases 1 doz. . . . . $7.20.

QUANTITIES of 5 cases or more, one kind or assorted kinds, 5 per cent. trade discount.

TERMS: F.O.B. Montreal, net 30 days or 1 per cent. 10 days.

HUDON, HEBERT & CIE.

MONTREAL

The Most Liberally Managed Firm in Canada

N. B. Markets.

St. John, N.B., May 30, 1905.

THE holiday in the past week somewhat interfered with business. Even without it, however, trade is hardly satisfactory. The weather has been cold, making the season late. Money is not plentiful, and in some of the important lines declining prices have added to what have been rather unsatisfactory conditions. There is, however, a better tone manifesting itself. Sugar is much firmer. Flour is stronger, and with the opening of the Summer months better things are looked for.

The effort of the clerks in the retail stores is likely to be fairly successful in regard to the half-holiday on Saturdays, some only getting it, however, during July and August. It is now expected the hardware, dry goods and boot and shoe men will close.

Oil—In burning oil present sales are rather light. For consumption this is the quiet part of the year. To somewhat offset this dealers are pushing sales for Fall. The present low prices help in this. The future business is largely confined to the country dealers, as the city retail trade buy almost entirely from the tank wagons, saving the price of the barrels. In lubricating, there has been and is fair business. Paint oils have had a good demand. Linseed oil has been very low this season. Turpentine has been held at quite full figures. Both are firmer. Cod liver oil for medical purposes is much lower than last year.

Salt—A further small cargo of Liverpool coarse salt is expected in about a week. Buyers should book orders for arrival, as in this way there is a saving in price. In fine salt there is improved sale.

Canned Goods—Corn and tomatoes are very firm. American goods are quite freely sold. The tomatoes in particular give good satisfaction. It should always be remembered when comparing the two that the Americans pack several grades in both lines, and the cheapest are often imported because of the high duty. The Canadians, as a rule, pack but one grade. There are plenty of peas. In fruits a fair sale, prices unchanged. Meats have a good demand at even figures. In domestic packed fish, haddies are the firm line. It is not unlikely rather higher prices will rule.

Dried Fruit—This continues a quiet line. Seeded raisins have kept very low. Quite full stocks are held. Loose Muscatels are quite firm, but inquiry light. A few Valencias have been brought from New York. Price is very low. Currants which have continued sale are low. Market is chiefly supplied from New York. Prunes are cheap. It is difficult to get the small sizes, however. There is some call for evaporated apricots and peaches, but prices are too high for much business. Dates are quite firm. No sale for figs. Peels, particularly citron, will be high. Evaporated apples are quiet. Prices are rather easier. Onions are low. Egyptians and Burmades are offered; quality has not been very good.

Sugar -- Dealers are encouraged. While there has been no change, market is considerably firmer. It is thought that at least prices will not go lower. There is quite a large stock held.

Molasses—Two cargoes of Porto Rico are landing this week. While this is still a somewhat uncertain market, values are quite firmly held and sales freely made. Stock of Barbadoes is light.

Fish—Supply of fresh fish rather better this week. Gaspereaux and shad are a fair catch. The shad are particularly nice fish. Some few salmon are also offered. In dry fish inquiry is light. Stocks are very small and prices are high. It is thought quite high figures will rule. Pickled herring are very scarce. There is, however, little demand. Smoked herring continue low.

Flour, Feed and Meal—In flour, while prices are unchanged, the tendency is higher. In feed full prices are asked. Millers hold oatmeal firm. Our market is overstocked. There is no change in cornmeal. Beans are dull. Market seems rather unsettled. Split peas and barley are held at full figures. Seeds have had a fairly good demand. Season about over. Clovers continue very high.

MANITOBA MARKETS.

Special Report from the Winnipeg Office of THE CANADIAN GROCER.

Quotations corrected by telegraph up to 12 a.m. Thursday, June 1st, 1905.

BUSINESS continues active in all departments of the grocery trade. Favorable weekly crop reports by the railroads are responsible for a marked feeling of optimism throughout the west, and the result is seen in more liberal buying. A bumper crop is expected to relieve the tightness of the money market.

The sugar market continues weak, but at time of writing there has been no further decline below the figures quoted in last issue. A decline applying only to certain points will be found below. The condition of the market is such that merchants are buying only small quantities for present requirements of their customers, believing that there will be further big reductions. Malta Vita has been reduced in price and is now being advertised to retail at 10 cents. Cornmeal is higher and new quotations will be found below. Coffee is also higher, and the expected advance has been made.

Sugar—Attention is still centred on the sugar market, but since last issue there has not been up to the time of writing any new feature of importance. There has been a decline of 10 cents in Regina and all points on the Prince Albert line, but there have been no general reductions. There is very little buying on what is still believed to be a falling market. Subject to further possible changes recorded in our "Last Minute Manitoba Markets," we quote as follows:

Montreal granulated, in bbls	5 90
" " in sacks	5 85
" yellow, in bbls	5 40
" " in sacks	5 35
Wallaceburg, in bbls	5 80
" in sacks	5 75
Icing sugar in bbls	6 50
" " in boxes	6 70
" " in small quantities	7 10
Powdered sugar, in bbls	6 30
" " in boxes	6 50
" " in small quantities	6 75
Lump, hard, in bbls	6 60
" " in ½-bbls	6 70
" " in 100-lb cases	6 60

Canned Goods—The canned goods market is devoid of new features of interest. Prices seem to be steady. We quote:

Apples, 3's, 2 doz. cases, per case	2 15	2 20
Cherries, red pitted, 2's, 2 doz.		4 40
Currants, red, 2 doz. cases, per case		3 35
black, " "		3 75
Gooseberries, " "		3 50
Lawtonberries, 2's, " "		3 35
Pears (Bartletts), " "		3 50
Peaches, 2's, " "		3 75
" 3's, " "		3 75
Raspberries, red, " "		2 90
" black, " "		3 00
Strawberries, " "		3 50
Plums, Lombard, 2 doz. per case		2 35
" green gages, 2 doz. case, percase		2 50
Pineapples, 2's, sliced, 2 doz. cases, per case		4 25
" 2's, whole, " " "		3 75
" 2½'s, whole, " " "		4 50
" 2's, grated, " " "		4 50
Tomatoes, 3's, per 2 doz. cases		2 85
Corn, 2's " "		2 50
Peas, 2's " "		1 90
Beans, 2's " "	1 90	1 95
Salmon, finest sockeye, per case		7 00
" humpback, "		3 75
" cohoes, "		5 25
Boneless chicken, 1b. tins, per doz		3 25
" turkey " "		3 25
" ducks " "		3 25
Canned chicken (Man. Can. Co.) per doz		3 25
" turkey " "		3 25
Corned beef " 2's "		2 75
" " 1's "		1 55

Spices—The spice market is quiet, there being no price changes and a very ordinary demand. New spices are not yet on the local market. We quote:

Pepper, black, per lb	0 20
" white, "	0 28
Cayenne, "	0 21
Cloves, ground "	0 25
Cassia, "	0 18
Allspice, "	0 14
Ginger, "	0 18
Cloves, whole	0 25

Rice, Tapioca, Etc.—Patna rice is quoted now quite generally at 4 1-2 cents per lb., a decline of 1-4 cent from our previous quotations. Other prices are unchanged. We quote:

Rangoon rice, per lb	0 03½ 0 03¾
Patna " "	0 04¼
Tapioca, per lb	0 03¾
Sago, "	0 03¾

Pot and Pearl Barley—Prices are quoted as follows:

Pot barley, per sack	2 45
Pearl barley, per half sack (49 lbs)	1 70
" " sack	3 40

Syrups and Molasses—There is some discrepancy in the prices quoted for "Crown" syrup by the different houses, and the range of quotations is given below. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 00	2 10
" " 5-lb tins, per 1 "	2 40	2 50
" " 10-lb tins, per ½ "		2 25
" " 20-lb tins, per ¼ "	2 15	2 25
" " ¼ barrel, per lb		0 03½
" " Sugar syrup, per lb		0 03¼

"Kairomel" syrup, 2-lb. tins, per 2 doz. case	....	2 20
" " 5-lb. " " "	....	2 65
" " 10-lb. " " "	....	2 40
" " 20-lb. " " "	....	2 45
Barbadoes molasses in ½-bbls. per lb	....	0 04
New Orleans molasses in ½-bbls. per lb	....	0 02½
" " in barrels	....	0 02½
Porto Rico molasses in ½-bbls., per bbl	....	0 04½

Coffee—The expected advance has been made in Green Rios. We now quote as follows:

Green Rio, per lb	0 10½	0 11½
Roasted, per lb	....	0 13

Cocoa and Chocolate—The price of Baker's chocolate in 1-2-lb. packages is now 37c., and 1-4 and 1-2-lb. packages of cocoa are sold at 42c. per lb.

Jam—Upton's jam is quoted at 50c. per pail in Winnipeg. The Brandon price is 52c., the price in Calgary and Lethbridge, 57c., and the Edmonton price is 60c.

Nuts—Still quoted as follows:

Almonds, per lb	....	0 12½
" (shelled), per lb	....	0 28
Filberts	....	0 11
Peanuts,	....	0 11½
Jumbos	....	0 14
Walnut, per lb	....	0 12
" (shelled) "	....	0 25
Pecans, per lb	0 15	0 16
Brazils, per lb	....	0 16

Foreign Dried Fruits—There have been no new developments during the week in the foreign dried fruit market. Reports coming in confirm what was said in previous issues as to the scarcity of prunes this season and the likelihood of an early advance on the local market. We quote:

Valencia raisins, Trenor's, per case f.o.s	....	2 00
" selects	....	2 20
" layers	....	2 25
California raisins, muscatels, 3 crown, per lb	....	0 06½
" " 4 " "	....	0 07½
" " choice seeded in ¼-lb. packages per package	....	0 06½
" " choice seeded in 1-lb packages per package	0 08	0 08½
" " fancy seeded, 1-lb. packages, per package	....	0 09½
Prunes, 90-100 per lb	....	0 04½
" 80-90 "	....	0 04½
" 70-80 "	....	0 05½
" 60-70 "	....	0 05½
" 50-60 "	....	0 06
" 40-50 "	....	0 07½
" silver "	....	0 08½
Currants, uncleaned, loose pack, per lb	....	0 05½
" dry cleaned, Filiatras, per lb	....	0 06½
" wet cleaned, per lb	....	0 06½
" Filiatras in 1-lb pkg. dry oleaned, per lb	....	0 06½
" Vostizzas, uncleaned	....	0 06½
Hallowee dates, new per lb	....	0 05½
Figs, cooking in bags, per lb	0 03½	0 04
Apricots, choice (present delivery), in 25-lb. boxes, per lb	....	0 13½
Apricots, standard (present delivery), in 25-lb. boxes, per lb	....	0 12½
Apricots, choice (July delivery), in 25-lb. boxes, per lb	0 10½	0 11
Apricots, standard (July delivery), in 25-lb. boxes, per lb	0 10	0 10½
Peaches, choice, "	....	0 12½
" standard " "	....	0 12
Pears, (choice halves) " "	....	0 12½
Nectarines, choice " "	....	0 11
Plums, choice (dark pitted) per lb	....	0 10
Candied Peel—Lemon peel, per lb	....	0 09
Orange "	....	0 09½
Citron "	....	0 14

Fish—We quote:

Lake Superior trout	....	0 10
Gold eyes "	....	0 03
Blue fish "	....	0 18
Mackerel "	....	0 15
Red snapper "	....	0 15
B.C. salmon "	....	0 14½
Halibut "	....	0 11
Flounders "	....	0 06
"Halifax" brand salt cod, fish cakes 24-1's "	....	0 11
"Acadia" " " " 20-1's "	....	0 09
"Bluenose" " " " 20-1's "	....	0 07
"Acadia" " " 2-lb. boxes "	....	0 09
" " " 4-lb. " "	....	0 09
" " shredded, 24 cartons per bx.	....	2 00
" " " bulk, in 15-lb. boxs.	....	0 08
Large Labrador and Nfld. salt herrings per 100 lb.	....	5 00
" " " " per 20-lb. pail.	....	1 20
Salt mackerel, in 20 or 30-lb. pails	....	0 12½
Finnanhaddie, in 15 or 30-lb. boxes	....	0 08
Smoked halibut strips	....	0 11
Kippered gold eyes, per doz	....	0 45
Yarmouth bloaters, 60 in box, per box	....	1 75
Lobsters, fresh boiled, per lb	....	0 25
Caviar, extra, small jars, per jar	....	0 40
Frog legs, 6 doz. in box, per doz	....	0 40

Up, Up, Up,

That is how the sales of Clark's Meats are going.

Business men in all parts of the country recognize that there are no better lines anywhere.

They are handsomely packed, perfectly reliable, and every tin guaranteed.

That's Why

EPPS'S

GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS **COCOA**

TO THE WHOLESALE TRADE

We are after your business. If you are after the retail customers who are looking for high-class goods, you should sell

"WHITE DOVE" COCOANUT

THE MOST ATTRACTIVE PACKAGE ON THE MARKET.

W. P. DOWNEY, 26 St. Peter St., Montreal

Evaporated Apples—Prices continue as follows:

Evaporated apples (new), 50-lb. cases	....	0 07½
" 25-lb. cases	....	0 08

Beans—Eastern advices seem to indicate an easier condition in the bean market, but there have been no local changes. Hand-picked beans are quoted at $2.10 to $2.15 per bushel and the ordinary grade at $2.

Butter Tubs—The range of prices is as follows:

Tubs, wooden hoops, 2 in nest, per nest	0 40	0 45
" " 3 " "	0 70	0 73
" wire hoops, 2 " "	0 60	0 63
" " 3 " "	0 90	1 00

Buckwheat Flour—Quoted at $1.70 per half sack.

Breakfast Cereals—Cornmeal has been advanced again. Malta Vita has been reduced to $4.00 per case with a freight allowance on five-case lots and larger up to 50 cents per 100 lbs. We quote:

Rolled Oats, 80-lb. sacks, per cwt	....	2 10
40-lb. " "	....	2 15
20-lb. " "	....	2 20
8-lb. " "	....	2 50
Cornmeal, in sacks, per cwt	....	1 65
" in ½ sacks, "	....	1 70

Maple Products—New maple syrup from the Eastern Townships in Quebec Province is selling at $5 for 5-gallon tins. Sugar in quarter and half-pound cakes is selling at $3 per 25-lb. box.

Honey—Prices are as follows:

Clover honey 1-lb glass, 2 doz. in case, per doz	....	2 00
" " 5-lb tins, 1 doz. in case, per tin	....	0 50
" " 10-lb tins, 8 in case, per tin	....	1 00
" " 60-lb tins, per lb	....	0 07
Fancy comb honey, 2 doz. to the case, per doz.	....	2 50
" " " per case,	....	4 75

Eggs—Jobbers are paying 13c. per dozen for eggs delivered in Winnipeg, and from 11 1-2 to 12c. at country points.

Ruppel & Co., of Elmira, have closed a contract with the Walker Pivoted Bin & Store Fixture Co., of Brampton, for the complete refitting of their store interior, installation to be made upon the completion of the remodelling of their building, which is now under way. Ruppel & Co. will have, upon completion of the work, one of the most modern and up-to-date grocery stores in Western Ontario.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100	words	each insertion,	1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10 00

AGENCIES WANTED.

EXPERIENCED business man, thoroughly in touch with Northwest trade, is about to establish high-class brokerage business and desires confidential correspondence with manufacturers and others having good lines to put on market in Manitoba and new provinces; best bank and general references. Address "XXX," Box 1299, Free Press, Winnipeg, Canada. (24)

FOR SALE.

GENERAL STOCK—Located in best wheat district in Manitoba; stock $9 000; easy payments to right party; five elevators in town; good reason for selling. Apply Box 28, Crandall, Man. (22)

BAKERY and confectionery business for sale good town, western Ontario, old established, up-to-date business, every convenience, including gasoline engine, mixer, brake, etc., good reason for selling. J. Pitman, Petrolea, Ont. (f)

SITUATION WANTED.

EXPERIENCED traveler seeks position, groceries or grocer's sundries preferred. Box 251, CANADIAN GROCER, Toronto. (22)

MILLER, Englishman, married, wants situation as general miller, good stone-dresser, 26 years' experience, good references, age 39. Address Moss Postoffice, Fort William, Ont. (f)

TWO first class salesmen, resident in Vancouver and well-known in vicinity, are prepared to represent first-class firm, either groceries, hardware, or gents furnishings. Address G.W.B. 916 Burrard street, Vancouver, B.C. (f)



Any quantity of fish shipped. ADDRESS—Mail P. O. Box 791, WINNIPEG, Man

N. S. Markets.

Halifax, N.S., May 29, 1905.

A GOOD jobbing trade is reported for the past week, and the outlook for increased business is encouraging. There is a lot of construction work going on in Halifax at the present time. Labor is in good demand, and money is circulating more freely. The position of the laborer in Halifax this Summer is better than ever before, the city paying the unskilled workman 16 cents per hour, which is an increase of two cents over the amount formerly received by them.

The market is well supplied with fruits and green truck. Bananas (fair stock) are retailing at 15 and 20 cents per dozen, and California navel oranges from 40 to 50 cents. Pineapples are selling at 15 and 20 cents each. The apple season now being over, there is a good demand for other fruits. American cabbage, cucumbers, string beans and rhubarb are now in good supply, but the prices rule high. Native rhubarb was placed on the market on Saturday, and before the week's end it will shut the importations from the United States.

Molasses—The market is about steady at present. A large quantity of the new crop of Barbadoes has arrived here recently, and is quoted at 40 to 42 cents. The schooner Narka, which arrived here on Saturday from Porto Rico, brought 274 puncheons, 16 tcs., and 40 barrels. The same price as Barbadoes is quoted. There is no indication of a decline in prices.

Sugar—The sugar market was fairly steady during the week, and the prices remain about the same. According to advices to the refineries here, the London beet sugar market is firm. The demand for refined is on the increase, as the holdings of the retailers are becoming lower.

Fish—Dry and pickled fish prices are unchanged. The local demand is light, but a good export business is being done. The market is well supplied with all kinds of fresh fish. The first fresh mackerel of the season were taken on the Nova Scotia coast last week. The catch was small. The fish were large, and retailed at 25 cents each.

MANUFACTURING FRUIT JUICES.

W. H. Dunn, Montreal, has added another branch to his industrial tree, namely, the manufacture of fruit juices and fountain syrups. The consumption of these articles is increasing every season, and the field is a large one. Since the instalment of his plant and the introduction of the goods, Mr. Dunn has secured a good share of the trade. It is his intention to push the merits of his goods and as he has every facility and an active staff of salesmen, the new departure should meet with success.

"TANGLEFOOT" Sticky Fly Paper

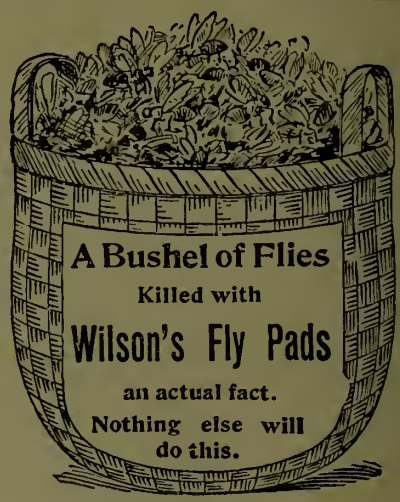


Is really the only device known that will catch and hold both the fly and the germ and coat them over with a varnish from which they cannot escape, preventing their reaching your person or food.

"Tanglefoot" Is Sanitary

Ask for "Tanglefoot"

Profit? Over 120 per cent. to you.



Stock the kind the housekeepers ask for.
Avoid poor imitations.

COMMON SENSE

KILLS {Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W

TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

SALT SALT

TABLE, DAIRY AND CHEESE SALTS

FINE AND COARSE SALTS IN SACKS AND BARRELS

LAND SALT

C. R. COOPER

Toronto Salt Works

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

"ABOVE THE SALT"

The old formula of dividing the Superiors from the Inferiors in the household by "Above the Salt" and "Below the Salt," still holds good in dividing **Superior Teas from Inferior Teas.**

Blue Ribbon *Ceylon* Tea

is "Above the Salt." It is a **superior tea.** It **came** to **fill** a long-felt **want**—a **tea** that was **good** "yesterday, to-day and forever."
Blue Ribbon Tea filled that **want.** That is **why it stays.**
Store up the **Red Label Line—40c. worth 50c.**

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons

Hamilton Pottery HAMILTON, ONT.

THE SNAPS

B. H. M.

Both in

China and Earthenware

That we are at present offering on goods from stock cannot fail to interest you.

A postal will bring particulars.

BARNARD & HOLLAND CO.

Coristine Building,

MONTREAL

STRAWBERRIES

are selling well; prices low; include case in your order.

McWILLIAM
Mc. AND E.
EVERIST

TORONTO, ONT.

This is the week for

PINEAPPLES

Be sure and advise your customers. Get orders in early. Demand will be very heavy. Don't forget ours are the celebrated [L] Brand.

FRUIT AGENCY WANTED IN BRITAIN
Green and Canned, not Jams
House, with **20 years' connection,** in N.E. of England wants sole selling agency for that district. Unimpeachable business and bank references given. Only first-class firms represented.
J. W. LEAKE, - SCARBOROUGH
30 BARWICK STREET
Tel. Ad. "Leake, Scarborough."

The Stratford Wholesale Grocery Co., Limited
WANT
POTATOES

DRIED APPLES
BRIGHT, DRY STOCK WANTED.
O. E. ROBINSON & CO.
INGERSOLL
Established - - 1886

DRIED APPLES
We pay highest market prices for bright dry quarters and make prompt remittance.
The W. A. GIBB CO.
Packers and Exporters
5 and 7 Market St., HAMILTON

GREEN FRUITS AND VEGETABLES

CO-OPERATIVE FRUIT-PACKING.

A E. SHERRINGTON, of Walkerton, submits a statement of the advantages to be gained by packing fruit in a central packing house and marketing it under the co-operative system:

1. All varieties of Summer apples can be handled successfully. Under the old system it usually took a week to ten days to put up a car of early apples, and frequently the first packed would be getting soft and unfit for market. Under the new system three days is the outside that is required to harvest, pack and load a car. In this way, fruit is got to the market in a much fresher condition.

2. By having the fruit picked and delivered at the proper time, each variety is matured.

3. By keeping the fruit under cover and not leaving it exposed to the weather, but cooled down before shipping, the keeping quality is improved.

4. A uniform quality is obtained because one experienced man has charge of all the packing.

5. Both packages and fruit are kept clean and dry, so that when they reach the market they present a better and more attractive appearance.

6. The packing can be done for from one-third to one-half less than in the orchard, because the men are continually at work. No time is lost in driving from orchard to orchard, nor on account of wet weather, and a more uniform grade can be put up.

7. Fruit can be loaded on cars with less damage to package and fruit than if handled from the orchard after being packed.

8. By using a common brand a larger quantity of uniform quality is obtained; in that way a reputation will be established for honest packing and fruit of a higher quality.

9. By selling under the co-operative system or straight sales f.o.b. at packing house (and this must be done) a saving is made. This will cause a deeper interest to be taken in the general care of the orchard by the producer, and thus a larger percentage of No. 1 fruit will be grown.

10. The system of consigning to be sold must be stopped. No other goods are sold or handled as the products of our orchards are, and why should fruit growers submit to what wholesale men, merchants and business men would not tolerate for one moment?

11. Packages and material for packages can be bought in a wholesale way, making a considerable saving.

12. By packing under this system a larger quantity of uniform quality of fruit is put upon the market, establishing confidence between producer and consumer.

As to the objections that have been raised against the system:

1. That fruit will be bruised in transit from orchard to packing house.—No loss has been sustained in this way. Apples have been drawn ten miles and no bruised fruit found, when spring wagons were used.

2. That it is a combine among fruit growers to force prices.—It is nothing of the kind, but aims, first, to establish a system whereby the packing and grading can be done at less cost; the fruit be better cared for and placed on the market in a better condition; a larger quantity of uniform quality obtained; the consumption increased, and the industry improved generally. Practically the same system has been in vogue for some years among fruit growers in the east.

Co-operation in cultivating and spraying of the orchard is now being taken up, and a general improvement is looked for in the industry.

FRUIT NOTES.

A California grower has a novel plan for extending the sale of prunes in eastern markets,—packing them in tin cans, hermetically sealed and sterilized.

* * *

The Alvinston Canning Co. met last week and elected the following officers: President, H. L. Bindner; vice-president, C. Wallis; secretary-treasurer, E. Warner. The work of securing a site and arranging for construction is being rushed with all possible haste.

* * *

Latest reports from fruit dealers throughout the country indicate that the prospects in Canada were never brighter than this year. Peaches, plums and strawberries promise to be an abnormal crop, barring unfavorable conditions until the fruit is harvested.

* * *

Extensive improvements are being made in the premises of the Canadian Canners' plant at Port Hope, formerly

known as the Port Hope Preserving & Canning Co.

* * *

A large canning factory is about to be erected in St. Catharines by the Wethey Manufacturing Co.

ONTARIO MARKETS.

Green Fruits.

Toronto, June 1, 1905.

IMPORTED green fruits of all kinds are moving well this week. Bananas show decided firmness, owing to the merging of the smaller American banana importing firms into two, namely, the Atlantic Fruit Despatch and the United Fruit Co., which have also come to an agreement in regard to prices. The immediate result is that the Canadian wholesale trade have had to pay on an average 55c. a bunch more than ten days ago. Pines are quotably easier than last week. The first shipment of late Valencia oranges for this season has arrived on the local market. Strawberries are from 1 to 2c. below the level of last week's quotations. Supplies are arriving freely on the market, Delaware and Missouri stock being in evidence along with Baltimore. During the week several sales have been effected at a very close margin and probable loss to the shippers. Domestic strawberries will be on hand in about ten days. A fair to large crop is expected, notwithstanding the fact that this year's acreage is slightly less than that of 1904. Our quotations are:

Bahama grape fruit, per box	....	5 00
California grape fruit, per box	2 00	3 00
Havana pines per case	3 00	3 50
California navel oranges, per box	3 75	4 50
Oranges, Mediterranean sweets, per box	3 50	4 00
" late Valencias	4 25	4 50
New messina lemons, 300's, per box	2 25	3 00
" " 360's, per box	2 25	2 50
Bananas, large bunches, crated	2 00	2 25
Bananas, 8's, per bunch, crated	1 30	1 50
Bananas, 7-hand bunches, off track	....	1 00
Red bananas, per bunch	2 00	2 25
Apples, Winter varieties	2 50	5 00
Baltimore strawberries, per quart	0 12	0 14

Vegetables.

A scarcity of domestic potatoes and importations from Michigan on a considerable scale are reported this week. The vegetable trade has switched over to green stuff. Beets, oyster plants, greenhouse rhubarb, and domestic dry onions are out of the market. Bermuda onions are quoted 40c. lower than a week ago. Owing to scarcity, Florida tomatoes are up 50c. New arrivals of Florida squash are noted on the market, the quotation being $3 per hamper. We quote:

Greenhouse lettuce, per dozen bunches	0 25	0 30
New radishes, per doz. bunches	0 20	0 25
Dry Mint, per doz bunches	....	0 20
Parsley, " "	....	0 20
Sage, per doz.	....	0 20
Savoury, per doz	....	0 15
Carrots, per bag	....	0 75
Bermuda onions, per crate	1 25	1 50
Egyptian onions, per sack	2 50	2 75
Green house water cress, per doz.	....	0 25
Potatoes, carlots on track Toronto, per bag	0 55	0 65
Potatoes, per bag	....	0 75
" car lots, Eastern and Michigan	0 66	0 67
Parsnips, per bag	....	0 90
Cabbage, per doz	0 50	1 00
Turnips, per bag	0 30	0 35
Hothouse cucumbers, per doz.	....	1 25
Florida cucumbers, per hamper	2 25	2 75
Outdoor rhubarb, per doz. bunches	....	0 20
" onions	....	0 15
Florida tomatoes, per case	3 50	3 75
New beets, per doz. bunches	....	1 00
Spinach, per bbl	1 50	2 00
" per bush	....	0 40

1,000 Cases Pineapples

Fancy Godinez Brands

Sizes: 18s, 24s, 30s and 36s

Now is the time for preserving.—Order of us this week.

Late Valencia Oranges

Our first car of the season has arrived.

WHITE & CO., WHOLESALE FRUIT, PRODUCE AND FISH, **TORONTO**

Phone Main 4106

W. B. STRINGER **SOON** J. J. MCCABE

you will be wanting

WATERMELONS

Get from us quotations on the most carefully selected stock it is possible to procure.

W. B. STRINGER & CO. - 61 Front Street East, TORONTO, FRUIT BROKERS.

EXTRA FANCY

Ripe Bananas, cheap.

"Golden Orange" brand Navels

Best Navel Oranges packed.

This brand is packed EXCLUSIVELY FOR US IN CANADA.

Send us your orders and get the BEST.

HUGH WALKER & SON, GUELPH, ONT.

REGARDING LEMONS

If you are wise you will buy to-day, for higher prices will certainly come soon. You will also look into our selection of fruit in general which is unsurpassed for low price and high grade anywhere.

The F. T. JAMES CO., Limited, 76-78 Colborne St. TORONTO

ATTENTION TO THESE

Half Boxes California St. Michael Oranges, 176 to 250 in half box, $1.75.
We advise you to buy pineapples at once: 24's, $3.60; 30's, $3.25; 36's, $3.00.
Bermuda Onions, $1.25 per crate. Special price in lots.

The Dawson Commission Co., Limited, FRUIT, PRODUCE AND COMMISSION MERCHANTS

Corner Market and Colborne Streets, - - - - - - - - TORONTO

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

SUCCESSORS TO

Husband Bros. Co., Toronto; S. M. Culp, Beamsville; C. P. Carpenter & Son, Winona; Griffith & Woolverton, Grimsby; Titterington Bros., St. Catharines.

SPECIAL THIS WEEK

Car California Late Valencia Oranges, **$4.50 per case**, all sizes. These are beauties. Mexicans, Prime Fruit, **$3.00.** Car Fancy Pineapples, close prices.

Asparagus, per basket	1 00	1 25
Mushrooms, Illinois, per lb	0 80	0 90
Bermuda potatoes, per bbl		5 00
New carrots, per doz. bunches		0 75
Waxed beans, per hush. box		2 50
Baltimore cahhage, per hbl. crate	1 75	2 00
Florida squash, per hamper		3 00

QUEBEC MARKETS.

Green Fruits.

Montreal, May 31, 1905.

An interview with the leading fruit dealers shows that the trade is active and business in a fine condition. There is a specially good demand in oranges, which sell at a good price. Three cars of strawberries were sold Saturday, and on Monday a similar quantity was cleared at prices ranging from 10c. to 13c. We note but a few changes in prices, which hold firm in general. Limes are selling at $9.00 per barrel, or $1.00 per 100 for cases. Barrels contain from 1,100 to 1,200 limes. Bananas have advanced during the week about 50 to 60c. per bunch on jumbos, 35c. on firsts, and 25c. on eight hands. This was due to light receipts in New York, and prices are expected to keep high for some time. Two carloads of Florida tomatoes were sold last week, bringing from $2.50 to $2.85. California cherries selling at $3.00 to $3.25 per box. We quote as follows:

Bananas	1 50	2 25
Cocoanuts, per bag of 100		3 50
Pineapples, 24 to case		3 50
" 30 to case		3 50
Jamaica grape fruit, per box		4 00
Florida grape fruit, per box		5 00
California navel oranges, per box	3 50	4 50
New Messina lemons 300's	2 25	2 75
" " " 360's		2 00
Apples Winter varieties	2 50	5 00
Sweet potatoes, per hhl.		6 00
Tomatoes, Floridas, crate	2 75	3 50
Lettuce, Boston		1 20
Strawberries	0 15	0 17
Florida celery		4 00

Vegetables.

Dealers report a great activity in vegetable trade. The demand is good and gradually becoming better as season advances. Vegetables kept in stock are mostly of fine quality and fairly abundant. Some Canadian stock is beginning to arrive in small quantities, such as carrots, which are selling at about 75c. per dozen bunches, and asparagus at from $2.00 to $3.50. Prices are becoming easier, with a tendeney to go down still more. We quote:

Florida tomatoes, crate	2 50	3 00
" celery "		4 50
" cucumbers, basket		3 00
Bermuda onions, per hox		2 25
New cahbage, per crate		2 50
Green and wax beans	2 50	3 50
Canadian Asparagus, doz. bunches	2 50	3 00
Potatoes, carlots		0 55
Less than carlots	0 65	0 70
Bunch lettuce, per doz. hunches		0 75
Radisbes, per doz. bunches		0 20
Mint, per doz. bunches		0 10
Parsley, " "	0 35	0 75
Sage, per doz		1 00
Savory, per doz		1 00
Beets, new, per doz		1 50
Egg plant, per dozen		2 00
Green onions, per doz		0 15
Egyptian onions, per bbl		2 50
Red onions, per lb. 3½c., per bbl		5 00
Yellow onions, in 80-lb. bags, per bag		2 50
Green house water cress, per doz		0 50
Green cucumbers, per basket		3 00
Green cabaage, crate		2 50
Waxed beans, per bush		3 50
Cauliflowers, home grown, per doz		2 50
Green peppers, per basket		0 75
Spinach, per bbl		2 25
Cucumbers, per doz	0 50	0 75

MANITOBA MARKETS.

Green Fruits.

Messina lemons are on the market at $3.50 per case. Oranges are unchanged in price. Navels will soon be out. Apples are now practically off the market. We quote:

Oranges, fancy Washington navels, 96's per case		3 25
Oranges, fancy Washington navels, 112's, per case		3 50
Oranges, fancy Washington navels, 126's, per case		4 00
Oranges, fancy Washington navels, 150's, per case		4 50
Oranges, fancy Washington navels, 176's to 250's		5 00
Bitter oranges (for marmalade), 200's and 240's.		2 50
Lemons, fancy California, 300's to 360's, per case		4 00
(10c. off 5 case lots of oranges and lemons).		
Bananas, fancy Limons, per bunch	3 00	3 50
Pineapples, per doz	2 50	3 00
Strawberries, quarts, 2 doz. in case, per case	3 00	3 50
Cal. cherries, 2 doz. in case, per case		3 00

Vegetables.

The first car of Australian onions arrived last week. We quote:

Parsley "		0 40
Mint "		0 45
Native onions, per lb		0 04
Carrots, per bush		0 40
Beets, "		0 80
Turnips "		0 40
Potatoes "		0 65
Celery, per doz		1 20
Florida tomatoes, 6 baskets in crate, per crate		4 50
Lettuce, per doz		0 50
Radishes "		0 50
Cucumbers "		2 00
Green onions, per doz		0 40
Egyptian onions, per lh		0 04½
New California cabbage, per lb		0 04
Australian onions, per lh		0 05

ST. JOHN, N.B.

Green Fruits.

St. John, May 30, 1905.

Bananas, which have been so cheap, are likely to be higher. In oranges there is no change, but prices are firmly held. While Californias are chiefly sold some Valencias and Sorrentos are offered. Lemons are still low. Pines keep quite high. Strawberries easier and better in quality. Cucumbers are firmly held, but are likely to drop off quickly. Tomatoes lower. Native rhubarb is quite freely offered.

LAST WEEK'S FRUIT AUCTION.

At last week's fruit sale held in Montreal, ex ss. Escalona, some 5,000 boxes of oranges and lemons were sold by auctioneer W. M. Kearns, for account of Consignees Hart & Tuckwell, Montreal, shipping agents. The sale was conducted at the docks. The fruit turned out fully 25 to 50 per cent. better quality than the Jacona consignments, sold the week previous. The lemons were not is as good condition as the oranges, as they were not selected, but farmer picked. Prices ranged from $1.50 to $3 for oranges and from $1 to $2 for lemons. There were no outside buyers present and local firms readily took all supplies.

AMERICAN FRUITS IN NEW SOUTH WALES.

(From United States Consul Baker, Sydney, New South Wales.)

CALIFORNIA fruits—apples, pears, grapes, oranges, and lemons—are seen in the markets of Sydney throughout the year, but especially during the Winter months, beginning with May. Apples and other fruits are also imported from Tasmania. The climate and soil of New South Wales and all northern Australia is suitable for semi-tropical fruits, and American exporters must expect competition from these sections.

American fruits are imported into New South Wales, both green and preserved, and are generally in excellent condition. Consignments are made to dealers (wholesale), and are sent direct to the fruit markets, where they are offered for sale to retailers. Consignments are generally drawn against the bank, f.o.b. The method of packing California oranges, lemons, and grapes is commended by dealers. No improvement is suggested.

The terms of payment are according to agreement between the parties, either against documents at port of export or f.o.b. Sydney. The duty on canned fruits is 25 cents per dozen quart cans; on raisins and other fruits, 6 cents per pound; on peaches, green, 25 cents per hundredweight (112 pounds).

Pears, peaches, apricots, nectarines, quinces, plums, oranges, lemons, grapes, and all small fruits are grown in New South Wales with as little labor as in any other part of the world. There are, however, numerous insect enemies to the apple and peach.

DIAMOND BRAND
MAPLE SYRUP
IS NOT A COMPOUND
It is not only Pure, but it has that delicious flavor of fresh Sap Syrup direct from the sugar bush.
All Jobbers.
Sugars Ltd., = Montreal

WHEN ASKED FOR


"some gelatine," your safest course is to supply
COX'S
It is so uniform in quality, so clear, so pure, strong and nourishing that it will be sure to give satisfaction in the kitchen, and on the table. Over 60 years since Cox's came on the market. Been the standard all the time, too.
Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "
J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH.

To-day, To-morrow and Every Day
the quality of
Eagle Baking Powder
is always the same. That is why it is proving such a steady seller.
WRITE FOR PRICES AND PARTICULARS
J. H. MAIDEN
MONTREAL

A Delicious Cup of Coffee

Our 1-lb. tin **"CLUB"** brand **COFFEE** at **33** cents per lb. is without question the best value on the market. WE know it, YOU can prove it by asking us to send you sample—test it yourself. Supplied either whole roasted, or ground.

Cultivate your coffee trade, it will pay you, by buying the best—**"CLUB" BRAND.**

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

Spring Drink

VAN HOUTEN'S COCOA

Spring Food

The Grocer who recommends Van Houten's Cocoa confers a favor on his customer that the latter will appreciate.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL



UNEQUALLED

SHIRRIFF'S MARMALADES

"IMPERIAL SCOTCH" AND "SHREDDED"

1 and 2-lb. glasses; 7-lb. tins.

IMPERIAL EXTRACT CO.
TORONTO



Capstan Brand

PURE MOCHA AND JAVA GROUND

COFFEE

Put up in 1-lb. tins, with a very attractive label, and is giving perfect satisfaction. Ask your wholesale grocer for it, and be convinced of its high-grade quality.

CAPSTAN MNFG. CO., Toronto, Ont.

Special Offer in Brooms

A Chance For You to Make a Little Extra.

NOTE THESE POINTS REGARDING THE NEW

"PERFECTION" BROOM (PATENT)



1.—It costs no more than the ordinary broom.

2.—It will not, like the ordinary broom, work loose at the shoulder. The cut shows how perfect rigidity is obtained by the special handle and crosswire.



3.—It will last longer and give better satisfaction than any other broom on the market.

OUR PROPOSITION: Send us a sample order for 6 dozen and we will prepay freight to the extent of 30 cents per hundred. If the goods are not satisfactory you may return them at our expense.

PRICES, 3 STRING $2.30, 4 STRING $2.75

SOLD EXCLUSIVELY BY

LIND, KERRIGAN & CO.
Wholesale Grocers, - London, Ont.

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

YOU NEVER KNOW
how Canadian manufacturers are improving their methods unless you
TRY their PRODUCTS

MOTT'S
Chocolates
MADE IN CANADA
equal the best imported.

John P. Mott & Co.
HALIFAX, N.S.
SELLING AGENTS:
J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO. JOS. E. HUXLEY, WINNIPEG.

Redpath
IS
CANADA'S STANDARD
FOR
REFINED SUGAR

Manufactured by
THE
CANADA SUGAR REFINING CO.
LIMITED
Montreal

BEAUCE
MAPLE SUGAR
FINEST PRODUCED

D. RATTRAY & SONS
Import and Export Agents
QUEBEC Montreal OTTAWA

FREIGHTS AND CHARTERS

BUSINESS generally is good, but the big steamship owners are like the farmers, they are never satisfied. They claim that there is not so much grain going forward as there was last year at this time, and space to Liverpool is not so well booked for June shipment as it was at the corresponding period of last year.

Lumber shipments are now falling off and plenty of oats are offering from American points. Dairy produce is slightly behind and some awakening may take place any day.

A glance at the manifests shows that lumber and grain have held the cargoes up during the first month of navigation. The Laing Packing & Provision Co. are continually shipping large quantities of cured meats, lard and other kindred products.

One Allan steamer took 3,721 boxes cheese and 869 packages of butter. Thomson line SS. Cervona took 5,822 boxes cheese and 496 packages of butter, direct to London. A large business is being instituted in hay export, and an association of hay shippers was formed the other day. Quintal & Lynch, and James Scott & Co., also Ledoux & Bissaillon, have been among the big exporters. Mr. John Scott is the president of the Hay Exporters' Association, and Mr. Quintal is the vice-president.

The Chicago Tribune recently printed a statement that the Gates capitalists had purchased a fleet of ten whaleback steamers known as the Ore fleet, and they are to do business on the great lakes from Chicago to Europe. This would mean a great supplementary fleet for carrying grain direct. The fleet was formerly operated by the Pittsburg Steamship Co., which is a subsidiary corporation of the United States Steel Co. Some of the vessels have already crossed the ocean with cargoes of steel rails, and most of the steamers are now in dry dock at Detroit, where remodelling necessary for the ocean voyages is taking place.

What has been very noticeable in the grocery trade has been the small export of maple sugar. The make this year was large, and yet the manifests of the big liners do not show any large export. Perhaps, it is said, that the British and other Old Country buyers have been frightened by the nasty reports of continuous adulteration which have been scattered broadcast. On the other hand it is notable that the famous brand of Smalls has had an enormous sale owing to its unfailing purity.

The tonnage for sailing craft to operate later in the season is not so large as it was last season, but there are greater varieties of ships and of larger size.

BERTH QUOTATIONS—Montreal.

Description.	Liverpool.	London.	Glasgow.	Bristol.	Belfast.	Leith.	Aberdeen.	Dublin	Manchester.	Antwerp	Havre.
Lard, Beef, Pork, Tallow, Grease and Oleo in tierces, barrels or half-barrels	*13¼c	13/1½	15/9	15/	15/6	17/6	17/6	16/6	10/6	12/6	15/
Bacon and Hams, Boxed Meats, Cases of Meat, and Lard in boxes and cases	*13¼c	13/1½	15/9	15/	15/6	17/6	17/6	16/6	10/6	15/	15/
Canned Meats	*13¼c	13/1½	15/9	15/	15/6	17/6	17/6	16/6	10/6	15/	15/
Canned Goods (gallon apples, fruit, soups, vegetables, etc.)	5/	13/1½	13/1½	†15/	†15/6	15/	15/	†16/6	.....	†12/6	12/6
Oil, lubricating and other; also Wax; in barrels	10/6	12/6	15/6	15/	..	.. .	.....	.....	10/6	12/6	.....
Oil-cake, Cottonseed Cake, Flour, Oatmeal, Cornmeal, Split-peas											
Starch, and Grape Sugar, in bags	6/3	6/6	6/6	*9c	10/6	10/	11/3	11/	7/6	*9c	11/3
Rolled Oats, Dog Flour, Flour Middlings, in bags	7/9	8/	9/4½	10/	16/6	12/6	14/3	17/6	8/9	10/	.....
Rolled Oats and other Cereals, papered, in cases	5/	10/	10/6	†15/	.....	.....	.....	.....	.....	†15/	12/6
Glucose and Syrup, in barrels	.....	12/6	12/6	10/	20/	... ..	.....	22/6	8/9	10/	.....
Cheese, in boxes; also Condensed Milk	20/	25/	26/3	25/	.....	25/	30/	.....	20/	25/	.....
Butter, in cases and kegs; Cheese in crocks, boxed	25/	30/	31/6	30/	.....	30/	35/	.....	25/	30/	.....
Seeds, Timothy and Clover, in bags	12/6	15/	15/	12/6	.....	.....	.....	20/	12/6	12/6	.....
" Beans and Peas, in bags	10/6	10/6	10/6	10/6	20/	.....	....	17/6	10/6	10/6	12/6
Apples, Flour and Meal, in barrels	2/6	2/6	3/	2/6	.....	.....	.....	.....	2/6	2/6	2/9
" and other Green Fruit, in boxes	12/6	15/9	15/9	15/	.....	.....	.....	17/6	12/6	15/	.....
" Evaporated, in barrels or boxes	7/6	10/	10/6	10/	17/6	.....	.....	.....	7/6	10/	12/6
" Prunes and other dried fruit, in boxes	15/	20/	21/	20/	.....	.. ..	.....	.....	15/	20/	20/
Eggs, in cases or barrels	12/6	15/9	15/9	15/	.....	.....	.....	.....	12/6	12/6	5/
	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....

These rates are for general information only, and are subject to change at any time without notice; it is therefore important that all contracts must be reported by wire and confirmation obtained before closing with shippers, and unless specifically stated to be prompt shipment, or shipped within ten days after date of contract from the west.

The above rates are exchanged on basis of $4.80 to £1 Stg., excepting that when freight is prepaid, the ocean proportion of the through rate must be collected on basis of $4.86 to the pound sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

It is understood that when reporting Sack Flour engagements, a carload is considered 28,000 lbs.

It is also important that shipper's name be given for every engagement made.

* Rates quoted in cents are per 100 lbs. † Per 2240 lbs, No Primage via Montreal.

MARITIME BOARD OF TRADE.

The annual meeting of the Maritime Board of Teade will be held this year at Yarmouth, N.S., on Aug. 16.

The Progressive Grocer

KNOWS THE VALUE OF A GOOD LEADER

MOONEY'S PERFECTION CREAM SODAS

are the best leader a grocer can adopt.

Their popularity built up in the last 2 years is a convincing proof of this claim.

Superior Quality and Wide Advertising are bound to sell goods.

We guarantee the quality.

You have read our advertising.

Better double that order and make "perfections" your leader.

3-lb. Cards or Tins.

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

CANDIES IN SPANISH-AMERICAN COUNTRIES.

DEAN R. WOOD, consul at Ceiba, Honduras, reports that there is an excellent opportunity for manufacturers of candies and other sweetmeats to increase their export trade to Honduras and other Spanish-American countries. The people of these countries are, as a rule, very fond of sweets, and candies suitable to the market should meet with a ready sale. About the only article of the kind manufactured there is a kind of coarse brown sugar made from sugar cane and called "rapadura." It greatly resembles maple sugar in both taste and appearance. Occasionally some of the merchants purchase and import from New Orleans, or some other southern port, small quantities of candies, which generally sell well. As these candies are not suitable for the market, they can only be imported in small quantities. What is particularly desired is hard candy, which will stand the climate. Although limited quantities of candy are imported from the United States, English manufacturers control the trade, which is mostly in peppermint drops, conversation lozenges, etc. They pack these candies in tin boxes and glass jars, a very appropriate manner for this market. Any kind of hard candy which is pleasant and agreeable to the taste and which will not melt easily in a hot climate meets the requirements. The custom house at Ceiba makes no distinction in regard to candies of various kinds and qualities. All pay the same duty, namely, 10 cents per one-half kilo (kilo equal to 2.20 pounds) on the gross weight of the package, or 10 cents for a trifle more than a pound.

CONFECTIONERY NOTES.

Yeates & Thomas, of the Candy Kitchen, Guelph, have purchased the premises on Lower Wyndham street now occupied by J. Davidson and J. Pequegnat, and will shortly remove to the new premises, which will be entirely remodelled.

The old confectionery and bakery business known as Rankin's in Stratford is now installed in handsomely-fitted premises on the south side of Ontario street.

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To Retail Merchants Ass'n
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Pile Them Up

They're from E. D. Smith, and his Jams and Jellies are unsurpassed anywhere. The delicious flavor of the best fruit preserved; in fact, nothing lost.

E. D. SMITH'S
FRUIT FARMS
WINONA, - - ONT.

We beg to advise the Grocers of the Dominion that we are making the finest **MILK CHOCOLATE** produced in the world, and are using pure Canadian Milk.

COWAN'S COCOA (Maple Leaf Label) Absolutely Pure.

THE COWAN CO., LIMITED, TORONTO

JUST ONE YEAR AGO

we were busy building our new concrete block factory on a high sandy elevation in Picton. It was a fine location where the sun and wind could keep it pure and sweet and where drainage was perfect. We had had experience in canning factories before and knew the importance of absolute cleanliness. We designed our factory with this end in view, and the result—the hundreds of visitors who visited our plant last season declared it was

The Cleanest Factory They Ever Saw

That helps to explain the superior flavor of OLD HOMESTEAD canned goods. The fruits and vegetables of the Picton district are the finest in Canada: then they are packed after the most approved up-to-date manner and under conditions of absolute cleanliness so that the natural flavor of the fruit or vegetable is at no time subjected to contaminating influences.

No wonder

OLD HOMESTEAD BRAND

CANNED FRUITS AND VEGETABLES

won the favor of the trade from the first and we are now doubling our capacity to meet the demand for this season's pack

The retailer who stocks OLD HOMESTEAD BRAND will see a large increase in his canned goods trade.

Send for sample of our labels—they are beauties.

THE OLD HOMESTEAD CANNING CO.

PICTON, ONT. LIMITED

"All the Meat That's in the Wheat"

In this couplet you have epitomized

Orange Meat

But it's impossible to epitomize the profit there is for you in selling ORANGE MEAT. Have to sell to find that out.

Remember there's a coupon in every 15c. package. We are offering new premiums too.

Display these Facts.

THE

Frontenac Cereal Co.

Limited

KINGSTON, - Ontario

Flour and Cereal Foods

GRAIN CROP REPORTS.

REPORTS from thirty-five representative points throughout the Canadian West indicate that the growing crops are progressing excellently with absolutely no damage from frost.

Grain experts say the United States is on the basis of a fair to good wheat crop, but not a big one. This is true of the Southwestern States generally, including Kansas, with the exception of one important section. It is now a question of filling out, whether the crop will run 575,000,000 bushels up to 625,000,000 bushels, allowing 200,000,000 bushels for the Northwestern States. The Northwest has never been swept as clean of wheat as now, and supplies are so scarce that mills have closed down in a number of cases.

English crop reports continue good, although occasional complaints of drought and of damage from cold winds have come to hand. English wheat continues to be well spoken of, it being many years since an equally favorable prospect has presented itself at this season of the year.

Russian prospects on the whole seem to be good. There are now hopes that the area under Spring-sown grain will not be seriously curtailed because of the war, as was at one time feared.

The French crop is recovering from the effects of the recent cold, and the outlook is hopeful. Fears are entertained that supplies will not be sufficient to tide the country over until new wheat is available, and that the trade may be obliged to resort to importations from abroad. In the event of a bad Summer or of undue delay to the harvest this is inevitable.

The United States holds out but little prospect of export business to the United Kingdom on the old crop, the lowest quotation to-day for any of the higher grade flours being well beyond the reach of the British trade. The situation may become less stringent later on although at the present there is no indication that such prices will become possible as will allow of any important export business before the new crop months.

WILL CLOSE DOWN MILLS.

The American Cereal Co., Peterborough, have announced that after this week's run their manufacturing plant will be closed down pending a satisfactory adjustment of freight rates. According to Mr. Denham, the superintendent, the company find it impossible to handle the export business, the chief business of the Peterborough mills, while freights on this class of business remain as they are now—much higher than on the American railways. Not lack of orders for export consignments, but excessive freight rates, is assigned as the cause of closing down.

NEW MILLS FOR THE WEST.

Work has begun on the mills to be erected for the Keewatin Flour Mill Co., at Keewatin, Ont. The new flour mill will have a capacity of 3,000 bbls. per day, and provision will be made to increase the capacity to 5,000 bbls. The company will also erect storage elevators with a capacity of half a million bushels, and small elevators throughout the west for the purpose of wheat buying. The construction will occupy ten or twelve months.

BIG MILLING ENTERPRISE.

Another big milling enterprise is contemplated. Parish & Lindsay, the Kelly Milling Co., of Brandon, and McGaw, of Goderich, have organized into the Royal Canadian Flour Mills Co. They will expend $250,000 on a plant in St. Boniface if exemptions are granted, and will erect a 4,000-bbl. mill.

GRAIN AND CEREAL NEWS.

The dividend on Lake of the Woods common stock which was to have been declared on June 1 will not be declared until July 1, owing to the absence in Great Britain of Mr. R. Meighan, the president of the company.

The contract for the brick work of Ogilvie's big mill at Fort William has been let, and the work must be finished by September 1. The dimensions of the mill are 50x130, seven storeys high, with a warehouse 85x182, five storeys high.

The G.T.R. have let the contract for the erection of a grain elevator at Midland to the E. R. Baker Co., of Chicago and Midland. The new elevator will have a capacity of a million bushels and will be ready in time for this year's western crop.

Owing to the postponement of the date upon which U. S. manufacturers were to discontinue the giving of premiums, the whole matter is at a standstill, and definite action upon the part of the officers of the national association will be required to force the issue.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

DURING THE HOT WEATHER
TWO OF THE BEST SELLERS
IN THE GROCERY LINE ARE

BORDEN'S
BRANDS

"EAGLE" CONDENSED MILK and
"PEERLESS" EVAPORATED CREAM

—FOR PIC-NICS, OUTINGS, EXCUR-
—SIONS, FISHING TRIPS, ETC.,
—THEY ARE PRACTICALLY INDIS-
—PENSABLE.

—DO YOU CATER FOR THIS CLASS
—OF BUSINESS?

"Sell BORDEN'S."

WILLIAM H. DUNN, Montreal

JOS. IRVING, 92 Wellesley St., TORONTO.

ERB & RANKIN, Halifax, N.S.
SCOTT, BATHGATE & CO., Winnipeg, Man.
W. S. CLAWSON & CO. St. John, N.B.
SHALLCROSS, MACAULAY & CO., Victoria and Vancouver, B.C.

We beg to call the attention of the trade to the fact that we have the most modern machinery for manufacturing the following goods:

Rolled Oats
Gran. Wheat
Gold Dust
Family Oatmeal
Ground Wheat
Sd. and Gr. Oatmeal



Pot and Pearl Barley
Ground Oats
Flaked Wheat
Split Peas
Pea Meal
Ground Corn
All kinds of Feed

Consequently the goods are the best in the market.

PHONE, WIRE OR WRITE US FOR QUOTATIONS.
PROMPT DELIVERY IN MIXED CAR LOTS OR OTHERWISE.
LETTER ORDERS A SPECIALTY.

WM. McCANN MILLING CO., OFFICE and MILLS FOOT JARVIS STREET **Toronto**

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

TOBACCO SALES.

CIGAR and tobacco trade should show considerable strength under the influence of the warm weather of the past week. There is nothing which increases this department so much as weather which draws men out of doors. The warm evenings, when a man is tempted out into the open air, are the occasions when tobacco is most consumed. Considering this, the grocer should make a special effort at the present time to secure his share of the business.

Tobacco should be shown and pressed on the attention of the consumer. The great majority of the men whose families deal at the grocery store are consumers of tobacco. If it were put up to them properly they would prefer to buy quietly from the grocer than make their purchases in the publicity and glare of a tobacco store. The success of the tobacco department depends largely on the energy and persistence of the manager in educating the public up to buying from him. The business is being done and the grocer is letting some good profits slip through his fingers if he does not capture a fair part of it.

HOW TO BE A LEADER.

TO lead is much harder than to follow. Watch the man who has succeeded anywhere and then bring the same observation to bear upon your own business. The tobacco business is full of opposition. So is every business. Nothing is easy. Grocers are the easiest to discourage regarding the tobacco trade. They, as a rule, have kept the old square plugs of chewing and smoking tobacco ornamented only with the strong wooden boxes in which the goods came packed. There it stands from the time that a box arrives to the time that the man telling stories and sitting on the keg of nails whittling a stick agrees to buy the last plug and have it charged.

There are other grocers, and they are the men to whom we refer. The man who owns his own house and drives his own carriage, and is a leader in his district. Look at his store. He has a specially divided spot in it for tobaccos and cigars. He has a nice store anyway, and as a man of system and sense he does not want everything to "just happen." Tobacco, as every dealer should know, is most sensitive to its surroundings. It will absorb the smell of anything, no matter how good or ill it may be, provided that it is in the same environment.

As a leader in the community this man knows the habits of about all his actual or possible customers. He studies these habits, or even whims, by educating the people up to what they ought to buy because he supplies beautiful goods that are in consonanee with their undeveloped wants.

For instance, from another point of view. Women are the wealth distributors everywhere. Take the smaller towns where there are perhaps two cigar stores, and these are in the barber shops. A man's wife is at the grocery buying the family supplies, and she thinks of the tobacco and cigars for her husband. Does she intend to go to the barber shop? No! Not a bit of it. She orders tobacco and all the somker's accessories she may want, or not want, because the grocer keeps them and because a smart salesman tells her of something new that her husband is sure to like.

A RANK POISON.

Professor Starr, of the University of Chicago, in his search for a substitute for tobacco, "discovered" a drug worse than opium. An American correspondent from Mexico, who heard of the professor's discovery of mariahuana, writes that that plant grows wild in many of the southern sections of Mexico, and is one of the most dangerous drugs found in the country. So dangerous, in fact, that in the City of Mexico, and other municipalities, the Government keeps special inspectors constantly employed to see that the weed is not sold in the markets.

Its potency as an intoxicant has long been known among the natives, who go on wild orgies with it. A few years ago it was found that many of the prisoners in the Belem prison in the City of Mexico were losing their minds. An investigation was started and the discovery was made that they were all addicted to the use of mariahuana, which was smuggled in to them by the guards, who had been bribed for the purpose. Since then strict orders prohibiting the use of mariahuana by prisoners have been enforced.

THE FIVE CENT CIGAR AND RATE CUTTING.

There is no doubt that a five cent cigar is the very best business puller. Even in the cities the big cigar shops are fighting each other on their specials. Another scheme is to cut rates. That is most reprehensible. One dealer will make a bid for trade by selling four standard ten cent cigars for a quarter. Now, the buyer does not mind if the merchant sells six for a quarter, but the manufacturer does. It is a poor business to cut prices, and in Montreal just now the town is alive with signs "Four For a Quarter," naming and showing standard cigars that are usually fine value at three for a quarter.

There is an old saying, "Deliver the Goods," and if you deliver the goods you will in all respects be a leader.

A DISPLAY OF SNUFF BOXES.

A window entirely devoted to snuff boxes was the novel and interesting fea-

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

On the Square

The **Pebble** and the **Pharaoh** Cigars are made on the square, made to suit the fastidious smoker, the easy-going smoker, the tourist, the banker—anybody who desires an exhilarating, fragrant, delightful smoke. **Pebble** is for the **People.** It's the leading 5-center. **Pharaoh** is the **Favorite.** It's the leading 10-center. Direct from the maker to **you.** No unnecessary handling. Elegantly boxed. Order a supply of these when your next tobacco order is under consideration. Make a memo. this moment of the name and address.

J. BRUCE PAYNE, LIMITED, Mnfrs., Granby, Que.

Letters to Tom, the Grocer.—No. X.

HAMILTON, June 1, 1905

Dear Tom:

That waggon of yours was shamefully dirty the other day—didn't look as if you were keeping up to the mark. Your customers notice these things. There's your competitor up the street, whose driver keeps his waggon washed regularly. He will beat you out if you don't smarten up your travelling representative.

Of course, we are glad to know that your ***T. & B.*** stock always looks bright and clean. That shows that it is selling briskly. Keep it up.

Yours truly,

GEO. E. TUCKETT & SON CO., LIMITED.

Per J.

ture of that remarkable institution, the Flat Iron Building Cigar Store, New York, during the past week. The display was for the purpose of advertising some of the snuffs of the American Snuff Co., more especially the new Electro-Mentho. The display of snuff boxes, which were hired from all sorts of queer places, is valued at about $7,000. It includes a genuine Robert Burns box, carried for years by the poet himself, grotesque and attractive Chinese and Japanese boxes; old English boxes; boxes made of shells and horns in quaint designs, and a multitude of like curios. An attempt was made to secure a box carried by the great Napoleon, but the price named by the owner, $100 a week, was considered too high. A number of window cards form part of the display, one of them humorously describing the Electro-Mentho as a cure for cerebro-spinal meningitis, and another pointing out the remarkable increase in the use of snuff in this country, the consumption having increased seventeen-fold in thirty-four years.

CLAY PIPES

The best in the world are made by—

McDOUGALL

Insist upon this make.

D. McDOUGALL & CO., Glasgow, Scotland

SWEET CAPORAL



CIGARETTES

STANDARD OF THE WORLD

Sold by all Leading Wholesale Houses.

Plain, Profitable Talks—No. III.

GOOD THINGS SHOULD BE PUSHED, MR. GROCER. That's why we're still tagging after you. Perhaps you're one of the grocers who has not yet taken advantage of our

FREE SHOW CASE OFFER

A SHOW CASE STOCKED WITH

(WE CREATE THE DEMAND) { *HOGEN-MOGEN for a 5-center* / *ROYAL SPORT for a 10-center*

will make you money. Better write to-day for full particulars. A good idea is to run your own brand of Cigars and create a local reputation. We co-operate. All grades of Cigars. Enough good things for this time.

Yours for business,

The Sherbrooke Cigar Co., ***SHERBROOKE, P. Q.***

All Good Tobacco Roads

SMOKING ROAD	Tonka Solid Comfort Pinchin's Hand-Made	lead to	British Navy King's Navy Beaver Apricot	CHEWING ROAD

McALPIN'S

WM. BRAID & COMPANY



TEA AND COFFEE IMPORTERS

The Big Tea and Coffee House of the Great West

We are the largest importers of Teas, Coffees and Spices in the Canadian North-West. We deal in them exclusively, therefore are in a position to take care of your smallest orders or handle your largest ones—Satisfaction guaranteed.

Write us for samples and quotations.

VANCOUVER, B. C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for insertion of quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

June 1, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—

Bee" brand, 48 5c. pkgs., per case	$1 75
" " 27 10c. pkgs, "	2 00
" " 10 25c. pkgs, "	1 75

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
3 doz.	12-oz.	3 40
½ doz.	2½lb.	10 50
¼ doz.	5lb.	19 75

JERSEY CREAM BAKING POWDER.

½ Size, 5 doz. in case	$0 40
¼ " 4 " "	0 75
½ " 3 " "	1 25
1 " 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case.	78

Freight paid, 5 p.c. 30 days.

MAGIC BAKING POWDER.



Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER CO.

	Sizes.	Per Doz
Royal—	Dime	$ 1 00
"	¼ lb.	1 60
"	6 oz.	2 25
"	½ lb.	2 90
"	12 oz.	4 50
"	1 lb.	5 75
"	3 lb.	15 50
"	5 lb.	25 50

	Sizes.	Per Doz.
Cleveland's—	Dime	$ 1 00
"	¼ lb.	1 50
"	6 oz.	2 20
"	½ lb.	2 80
"	12 oz.	4 25
"	1 lb.	5 50
"	3 lb.	15 00
"	5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

"BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	$3 50
" " 36 10 "	4 00
" " 24 16 "	4 50
"Beaver" brand, 24-16 pkgs	4 80



EAGLE BAKING POWDER

Cases of		Per doz.
48-5c. tins		$0 45
" 48-10c. tins		0 75
" 24-25c. tins		2 25
" 48-25c. tins		2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reokitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10



J. M. DOUGLAS & CO.—Laundry Blues.

"Bluool"—10-lb. boxes containing 50 pkgs., 4 squares each, per lb. 16½c

"Sapphire" 14-lb. boxes, ¼ lb. pkgs. per lb. 12½c

"Union"—14-lb. boxes, assorted 1 & ½-lb. pkgs., per lb. 10c

Black Lead.

Reokitt's, per box $1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.



JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

" Bee" brand, 5 oz., cases, 60 pkgs	2 25
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 45
" 5-doz. 10c. "	0 90

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	0 18½

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienlo, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 55

Chocolate—	per lb
Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, 1bs.	$1.75
Orange, white and almond, ½-lbs.	1.00



"Luck in business is the handmaid of judicious buying."

Judicious grocers the world over have handled Paterson's Camp Coffee Essence for many years and are still doing it. The moral is not hard to find.

ROSE & LAFLAMME
Agents, Montreal

IT IS QUALITY

It is now generally acknowledged that Chocolate, and especially Milk Chocolate, is a very good article of food for "all sorts and conditions of men." The sale is therefore increasing every year. You can build up a good business in this line, but be sure to sell good, reliable goods. Such a line is found in "Klaus's"

The kind the public KNOW and ASK FOR.

THAT COUNTS

TRY A TRIAL LOT OF
say, 1 box each of the 2 for
5c., 10c. and 15c. sizes of

"KLAUS'S" IMPROVED SWISS MILK CHOCOLATE

AGENTS:

ROSE & LAFLAMME, MONTREAL

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb tins, 4½ doz. to case	per doz.,	$ .90
1 " " 4 " "	"	2.40
½ " " 2 " "	"	4.75
1 " " 1 " "	"	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.



	Per lb.
Elite, ¼'s	$0 30
Prepared cocoa, ¼'s to ½'s	0 28
Mott's breakfast cocoa, ¼'s	0 38
" " " ½'s	0 35
" No. 1 chocolate, ¼'s	0 30
" Navy " ¼'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ¼'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Sweet chocolate liquors, 20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb, tins.	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44

Sweet chocolate powder—

6-lb. boxes, 12 boxes in case, ½-lb. tins. 32c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 34c.

Premium chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 35c.

Medallion sweet chocolate—

3-lb. bxs., 24 bxs. in case, ½-lb. pkgs. 44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 44c.

Milk chocolate—

3-lb. bxs., 24 bxs. in case, ½-lb. pkgs 35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 35c.

Vanilla sweet chocolate—

3-lb. bxs. 24 bxs., in case, ½-lb. pkgs. 32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 32c.

Tid-Bit chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 30c.
12-lb. bxs., 6 bxs. in case, ½-lb pkgs. 30c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs. 23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs 23c.

Condensed Milk.

"Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20





TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60





Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70
"Beaver" coffee, 24-1 lb. pkgs.	4 80
"Sun" brand, 25 and 50 lb. tins—	
Gem, roasted or ground	0 30
Extra, " "	0 26
Fine " "	0 22
Fancy " "	0 18
"Beaver" (ground only compound)	0 15

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 12

JAMES TURNER & CO.	Per lb
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.	Per lb
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 60
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	12 00
Small size	"	7 00
Roquefort—Large size	"	2 40
Small size	"	1 40

PUT UP IN A MOST ATTRACTIVE AND CONVENIENT STYLE, IS

"CROWN" Brand

TABLE SYRUP

Pure, delicious, healthful for the consumer.

Profitable for the Dealer.

PUT UP IN TINS—

2-lb. tins—cases 2 doz. Also in Brls., ½ Brls.
5 " " " 1 " **Kegs and Pails.**
10 " " " ½ "
20 " " " ¼ "

Freight paid on 5 cases and over to all railway stations East of North Bay.

ASK YOUR JOBBER FOR "CROWN" BRAND WHEN ORDERING YOUR SYRUP. THEY ALL HANDLE IT.

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT.
Works: CARDINAL, ONT.
164 St. James St., MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.



		Per doz.
4-oz. cans		$ 0.90
6-oz.	"	1.35
10-oz.	"	1.85
Quart	"	3.75
Gallon	"	10.00

Wholesale Agents
The Davidson & Hay, Limited, Toronto

Fly Pads.



Wilson's Fly Pads, in boxes of fifty 10 cent packets, $3 per box, or three boxes for $8.40.

Food.

Robinson's patent barley	½-lb. tins	$1	2	5
" " "	1-lb. tins	2	2	5
" " groats	½-lb. tins	1	2	5
" " "	1-lb. tins	2	2	5

	Per doz.
Robinson's patent barley, 5 doz., at	$ 1 40
" " 1 doz., at	1 45

Jams and Jellies.

SOUTHWELL'S GOODS.

	Per doz
Frank Magor & Co., Agents.	
Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 06½
7 and 14-lb. wood pails, per lb.	0 06½
30-lb. wood pails "	0 06½
Pure Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb	0 07
7 and 14-lb. wood pails, 6 pails in crate, per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate, per lb.	0 09

Liocrice.

NATIONAL LICCRICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz.	$ 3 60
3 cases "	3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F.,	½-lb. tins, per doz.	$ 1 40
"	½-lb. tins "	2 50
	1-lb. tins "	5 00
Durham	4-lb. jar, per jar.	0 75
"	1-lb. jar "	0 25
F. D.,	½-lb. tins, per doz.	0 85
"	¼-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
¼-lb. tins, per lb.	$ 0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
¼-lb. tins, per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25



Orange Meat.

Cases, 36 15c. packages... $4.50
5 case lots.... 4.40 (Freight paid.)
Cases, 20 25c. packages... 4.10
5 case lots.... 4.10 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

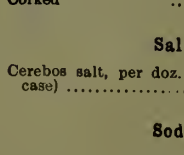
Cement stoppers (pints) per doz.	$ 2 30
Corked " "	

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case) $1 45

Soda.

COW BRAND.



Case of 1-lb. contain ing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5o. pkas. con aining 96 pegs.), per box, $3 00.

MAGIC BRAND

	Per case
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND.

"Bee" brand, 8 oz., cases, 120 pkgs.	Per case
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	$2 75

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

MONTSERRAT

IS WHAT YOUR BEST TRADE WANTS.

Your good customers want "MONTSERRAT" Lime Juice this Summer. They know that "MONTSERRAT" has the natural, delicious flavor of the ripe limes, and the full strength of the fresh juice.

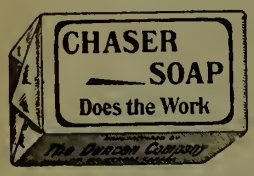
You don't have to push it. We make new customers for you by generous advertising. Are you going to profit by it—or let your competitors make all the profits ?

BABBITT'S.



Babbitt's "1776" 6-oz.pkgs.$3.50 per box. 5 boxes a freigbt paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, bxs each doz., $2 per box.

WM. H. DUNN AGENT.



CHASER SOAP.

case $2 40
Special quotations for quantities.

(Fairbank)

GOLD DUST WASHING POWDER.

24 25c. packages	$4 65
5 10c. "	3 90
100 5c. "	3 90
100 10c. cakes (Glycerine Tar Soap)	6 50
100 10c. cakes (Sanitary Soap)	6 50
100 5c. cakes (Fairy Soap)	3 90
100 5c. cakes (Capco Soap)	3 90
100 5c. cakes (Scouring Soap)	3 90
100 5c. bars (Santa Claus Soap)	3 80
100 5c. bars (Clairette Soap)	3 65
100 5c. bars (Mascot Soap)	3 45

The above quotations are all on 5-box lots. When one box of specialties is purchased with each five boxes of laundry soap the latter is reduced in price 10c. per box.
Freight prepaid.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$ 0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 04½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
Bee" brand starch—	
" laundry, 64-12 oz. pkg. per case	$5 00
" " 32-12 " per ½ "	2 50
" corn starch 40-16 oz. pkg. " "	3 00
"Sun" borated starch, 40-16 oz. pk. per case	3 00
" borated starch, 50 box. 100 lb. keg	0 06½
" laundry " 50 " " " "	0 05½
"Gem" " " 100 & 200 lb. kegs	0 05½

SRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 04½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
Crystal Maise Corn Starch—	
1-lb. packages, boxes 40 lb.	0 06½

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 06½
Durham corn starch, 40 lb.	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 04½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½



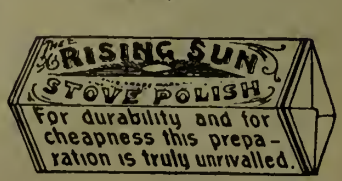
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

SAN TOY STARCH.

10c. pkgs, cases 5 doz., per case ... 4 75

Stove Polish



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



W. H. DUNN, AGENT.



Enameline No. 0 38 4, bxs., ea. 3 dz.	
Enameline No. 0 65 6, bxs., ea. 3 dz.	
Enamelline liquid, bxs, ea. 0 80 3 doz.	
Blackene, 5-lb. 0 10 cans, per lb.	
Enameline stove dressing, per doz.	0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70



Teas.

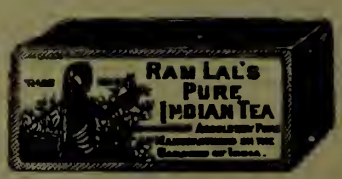
SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c.	0 22
Green Label, " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	0 35
" " 120 ½-lb.	0 36



LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½	$ 0 35	$0 50
Blue Label, 1-lb. and ½	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, ½	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 40
" III 80-lb. boxes	0 35
EMD AAA Japan, 40 lb " at	0 30
" AA " 40 "	0 27½
Blue Jay, basket fired Japan, 70 lbs.,	0 27½
"Condor" IV 80-lb. "	0 26½
" V 80-lb. "	0 26½
" XXXX 80-lb. boxes	0 22½
" XXXX 30-lb. "	0 23½
" XXX 80-lb. "	0 20
" XXX 30-lb. "	0 21
" XX 80-lb. "	0 18½
" XX 30-lb. "	0 19
" LX 60-lb. per case, lead packets (25 l's and 70 ½'s)	0 27½

"Condor" Ceylon black tea in lead packets	
Green Label, ⅛s, ¼s and ½s, 60-lb. cases retail	0 25 at 0 20
Grey Label, ⅛s, ¼s and ½s, 60-lb. cases retail	0 30 at 0 23
Yellow Label, ¼s and ½s, 60-lb. cases retail	0 35 at 0 26
Blue Label, ⅛s, ¼s and ½s, 50-lb. cases retail	0 40 at 0 30
Red Label, ⅛s, ¼s and ½s, 50-lb. cases retail	0 50 at 0 34
White Label, ⅛s, ¼s and ½s, 50-lb. cases retail	at 0 40

Black Teas -"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

Tobacco

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs. In case	$1 05
Gillett's cream yeast, 3 doz "	1 05
Jersey cream yeast cake, z. 5c.	1 00
Victoria " doz. 5c.	1 00
" " 3 doz. 10c.	1 80

CANE SUGAR SYRUP

We have a very fine lot of Choice Pure Cane Sugar Syrup, bright, sweet and heavy.

In Barrels, Half-Barrels, 2-lb., 3-lb., 5-lb., 10-lb. Tins.

For prices and samples write to

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

Agents

GEO. MUSSON & CO.,	TORONTO
JOHN W. BICKLE & GREENING,	HAMILTON
GEO. H. GILLESPIE,	LONDON
JOSEPH CARMAN,	WINNIPEG

PURE-PURE-PURE



If you wish to find Purity in vinegar you will never find it while you use the commercial acid vinegars. They are not only unsatisfactory to the palate, but are extremely noxious to the system. Purity is to be found in ***CIDER VINEGARS***—vinegars made from clean, wholesome, choice apples. In our

GOLDEN RUSSET VINEGAR

is embodied all that is best in cider vinegars. It is made by a secret process of our own, by the latest machinery, and everywhere—in, out and roundabout—is stamped the one word ***"PURITY."*** If you use this vinegar once you will never use any other.

THE W. H. WILSON CO., LTD.

TILLSONBURG, ONT.

BOOKS *FOR BUSINESS MEN . .*

TEA HINTS

For Retailing

By JOHN H. BLAKE

PART I.

The Tea Gardens of the World.
Tea from Seed to Leaf.
Tea from Leaf to Cup.
The Tea Marts of the Orient.

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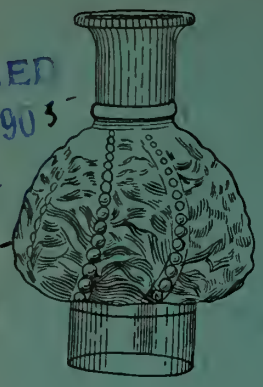
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RETURNED JUN 2 1905
To Owner
Ledger Book 35
Page 84



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One of the neatest, richest and best finished chimneys ever produced made of best flint glass, etched bulb in the wonderful Kopp Silk effect finish. We handled ***hundreds*** of barrels of this line last fall at much higher price. We want to close out stock for new line and while they last will fill your order for barrel lots or more at $1 25 per doz. Bbls. contain 2½ doz.

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You cannot afford to be without

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CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29

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Prepare to meet this demand by writing to the manufacturers.

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MADE IN CANADA



We can offer you a line of

Get in line for this line of

Mince Meat

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that is worth selling because it ***sells***

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Open for few more foreign and domestic agencies. Correspondence Solicited. Highest References.

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Wholesale Commission, Teas and General Groceries. Established 30 years.
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BONDED AND FREE. FORWARDING AGENTS.
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Anything That's HEINZ Is Safe To Buy.

Heinz Pure Food Products Stand All Tests

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Moreover, when the grocer sells Heinz products to his customers he guarantees them to suit the taste of everyone. If any one of Heinz Varieties fails to please we authorize the grocer to return the purchase price. *Ask us about our free Retailers' Advertising Service.*

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Filling the Picnic Hamper brings New Business to the Grocer

But fill it with the right goods if you would fill it again.

—"Sterling" Brand Pickles
—"Sterling" Brand Relishes
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are all popular with the picnickers.

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Used like Common Salt but contains the Vital Phosphates of Whole Wheat.

USED IN ALL THE ROYAL HOUSEHOLDS AND ALL THE BEST HOTELS AND FAMILIES IN EUROPE.

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Toronto: W. G. Patrick & Co.
Hamilton: James Turner & Co.
Winnipeg. The Kenneth Mackenzie Co.
Victoria: R. P. Rithet & Co., Ltd.
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It is an acknowledged fact by even the tea advocates of other countries than Japan, that where once the delicious, flavory and healthful teas of **Japan** have obtained a hold upon the tastes of the consumer no other teas will ever find favor.

This fact should be borne in mind by every grocer studying his own interests as well as those of his customers. A steady demand from the consumer for a certain grade or style of tea means **profit.**

Buy JAPAN Tea

1/2



ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, Montreal

Flett's Pickle Selling Record.

All previous records are broken by the store that sells

FLETT'S PICKLES

People have a way of repeating their pickle orders that is particularly pleasing to the dealer.

ROSE & LAFLAMME

Agents, MONTREAL

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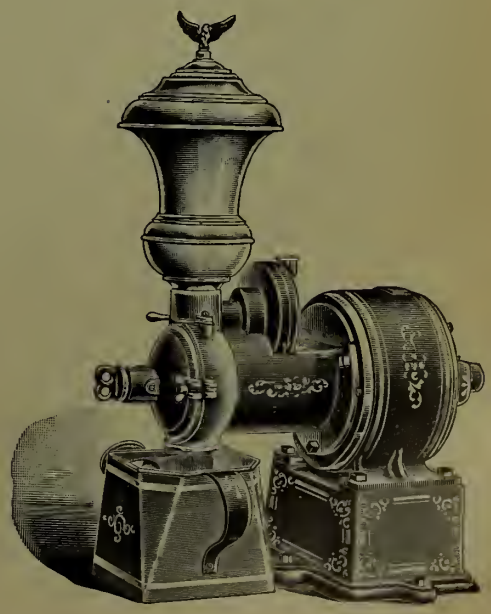
"ENTERPRISE" PAYS

The buzz of customers—the ring of the cash register—the clink of coin, increase in a grocery store that is Enterprising in methods and equipment. An "Enterprise" Electrically Driven Coffee Mill decreases expense, increases business. A novelty a few years ago, now a necessity in every grocery. :: :: :: :: :: ::

The illustration shows our mill No. 83 fitted with ¼ H.P. motor, furnished for either direct or alternating current. It is 30 inches high, 22 inches long, 14 inches wide and weighs 115 pounds.

The nickel-plated hopper has a capacity of 4 pounds of coffee. It will granulate 1 pound of coffee a minute or pulverize ¼ pound a minute. Each machine is equipped with pulverizing grinders and can be regulated for fine or coarse grinding while running.

We will be pleased to send prices and practical suggestions; also our catalogue showing complete line of Mills, Food Choppers and other "Enterprise" grocers' specialties.



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HEAR FROM US!

Before You Place Your Order for

SALT

VERRET, STEWART & CO.

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Pure Malt Vinegar
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A Walker Bin Fixture Interior.

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There is a personal satisfaction in having a store equipped with Walker Bin Fixtures.

The beauty of their design and their elegant appearance are unsurpassed, and for this, as well as for the peculiar attractiveness of their display, they impress the customer and offer a continued and irresistible temptation to buy. Their compactness and convenience are appreciated by the clerk, who finds everything he wants, when and where he wants it. They are a joy forever to the proprietor, for he sees his sales increasing, his losses, from waste, dirt, insects and samplers, diminishing and his store service prompt and effective.

WALKER BIN FIXTURES are within the range of the purchasing power of the smallest merchant, while they represent a permanent investment. They are made for a lifetime's service.

Write to ***The Walker Pivoted Bin & Store Fixture Co.,*** for their illustrated booklet. The Company's office is No. 516 Board of Trade Building, Toronto. The Booklet will interest you.

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FOR SALE BY ALL DEALERS WHO HANDLE BRANTFORD REFRIGERATORS, OR BY THE MAKERS

Write for descriptive circular.

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Get them, when wanting **Teas, Coffees, Mess, Back or Family Short Cut Pork, Lard, Beans, Prunes, Pickles in Kegs or Bottles, Marmalade in Tins (Keeler's, McConachie's or Crosse & Blackwell's), Jams or Jellies in 7 and 30-lb. pails.** We offer lower than any house in the trade. Our celebrated Nuddea Blend Tea at 15c. has no equal. Send for sample.

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LIMITED

WHOLESALE GROCERS, OTTAWA, CANADA

RETURNED
JUN 1905
Owner
Book 36
Page 17



THE STANDARD COMPUTING CHEESE CUTTER

is the only Cheese Cutter made that cuts to weight and money value in one operation.

If you are losing from 3 to 5 lbs. on each cheese the **Standard** will stop it.

It prevents waste.
It stops the nibbler.

Every cut is perfect in appearance, weight and value.

PRICE and TERMS RIGHT. FOLDER FOR THE ASKING

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Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

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It is absolutely evaporation proof and so retains the high quality of your gasoline.

It is absolutely safe and is permitted by the insurance companies.

It is convenient, gasoline being pumped and measured directly into your customer's can without the use of measure or funnel.

It is economical, as it prevents loss thro' evaporation and spilling.

Full information free.

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S. F. BOWSER & CO., 530 FRONT ST., WEST, TORONTO.

It Pays You.

WHY?

IT is the highest quality.
is a popular price.
is 40 per cent. profit.

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WORCESTERSHIRE

SAUCE



The acknowledged Premier Sauce of the World

Price 25c. per Bottle

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wouldn't be considered very profitable by the farmers, yet thousands of merchants are cultivating the weeds of business by continuing the Old Style Passbook —errors every day. Forgotten charges. Hundreds of little things make a big aggregate amount. Adopt the modern ALLISON COUPON SYSTEM and throw away your time wasting devices. Look here—

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THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers.
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THE PEOPLE OF

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are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

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In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost must in all cases accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
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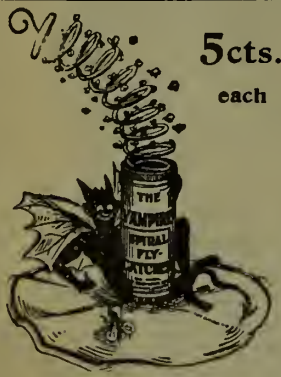
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THE

"VAMPIRE" Spiral Flycatcher



5cts. each

Clears the house of flies

THE "Vampire" Spiral Flycatcher consists of a small closely-wound Spiral, covered with a sticky material, and hermetically sealed in a short tube. By simply pulling out one end the Spiral is elongated and forms the most effective Flycatcher known.

This article is a quick seller and carries a large profit. It is CLEAN, SIMPLE and EFFECTIVE. As a window show it draws crowds. No POISON. No LEAKAGE.

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SEND FOR FREE SAMPLE

SOLE MAKERS:

KAY BROS., Ltd., Stockport, England

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The LEEMING MILES CO., Limited, Montreal

SPECIAL OFFER

To Every Grocer in Canada.



SPECIAL OFFER!

2 Boxes Davis' Fly Felts—200 5c. packages retail for $10.00
1 Box Davis' Fly Felts— 50 10c. packages retail for 5.00
1 Box Davis' Fly Felts— 10 10c. packages retail for 1.00

$16.00

Price to Retailer, $6.00, net 60 days.

Please Note Profit of $10.00 on $6.00 Purchase of Fly Felts.

Davis' Fly Felts sold in all parts of Canada. Every package guaranteed effective. Attractively boxed. Sell themselves when displayed.

Order through your wholesale supplier. If they do not handle send order direct.

POWELL & DAVIS CO., - - CHATHAM, ONT.

JAMES' DOME BLACK LEAD

The Best for You to Buy

The Best You can Buy

W. G. A. LAMBE & CO., Canadian Agents.



OUR GREAT SATISFACTION

is that we have only to **start** you handling

BOSTON LUXURY COFFEE

After that we have your coffee trade for keeps.

JOHN SLOAN & CO.,

TORONTO **BELLEVILLE**



RETURNED
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Page No. 58
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Prepared by a special process from a unique combination of the **Finest Canadian Wheat and Barley,** it makes an

IDEAL BREAKFAST FOOD

THEN, TOO, THERE IS

A SILVER TEASPOON IN EACH PACKAGE

3 Doz. in a Case. To Retail at 15c.

THE ROBERT GREIG CO., Limited

White Swan Mills

TORONTO

More Light-

That's what we all need. You'll get it by using "BON AMI"—the best window cleaner known.

HASN'T SCRATCHED YET

A Metal Polish and Glass Cleaner unequalled.

W. H. GILLARD & CO., HAMILTON

Wholesale Grocers, Tea and Coffee Importers.



DO NOT WAIT FOR OTHER PEOPLE

Find out the real value of things yourself.
Remember that the watch-word of the business and commercial world is "Progress," and that the days of "shoddy" no longer haunt honest, well-conditioned communities.
Therefore when you desire an article in which all the best elements are brought out, developed and refined, select

WOOD'S COFFEES

They embody all the alluring qualities to gratify the present generation of Coffee drinkers.

CANADIAN FACTORY AND SALESROOM
428 ST. PAUL ST., -- MONTREAL.

The Character

of a grocery store reflects the character of the grocer. It is characteristic of good grocers that they keep in stock the things their customers require. By doing so they come into closer and more friendly contact with their customers.

MATHIEU'S NERVINE POWDERS

ARE WELL KNOWN to the public. During the hot, trying weather they are constantly in demand. They are known as the safest, quickest and most reliable thing to take in all cases of **Headaches, Neuralgia** and all **Nerve Pains**. There is a very handsome profit on the sale of this reliable article, which is worth getting; the more so that you also get more customers.

Perhaps you have observed how long a cough persists. Even during summer there are frequent calls for

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

Don't allow your stock to run too low. The profit is safe The stock will not be left on your hands.

J. L. MATHIEU CO.,
SHERBROOKE, Que.

CANNED SALMON

Large Assortment

Interesting Prices

Red Shield Arbutus
Red Buoy Cascade

Also all Standard Lines.

WARREN BROS. & CO.

Wholesale Grocers
35 and 37 Front Street East, - TORONTO

Provisioning Troops in the Field

THE fighting quality of an army depends on its stomach, one of the great military heroes is supposed to have said once, when he was upbraiding the chief of his commissary department for tardiness in bringing up the necessary supplies for sustaining his army in the field. Nothing is surer to lower the spirit of an army in the field than hunger, and how to always keep an army fed on the march or even in camp has given many sleepless nights and no end of trouble and vexation to those entrusted with this important part of an army's existence. The immense wagon trains, composed of thousands upon thousands of carts laden with supplies and drawn mostly by oxen, which used to follow an army in olden times have been mostly superseded by the railway supply train, which has made the problem of keeping an army's stomach filled a good deal easier; yet with the increase of the size of the armies in the field nowadays, the task is still of great magnitude and demands much executive talent and patient labor.



Field Bake Oven—Austrian Army.



Field Bake Oven—Austrian Army.

Railway Trains.

Professor Kleinpeter, the German authority on military matters, writing in a Vienna, Austria, paper with reference to the provisioning of troops in time of war, advocates the use of railway trains as bakeries and flour depots, for the purpose of supplying the army in the field with bread, a subject which has long occupied the attention of the various ministers of war. Formerly, he says, in the case of European wars, an army relied upon obtaining from the farms on the line of march the necessary supplies of grain, which the farmers were then accustomed to store for years. Those conditions no longer exist, each year's crop being disposed of as speedily as possible. It is, therefore, imperative that steps should be taken to procure some effective method of supplying an army with bread, so as to prevent in time of war the awful misery which would result to the inhabitants in the arena of warfare, were they suddenly deprived of their supply of grain for the benefit of the army. Up to the present the European powers have endeavored to solve the difficulty by introducing movable stoves, which were first used by the Prussian army. These, however, have proved unsatisfactory and are now only supplied to the flying columns of an army, while for general purposes the old stove sunk in the ground has been fallen back upon. The hundreds of horses and carts, now required for the purpose of bread supply, would prove an extreme obstacle in checking the rapid movements of a force, and would be in constant danger of falling into the enemy's hands.

Professor Kleinpeter maintains that the adoption of railway bakeries would effectively solve the difficulty. For example, take an army of 1,000,000 men, whose line can extend to, say, about 300 miles. With each train providing for 50,000 men, twenty trains would be required, which could be stationed at a distance of fifteen miles from each other. These fifteen miles could be covered by carts, one cart doing the distance easily twice a day.

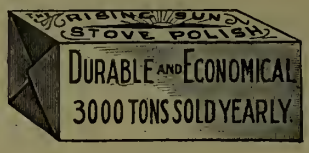
One train would have to produce twenty-eight tons of bread a day, and the trains containing flour for a fortnight would have to carry about 250 tons of flour, which could be stored in thirteen wagons of twenty tons each. Every one of the "bakery wagons" would carry two stoves producing 5,000 loaves a day, so that for each train six wagons with two stoves apiece would be needed. There would also be required thirteen flour wagons, a water wagon, a wagon in which to make the dough, one in which it could ferment, three coal wagons, two bread wagons, one wagon for the administration and one for the working men, which would give a total of thirty wagons.

The bread could be distributed by twenty cars attached to each train. The cost of such a train would be very small, as only the stove wagons would have to be specially provided; for the rest, ordinary railroad cars would suffice, involving no additional expenditure. The train could be got ready within twenty-four hours; it could accompany the army corps to which it was attached, within range of the guns, and could withdraw quickly in case of danger.

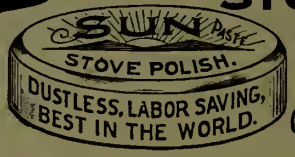
Advantages.

This proposed railway bakery would certainly offer many advantages over the regular field bakeries now in use. The accompanying illustrations show the style of field ovens now in use in the Austrian and Swiss armies. In com-

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE.



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers ; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

parison with the old style field baking ovens, which were and are still to some extent built of stones, in a hole dug into the ground, and had to be torn down or abandoned in case the army moved too far away or was obliged to retreat quickly, these movable field ovens are certainly doing good service. Yet they require too much of an additional train to bring up all the paraphernalia and raw materials used in the manufacture of bread. They are also, in this age of sudden cavalry surprises, too much exposed to the danger of being captured or destroyed.

The flour, which is to be used, is under present circumstances also much in danger of being spoiled by unexpected thunder showers or long-continued rainy weather, being transported to the camping place in wagons, at the most covered with a plane, and kept in the same vehicles until used. On account of flour being a material needed in large quantities, it may also easily happen that the supply gives out, and while a fresh supply is being hauled to the bakery, the latter has to remain idle. All these drawbacks are obviated with the railway bakers. Enough flour to last two weeks, or even longer, can easily be carried along in one train; there is no possibility of the flour becoming spoiled through rain or other vagaries of the weather, and all the tools and other supplies needed are instantly on hand when the train stops at the appointed place. No muddy roads can delay the bringing up of supplies, and, if necessary, bread can be stored in large quantities for future use. Even in cases of sudden surprises or attacks, a railway train can be quickly moved out of danger and is not susceptible to capture by a flying cavalry column of the enemy.

No Time Wasted.

In the matter of provisioning of troops it may be of interest to know how well and how quickly a large number of men can be fed when some of the canned goods, now so largely manufactured for such purposes, are used. One of the most interesting experiments was recently made in a German garrison town where, under the personal supervision of a canned goods factory 600 soldiers were given a noonday meal, consisting of pork and beans, the bork being a double or so-called holiday ration. Punctually at twelve o'clock noon the 600 soldiers arrived; as the weather was unfavorable and there were large numbers of sight-seers present, the available room inside the factory building neeessitated the meal being served in two sections. The first section finished the meal within twenty minutes after entering the building, although at first greatly embarrassed by the presence of so many visitors. Fifteen minutes before the soldiers arrived the cans were heated in a hot-water apparatus; then they were opened and placed twenty-five in a box, one of the latter serving for a table seating fifty soldiers. As soon as the soldiers were seated, the box with the open cans was placed at the head of the table, and pushed from one to another until finally two men each divided the contents of one can and began to enjoy them.

The meal was highly praised by all who participated, and in consideration of the fact that a hot-water apparatus is easily placed anywhere in the field where an army is encamped, it can be seen that it is now possible to provide troops with a warm meal in the shortest possible time.—Bakers' Review.

GET THE HABIT

of dropping us a card a few days before you start for Montreal or Toronto on a business trip telling us where you are going to stay. We want to print it in the "Buyers in Town" department before you arrive.

TRADE NEWS FROM TRINIDAD.

GORDON, GRANT & CO., Port-of-Spain, Trinidad, report under date of May 16 an improved inquiry for most grades of flour. The cereal market has steadied perceptibly, although there has been no actual improvement in prices. Cornmeal is scarce and wanted. The demand for pork and lard is extremely light. Pork heads, loins, ribs, shoulders and all such articles sell readily, and invariably command full prices. Family beef is getting scarce, and values are steadily improving. The demand for imported yellow rice is steady, with the market beginning to show signs of improvement, nearly all descriptions being reduced in stock. Split peas are in over supply, and the demand for oats and oilmeal is slow. For Newfoundland cured fish there is hardly any inquiry at the moment, and prices are nominal. Good split herring and medium and large mackerel are saleable, but pickled salmon is no longer wanted.

All available molasses has been bought up, and only a few small lots remain to be exported. Supplies of cocoa are coming in steadily, and are likely to continue for the next few weeks, by which time the bulk of the large pods will be picked. After that only light gatherings are expected until towards October. The young cultivation looks well, and the trees are flowering vigorously since the favorable change in the weather. From October 1 to date exports of cocoa total 129,961 bags, as compared with 159,332 bags for the corresponding period a year ago. The demand for cocoanuts has subsided, but the large crops have nearly all been engaged for the remainder of the year at the equivalent of $20 per 1,000 f.o.b., and there are but few procurable.

"EMPIRE BRANDS"

Always in demand by good housekeepers.

Empire Tea	Empire Baking Powder	Empire Corn
Empire Coffee	Empire Salmon	Empire Peas
Empire Extracts	Empire Syrup	Empire Brooms
Empire Spice	Empire Maple Syrup	Empire Washboards

LUCAS, STEELE & BRISTOL, *The Original Quick Shippers,* **HAMILTON**

Summer is Here

To help the grocer, to have a leader that is seasonable, and to give him something to make a leader of, we have given our travellers,

SPECIAL PRICES ON

SALMON

See them and get a piece of something good, or write us.

JAMES TURNER & CO., - HAMILTON, ONT.

Tartan BRAND

All Guaranteed by

Goods are sold from sea to sea, and are all of the first quality. If you have not stocked them you are missing a good thing.

TARTAN	TEA	TARTAN	CANNED VEGETABLES
"	COFFEE	"	CANNED FRUITS
"	BAKING POWDER	"	CANNED SALMON
"	SPICE	"	SOAP

BALFOUR & CO. WHOLESALE GROCERS **Hamilton, Ont.**

PROMPT SHIPPERS. LONG DISTANCE PHONE 596.

Van Camp's Chicken Soup

Special price to clear, $4.00 per case of 4 dozen.

THOMAS KINNEAR & CO.

WHOLESALE GROCERS = TORONTO and PETERBORO



NOW IS THE SEASON FOR

PEANUT BUTTER

IMPERIAL PEANUT BUTTER IS THE FINEST QUALITY ON ANY MARKET.

PACKED

	Doz.
Small Size, 2 doz. to C/s . .	$1.20
Medium Size, 2 doz. to C/s,	1.60

If your Grocer cannot supply you write us.

Sole Canadian Agents,

A. F. MacLAREN IMPERIAL CHEESE CO. LIMITED

TORONTO

Business Changes

Ontario.

M. KELLY, confectioner, Milton, has assigned to H. Campbell, meeting of creditors to be held June 8th.

M. F. Foster, general merchant, Chatsworth, has been burnt out.

Scougale Brothers, Colborne, have opened up a new grocery department.

A meeting of the creditors of G. M. Montgomery, general merchant, Stirling, was held June 5th.

Quebec.

J. O'Dea, grocer, Montreal, has dissolved.

M. Yanofsky has registered as a grocer, Montreal.

Lefebvre & Freres have been registered as grocers Montreal.

F. X. Royer & Co. have been registered as grocers. Montreal.

Gaureau & Gosselin, grocers, Quebec, have dissolved partnership.

The assets of G. Rowe, grocer, Franklin Centre, have been sold.

Aubin & Laporte have been registered as tea merchants, Montreal.

J. A. Bronillet, grocer, Montreal, has assigned to Bilodeau & Chalifoux.

The assets of J. A. Brouillet, grocer, Montreal, advertised to be sold June 8.

The assets of A. Provencher, general merchant, Daveluyville, have been sold.

M. Lemieux, general merchant, Rapide De L'Oriental, has retired from business.

The assets of J. A. Tremblay, general merchant, Shawinigan Falls, are to be sold June 9th.

Du Sault & Co., manufacturers of biscuits and confectionery, Joliette, are discontinuing business.

J. A. Fortin, general merchant, Sherrington, has compromised, and the assets have been sold.

A meeting of the creditors of A. Saurette, general merchant, St. Jean Baptiste, was held June 2nd.

Wilks & Michaud have been appointed curators to O'Connor Brothers, fish and game dealers, Montreal.

W. B. Crawford, wholesale produce merchant, Shawville, has transferred his head office to Ottawa, Ontario.

M. Tremblay, general merchant, St. Simeon, has assigned. Lefaivre & Taschereau are the provisional guardians.

Nova Scotia.

Smith & Wilson, grocers, Port Hood, have assigned.

C. A. Forbes, general merchant, Brass Hill, has assigned.

Ley Brothers, general merchants, Louisburg, are offering to compromise at 25c. on the dollar.

New Brunswick.

A. Lavers, grocer, St. John, is dead.

H. Wyse, baker and grocer, Newcastle, has been burnt out.

D. L. Trites, grocer, Petitcodiac, has assigned; meeting of creditors held June 8.

Manitoba and N.W.T.

M. Halperin, general merchant, Plumas, has sold out to C. Trester.

The stock of Shopland & Wallace, general merchants, Langenburg, has been sold.

Dalton & Co., general merchants, Wellwood, have compromised at 65c. on the dollar.

Mr. Band, of Band & McDonald, millers, Baldur, has sold his interest to L. Chatrand.

A meeting of the creditors of the English Tea, Meat & Provision Co., of Winnipeg, has been held.

W. Harding, confectioner, Austin, has assigned to C. H. Newton; meeting of creditors held June 8.

British Columbia.

C. Gordon, confectioner, Vernon, has been succeeded by Sawyer & Holtby.

ADVICE TO RETAILERS.

Like butter, flour absorbs odors readily. It should not be kept where there are onions, fish, vegetables or other odorous substances, nor in a damp room or cellar. Keep in a cool, dry, airy room, where it will not be exposed to a freezing temperature, nor to one above seventy degrees.

Something that is wanted in every kitchen.

GRADUATE BAKING POWDER

A first class powder, put up in a very useful glass graduate container.
Just what the cook wants. It will be a big seller.

SEE OUR TRAVELLERS

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

AFTER THIRTY-FIVE YEARS.

MR. JOHN EVERETT, the veteran traveler of Christie, Brown & Co., Limited, Toronto, whose pleasant face and genial manner will be missed for some months by the trade in Eastern Ontario, passed through Montreal last Thursday June 1, on his way to England. Mr. Everett paid the Montreal offices of The Grocer a visit before sailing. It is 35 years since he left his home in Yorkshire to help build up Britain's greatest colony, and that he has prospered and made a name for himself in his own particular branch of trade and the Province of Ontario is attested to by the fact of his election as first vice-president of the Commercial Travelers' Association, Toronto, and the long period of service with Christie, Brown & Co., Limited. With the exception of a few years as traveling representative for the Eby Blain Co., Limited, wholesale grocers, Toronto, he has carried the name and fame of Christie, Brown & Co., Limited, abroad throughout the province. Built on solid John Bull lines, with that push that is associated with the character, it is no wonder that hard work and persitency have firmly established him as Canada's premier biscuit salesman. While he could sell almost anything, he prefers to sell biscuits, and Christie's at that—fulsome praise, but not undeserved, as the writer worked with him for several years and met him hustling on the road.

While across, Mr. Everett, who is accompanied on his trip by Mrs. Everett, will visit their childhood's homes in the north and south of England. A side trip will also be made to Paris and other continental points of interest. When The Grocer saw Mr. Everett off in the Allan liner Tunisian there was no more youthful and genial passenger on board than John. Both he and Mrs. Everett look forward to happy hours in the circle of their old friends in the old land. "Bon voyage" from The Grocer.

VISITOR FROM VANCOUVER.

MR. GEORGE A. STONE, one of Vancouver's leading grocery brokers and commission merchants, paid a visit to the Toronto offices of The Grocer on Saturday, June 3. Mr. Stone is an old subscriber to The Grocer, and has always taken a friendly interest in the development of "Canada's premier grocery paper."

Trade conditions in British Columbia are in a healthy state at the present time. The trade latterly have been interested in the preparations that are being made for the big run of sockeye salmon. When questioned by The Grocer as to the attitude of the average western business man on the commercial travelers' tax, which has just gone into force, Mr. Stone stated that with the possible exception of the Boards of Trade and the deputation of brokers and commission men who went to Victoria to protest against the imposition of the tax, there had been no organized opposition. "As it turns out, however," said he, "there will be very few eastern wholesale houses who will not pay the tax in order to have the privilege of doing business as they did before. In this way there will be very little opportunity for British Columbia houses to cultivate a monopoly of the trade."

Mr. Stone left on Saturday evening by the Richilieu and Ontario Navigation Company's steamer "Kingston" for Rochester and Montreal. After a fortnight's holiday in the east he will return to Vancouver over the main line of the C.P.R.



UPTON'S

Home-Made Jams, Jellies and Marmalades

are absolutely pure fruit and granulated sugar.

A trial will convince you of the truth of this statement.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

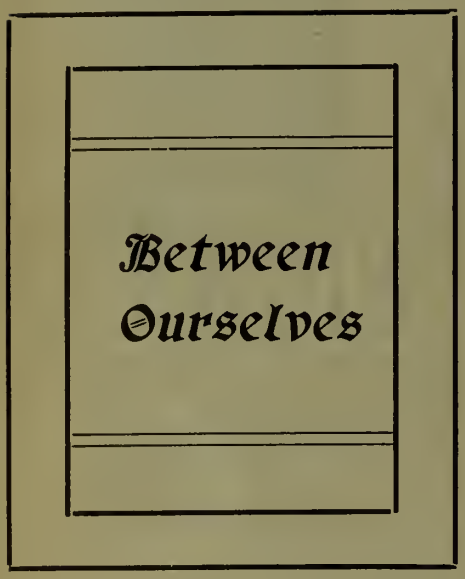
Edited by Our Ad. Expert, TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send our Expert specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

TASTY PRINTING.

PRINTING is necessarily the source of much profitable advertising, and the grade of the printing is not a small agency in creating the profit. This is a fact too often lost sight of by merchants. No matter how small your store is, whenever you get out any literature see that it is gotten out well.

When I say get your literature out well, I do not mean for you to have lavish printing, but simply good, clean, tasty, modern printing. The difference in the cost has to be weighed, but if you can spare $10 for printing you can, I think, spare $15 for good printing. If you cannot spare $15 for satisfactory work you cannot afford $10 for unsatisfactory work, because the measure of its success will be gauged by the measure of its strength. Nicely prepared literature has the same effect as nicely attired drummers. Both, at least, merit your attention, and that is a big part of the fight in these busy days.



In preparing the literature itself rather choose something of the booklet style—4 pages and cover make a neat size—than the plain, short-lived circular. Most people toss circulars into the fire. The same people would preserve a booklet. Now, the booklet gives the compositor a finer chance to display the art than does the bare circular. Consequently your words are given far greater emphasis, and the story you have to tell is driven home with far more force.

The booklet may be made tasty by having as few words as possible on the front cover—say a line something like this: "Between Ourselves," "Of Concern to You," "About Prices," Mrs. Consumer," etc. The booklet is rendered commonplace by covering the whole page with data or your imprint.

If your business is very small and the booklet out of the question, use a neat folder in preference to the circular. Long and narrow shapes are the prevailing styles.

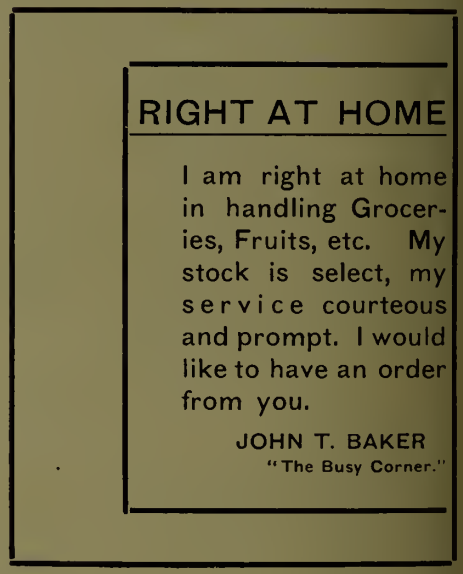
In preparing copy for the printer time and expense will be saved by writing in ink, legibly, and on one side of paper not too large. Do not put too much wording on a page. If you have any designs of your own outline them in the copy. Rule work predominates, and aided by "white" space and nice balance, a pretty effect can be produced.

Of course the main thing, after all, is: Why are you getting out literature? Are you getting it out on time? Will it pay you to get it out?

To be able to cover such a field advantageously it is necessary to have a clear conception of the actual conditions—trade, situation, stock, class of customers, etc. If the prospective advertiser will write in the full particulars, I will try to be of service to him, practically, as is the intention of this department.

Kirk Bros., of Bracebridge, know the wisdom of advertising one thing at a time, and of giving it just the proper degree of prominence. The "get-up" of their advertisements as seen in their local paper displays considerable ability on the part of the ad-writer; a thorough grasp of the goods advertised; a convincing line of argument; a coherency of style—in short, the writing is, in the main, clear, forceful, appealing. No devices are employed. The advertisements, too, are free from competitive cavil. I think, however, that the tone of some of them might have been a little less adulatory. In one or two there is an excess of "we." This is a tendency easily overlooked by a writer, and quite prevalent in our day. It is a question whether this sort of advertising is a trade-bringer. The firm name is apt to become more prominent than the goods, which is never the purpose of advertising, at least business advertising. There are only two things really essential to successful advertising: Argument, backed up by good goods. The argument is necessary to compete with rivals; the good goods are necessary to retain what the argument produces. Where competition is small, of course, an advertisement need not be argumentative, as long as it is lucid, for its function then is that of an announcer, not a convincer. In such a case, as comparisons are few and far between, all the public have to be told is what the sale consists of and what the prices are.

Another point in connection with Kirk Bros.' advertisements where, I think, an improvement might be effected, is in the matter of wording. If there were less wording it would do away with the necessity of having to adopt lines of reasoning not sufficiently differentiated in order to attract attention and hold it. To this end I would suggest, also, the using of less newspaper space in the one-topic ad. Larger type could be used and the ad. read in a very short time. I would employ some catchy headings and work out the subject matter from the headings, always, of course, running in detail sufficient to guide the trend of the ad. to the conclusion "That ours are the goods." If the subject was seeds, headings something like these might be used: "That which a man sows," "Remember it's the seed, not the soil," "If you would reap," "You, the seeds and us." A permanent heading might also be adopted—"In Kirk Kompany," "Kirk Ways," etc. With lots of white space this should be effective.



JERSEY CREAM YEAST CAKES
The only yeast with cream in it.

The only yeast with cream in it. JERSEY CREAM YEAST CAKES

Oyes, Oyes, Oyes

We are off to Merrie Old England for a final decision as to word "Cream" —**While we are not afraid of the result,** should we not win, you will find us still in the race for the trade of the Merchants of Canada with

JERSEY YEAST CAKES

We expect to receive decision of Privy Council about the end of July—which will be announced to you through THE GROCER.

Hamilton Yeast Co., - Hamilton, Ont.

LUMSDEN BROS., Proprietors.

The only yeast with cream in it. JERSEY CREAM YEAST CAKES

JERSEY CREAM YEAST CAKES
The only yeast with cream in it.

$2.50 per case (40 pkgs.)

Can you beat that and get the grade, too? Guess not.

IVORINE
COLD WATER
STARCH

yields you 60 per cent. Think of it and get your order in.

St. Lawrence Starch Co.
LIMITED
PORT CREDIT, ONT.

SOCKEYE **SALMON**







"Sovereign" and "Lynx"
Brands
ARE THE CHOICEST IN THE MARKET.
EVERY TIN GUARANTEED.
TO BE HAD OF ALL GROCERS.

An Exploded Idea

Grocers used to think Fish an undesirable line to carry in the Summer season, and for that matter there are some who still think so. But the idea is an exploded one. Since the introduction of

Halifax, Acadia and Bluenose Brands of Prepared Codfish

fish has become a popular Summer diet and as long as people can get these brands, there is a trade for the grocer in them in summer as well as in any other season of the year. Being put up in packages they are a convenient article for the trade to handle, and being such good sellers, there is every inducement to handle them.

BLACK BROS. & CO., Limited

HALIFAX AND LaHAVE, N. S.

AGENCIES:
A. H. BRITTAIN & CO., Board of Trade Building, Montreal
REGINALD LAWSON, Winnipeg, Man.
CHAS. MILNE, Vancouver, B.C.

LARGEST SALE IN THE WORLD



KING OSCAR SARDINES

The Most Delicate Flavor and Purest Olive Oil

ASK YOUR WHOLESALE HOUSE

JOHN W. BICKLE & GREENING, Hamilton, Ont.
Canadian Selling Agents

FRESH and CURED FISH

CRUDE FISH OIL WANTED.

The Agricultural Department of the State of Victoria has recommended the use of the lowest grade cod or other fish oils for smearing the backs of sheep to prevent them being struck by the maggot fly. This fly has only recently made its appearance in Australia, and wool growers are exceedingly anxious to adopt strong measures to prevent a re-occurrence of the heavy losses of sheep during the last lambing season. There should be a quantity of low-grade oil available at the fishing centres in the Maritime Provinces for which there is practically no demand. If Nova Scotian fish packers will communicate with the Canadian Commercial Agency, at Melbourne, Australia, giving an approximate estimate of the quantity available during the coming season (if possible sending samples) and the price f.o.b. New York or Liverpool, England, fuller particulars will be supplied.

AN EXCELLENT OPPORTUNITY.

The Australian market has been, for some time past, in very short supply of canned oysters, for which there is a constant and increasing demand. Hitherto a well-known Baltimore brand has had almost a monopoly of the market; but through the difficulty in securing regular supplies, there now exists an excellent opportunity of introducing new brands. Cases should contain four dozen round tins, the weight to be 8 lbs. per dozen or 32 lbs. to the case. The Commonwealth customs duty works out at about 16 cents per dozen cans.

SALMON SCARCE IN ENGLAND.

A Montreal advice of recent date states that during the coming season canners are trying to introduce the half-size tin of sockeye, but it is just a question whether this small size will take to retail at 10c.for half-pound tin, consumers naturally preferring to pay that price for full-size pink salmon.

A market letter from London, Eng., reports a strong upward movement in one pound and half-pound flats, and prices have advanced quite 1s. 6d. per case. The scarcity of best salmon in all shapes in absolutely unprecedented, and it would not be surprising to see an absolute dearth of all best stock some weeks before the new could possibly arrive overland. One pound tall of best quality is at the present time a very good proposition. Grocers and consumers are beginning to resent paying a comparatively fancy price for Alaska relabeled with labels that they have hitherto considered to be used only for best goods. The result is that the demand is going more and more on to British Columbia tall salmon.

SNAPS FOR SUMMER SELLING

OUR PRICES ARE RIGHT.

ALL ORDERS SHIPPED SAME DAY AS RECEIVED.

WE SOLICIT YOUR ENQUIRIES BY MAIL IF OUR TRAVELLERS DO NOT CALL——

LOBSTERS—NEW PACK

Although the pack will be 40 per cent. short this season we are offering very close prices on

"BEAVER" brand, ½s & 1s NOW IN STOCK.

HERRINGS—NEW PACK

"ICE CASTLE" Kippered Herrings.
Herrings in Tomato Sauce.

SPECIAL PRICES ON 5-CASE LOTS.

SARDINES—

We are quoting special prices on both

DOMESTIC and IMPORTED.

Our travellers are showing full line of samples.

SALMON—

We have a very heavy stock of all grades and are quoting under present market prices.

——DROP US A CARD for special prices if interested——

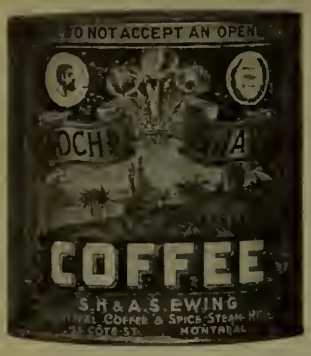
THE EBY, BLAIN CO., LIMITED

WHOLESALE GROCERS, - TORONTO

POOR FISHING SEASON.

The St. John, N.B., Telegraph says: "This has been the poorest season for fish so far that St. John has had for many years. Fishermen say the only thing which can improve conditions will be a heavy freshet, which is not likely to come now. Scarcely any gaspereaux are being caught, as these fish in the present low water go up to the middle of the river. The shad season is beginning now, but the probability is they will be very scarce. The market is very well supplied with halibut, cod and haddock, and a few salmon are coming in. Pickled herring are very scarce. It is expected that codfish will soon take a drop in price. The prices prevailing through the Winter, $4.85 to $5, were the highest known in years."

The Newfoundland Government has chartered the whaler Neptune and commissioned her as a temporary cruiser to enforce the provisions of the Foreign Fishing Vessels Act against American fishermen.



"PRINCE OF WALES" Mocha and Java Coffee

"PRINCE OF WALES" is gaining ground every day—People know when they get the COFFEE they like—really delicious Coffee—It helps the Merchant, too—If you are not handling "PRINCE OF WALES" drop us a line and let us explain our method of "Helping the Dealer"—advertises you and helps introduce the Coffee. No premiums; Actual Merit does it. A post card brings the information Write it now.

S. H. & A. S. EWING,

ESTABLISHED 1845.

Montreal Coffee & Spice Steam Mills, - 53 & 55 Cote St., Montreal
Cor. Lagauchetiere St.



TO THE DEALER:—

BLUEOL, the "Never-Streak" BLUE, gives you with each 10-lb. box (4 sq. pkgs.) 10 extra packages more than you get with any other ten pound box of Blue, and with each 12-lb. box (3 sq. pkgs.) you get 16 extra packages more than with any other twelve-pound box of Blue. This reduces your cost 25 per cent, and you get the BEST Blue.

BESIDES THE ABOVE we will send for every 5 coupons (one enclosed in each box) one of the following valuable Premiums:

For Sale by all Jobbers.

1—Hand Bag
2—Stem Winder Watch
3—Gentleman's Umbrella
4—Lady's Umbrella
5—Lady's Parasol (Black or Navy Blue)
6—Framed Colored Engraving
7—Pocket Flask
8—Pedometer, 100 miles

J. M. DOUGLAS & CO., : Montreal

GOOD THINGS

STAR BRAND	
HAMS	SHORT ROLLS
BACON	COOKED HAMS
LARD	BOLOGNAS
BUTTER	BRAWN
CHEESE	FRESH SAUSAGE
EGGS	POTTED TONGUE
LONG CLEARS	SHORT CUT PORK

F. W. FEARMAN CO. LIMITED

HAMILTON

WE ARE DAILY BUYERS OF

EGGS AND BUTTER

Correspondence solicited.

WRITE, TELEGRAPH OR TELEPHONE US WHEN YOU HAVE ANY TO OFFER.

THE PARK, BLACKWELL CO. LIMITED

TORONTO

TELEPHONE M 3960

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

GROCER LONDON LETTER

Special Correspondence.

THE Canadian Grocer has always endeavored by every possible means to keep before the notice of the trade the desirability of closer commercial relationship between this country and the motherland, and if these London (England) letters, which will appear from time to time, prove of assistance to Canadian exporters in their efforts to secure a better knowledge of the requirements of the British markets, both pains and money will be well spent. Our London correspondent hopes, by keeping a strict look out, to be able to furnish a few useful hints and pointers from time to time, as well as the gossip of the trade in Great Britain.—Editor.

The first shipments of Canadian butter have not yet arrived, so it is impossible to say anything about the condition of consignments, but it is encouraging to find that several London houses, which hitherto have been content to buy upon arrival of shipments here, are now launching out for themselves and developing into importers. This would seem to denote a greater confidence in the uniform good quality of Canadian butter, for one firm said that the chief reason why they had formerly bought upon arrival of consignments in London was that they could then inspect the quality and condition of the butter, and thus run no risks. This good feeling must be fostered, and too much stress cannot be laid upon the importance of shipping good quality butter. It has been a bitter complaint for years amongst importers over here that the quality varied so much that it was impossible to ever be sure that a ready sale would be secured. In this respect there was a marked improvement last year, but there is room for further improvement. The Canadian shipper should not follow up a shipment of good stuff with another of inferior quality. He should establish a connection with British importers, endeavour to learn their tastes, and make a point of sticking to old buyers, so that he may know exactly what each individual concern wants. Perhaps the chief reason why Danish butter has such a command over British buyers is that the manufacturers have always endeavored to suit their customers, and have always kept the quality up. Of course it is true that Canadian butter has a long way to come, and cold storage does not improve the flavor, but without doubt better packing will go a long way towards securing larger sales.

Complaints about packing of Canadian cheese are not common, but there seems to be some difficulty with butter. Although the temperature of the steamer may have something to do with this evil, there can be no doubt that many Canadian shippers make use of an inferior grease-proof wrapper. Not one, nor two, but several London butter importers have made this remark to The Grocer representative. The reference was to salt butter in every case. Unsalted butter was found on the whole satisfactory last season. There is likely to be a good demand for salt and unsalted butter, although at time of writing (May 25) prices rule too high. There is room for plenty of fresh (by which is meant newly-made) butter, but this, it would appear, is detained in Montreal for speculation purposes. Large quantities of Australian butter have been received, and prices are right, so that until there is a fall in the price of Canadian stuff very little, or nothing, can be done with the latter. There is, however, a whisper about that quotations on French butter are going to rise, and it is said that the price will remain away up for some considerable time. If this is the case, there will be a chance for Canadian shippers.

"What we want just now is Canadian bacon," said a London importing house. This was A. C. Doughty & Co., 20 Eastcheap, London, who have good connections with Canada. Canadians can do a large business with Britain in bacon, particularly the cheaper meat, but in the higher-priced bacon the Danish exporter gets the bulk of the trade. His methods of curing are preferred on this market to the Canadian method, and it would be well worth while to Canadian exporters to learn a little more about the Danish method of curing.

A little cheese has been received, but not much. On the whole consignments received last season gave every satisfaction but there is no doubt that both the flavor and appearance of Canadian cheese undergo considerable change for the worst during transit. A little more may be said about this later on.

Before concluding, it must be mentioned that there are many London importing houses who are going to try to do business with Canadian produce exporters this season, who hitherto have been content to buy on arrival here. Give all inquiries from new importers special and careful attention, for the Englishman is not easily pleased, and, as one man said, there is other produce besides Canadian. But he is staunch to his business connections, provided they are satisfactory. There are many advertisements of good British produce importers in the Export Number of The Grocer, and Canadian shippers would do well to get into communication with some of them.

Criticisms and inquiries are welcome at The Grocer office.

MONEY IN SELLING CHEESE.

GROCERS complain from time to time that "there is no money in selling cheese," giving as their reason the fact that there is unavoidably so much waste in cutting that it eats up all the profits. The Standard Computing Cheese Cutter, recently placed on the market by the Walker Pivoted Bin and Store Fixture Co., has changed all this. It cuts any amount of cheese wanted at any price per pound, and computes the price of the piece cut at the same time. An additional advantage is that it protects both cut edges of the cheese from drying out, shrinking, or getting musty, and keeps off flies and dust. Grocers will make no mistake in communicating immediately with the Walker Pivoted Bin and Store Fixture Co., 510 Board of Trade Building, Toronto.

BUSINESS FOR CANADA.

H. Kayu, a wealthy Japanese merchant, of Tokio, and his interpreter, Wijina, are studying the dairy industry. Mr. Kayu will take back with him to Japan shortly a herd of 50 Ayrshire cattle, the first shipment of Canadian cattle to the flowery kingdom. Before the war Japan got her supplies from England, and since the war began cattle have been shipped from the United States. He stated his belief that Canada would soon be doing a big business with Japan in this line.

REPORT ON CATTLE EMBARGO.

The Federal Committee on Agriculture will shortly bring in a report on the question of the embargo on Canadian cattle, which will contain a number of recommendations. The committee will probably point out that as there is no pleuro-pneumonia among Canadian herds the embargo ought to be removed. In the next place the committee may suggest that the period within which cattle have to be slaughtered after landing should be extended from ten to thirty days. Addition of other landing places to those now permitted may also be recommended.



"THE FAIRBANK PLAN"

LOOK INTO IT

and see just what **"The Fairbank Plan"** is. While we spend hundreds of thousands of dollars every year advertising the six great Fairbank specialties:

Gold Dust Washing Powder
Fairy Soap, Copco Soap
Fairbank's Glycerine-Tar Soap
Fairbank's Scouring Soap
Fairbank's Sanitary Soap

and educating the public regarding them; and while we intend to continue doing this, we realize fully that advertising alone has not accomplished the splendid results we have enjoyed in the sale of these goods, but that "the man behind the counter" has been an important factor in extending and increasing our trade. It was the realization of this fact that gave birth to **"The Fairbank Plan,"** as a method of rewarding the retail clerks for their earnest co-operation in selling these goods and, consequently, a portion of our immense advertising appropriation is now set aside for the recognition of the dealer and his clerks.

"The Fairbank Plan" is an absolutely fair method of rewarding the clerk in direct proportion to the interest displayed in pushing the six specialties, as each package of these goods is couponed in such a manner that the coupon can be easily removed before the goods pass into the hands of the consumer. For these coupons we offer many valuable articles.

If you will send for an illustrated premium list of **"The Fairbank Plan"** it will convince you that this is no cheap trading-stamp scheme.

THE N. K. FAIRBANK COMPANY - Montreal, Canada.

PURE CREAM TARTAR



Gillett's

Positively and absolutely the **purest**

CREAM TARTAR on the market.

Put up in

¼-lb. Paper P'kgs., ½-lb. Cans, 10-lb. Boxes.
½-lb. " " 1-lb. " 25-lb. Pails.
5-lb. " 100-lb. Kegs.
360-lb. Barrels.

Order from your Jobber.

E. W. GILLETT COMPANY LIMITED

London, Eng. **TORONTO, ONT.** Chicago, Ill.

Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904

YES

Eggs AND Butter

THAT'S WHAT WE WANT

IN ANY QUANTITY
and at ALL TIMES

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

PROVISION AND DAIRY MARKETS.

TORONTO.

Provisions.—The cool weather has interfered considerably with the sale of cured meats, which otherwise would be very brisk at this season of the year. A fair demand, however, is noted in almost all varieties of smoked meats, the price of backs being up 1-2c.; a slightly lower range of quotations is noted in lard in tierces and tubs. During the week arrivals of farmers' supplies have been free, although hogs have only been coming fairly liberally. The price of live hogs ranges from $6.40 to $6.50 f.o.b. at outside points, and from $6.75 to $6.80 delivered in Toronto. Live hogs are quoted from $8.50 to $9, and indications point to higher prices. We quote the following:

Long clear bacon, per lb	$0 10
Smoked breakfast bacon, per lb	0 13
Roll bacon, per lb	0 10½
Small hams, per lb	0 13 0 13½
Medium hams, per lb	0 13
Large hams per lb	0 12 0 12½
Shoulder hams, per lb	0 10
Backs, per lb	0 15½ 0 16
Heavy mess pork, per bbl	16 00 16 50
Short cut, per bbl	19 50 20 00
Shoulder mess pork, per bbl	14 50 15 00
Lard, tierces, per lb	0 09¾ 0 10
" tubs "	0 10
" pails "	0 10½ 0 10½
" compounds, per lb	0 07½ 0 08
Plate beef, per 200-lb. bbl	11 00 11 50
Beef, hind quarters	9 00 10 00
" front quarters	5 50 7 00
" choice carcases	7 25 8 50
" medium	7 00
" common	6 00 7 00
Mutton	0 10
Lamb, yearling	0 14
Veal	0 07 0 09½
Hogs, street lots	8 50 9 00

Butter—There is plenty of butter arriving on the local market at the present time, with supplies in tubs coming more freely as the warm weather approaches. Owing to the consuming public requiring grass tub butter the price ranges even higher than for large dairy rolls. Dairy prints are down from 1 to 2c., and large rolls are slightly easier than a week ago. We quote:

	Per lb.
Creamery prints	0 19 0 20
" solids, fresh	0 18 0 19
Dairy prints	0 15 0 16
" large rolls	0 15
" in tubs	0 15 0 16

Cheese—A good demand is noted in new cheese, and the price of large cheese is down 1-2c. this week. The quotation for export markets ranges about 45s., although very little business is doing as yet. Our quotations are as follows:

	Per lb.
Cheese, large, new	0 10
" twins, "	0 10½

Cheese Board Report.

(For week ending June 6.)

Board.	Boxes.	Price.
Madoc	960	0 09½
Kingston	489	0 09½
Perth	1,400	0 09½
Napanee	1,210	0 09 3-16
Ottawa	462	0 09½
"	394*	0 09 3-16
Huntington	322*	0 09½
South Finch	1,275*	0 09½
Brantford	580	0 08 13-16
Iroquois	305	0 09 0 09½

* Colored.

MONTREAL.

Provisions—Provision market is easier. Live hogs are arriving more freely, and were sold at $6.80 to $7.25 on foot, off cars. Dressed hogs are selling at $9.50 and going fairly freely. Hams 8 to 12 lbs. at 14c., 12 to 18 lbs. at 13 1-2c., and 18 to 25 lbs. at 13c. Breakfast bacon 13c., Windsor backs at 14c. Lard is a little easier. Pails, 20 lb., selling at $1.90, and not very actively at that price.

Canadian short cut mess pork	$19 00 $20 00
American short cut clear	19 00 20 00
American fat back	19 00 21 00
Bacon, per lb	0 12 0 14
Hams	0 11½ 0 13
Extra plate beef, per bbl	11 50 12 00
Lard, Boar's Head brand, tierces, per lb	0 06¾
" " ½-tierces, per lb	0 07
" " 60-lb. fancy tubs	0 07
Cases, 20 3-lb. tins, per lb	0 07¾
" 12 5-lb. tins "	0 07⅞
" 6 10-lb. tins "	0 07½
20-lb. wood pails, each	1 45
20-lb. tin pails, each	1 35

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	2 10	2 20
" tubs	0 10	0 10½
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08½	0 09½
" cases (24 3-lb. tins)	0 08½	0 09½

Eggs—Eggs are arriving in such quantities that prices are kept up high. Following all precedents of past years, the prices should be much lower than they are, and dealers are puzzled to account for this state of affairs. The cool weather prevailing during the past few weeks has had considerable to do with the holding up of prices, but when the weather man deals out a spell of warm weather supplies should be available in larger quantities. In a wholesale way straight-gathered stock is held at 16 to 16 1-2c., single cases 17c.

Butter—Butter market keeps up firm tone, and prices show no tendency to weaken. Supplies are coming in somewhat better, but the local demand seems to be able to cope with it. Export orders are slow of coming, and there appears to be a disposition on part of the English buyer to hold off at the high prices ruling.

Finest creamery	0 19½ 0 19¾
Fine	0 19 0 19½
Medium	0 18½ 0 19
Fresh rolls	0 17 0 18
Fresh dairy tubs	0 16½ 0 17

Cheese—Market quiet. Shipments during the week have been fair, though not as heavy as last week. Export orders are commencing to assume larger proportions, but there does not appear to be much in it for dealers in the way of profit. Stocks abroad are getting down in compass, and shortly it would appear that more exporting trade will result. Local prices: Quebecs 9 1-8 to 9 1-4c. and Ontarios 9 3-8 to 9 1-2c.

WINNIPEG.

Creamery Butter—Supplies are larger and the quality is better. Prices have been further reduced and are now as follows to the retail trade:

Finest fresh creamery, in 56-lb. boxes	0 21
" " in 28-lb. boxes	0 21
" " in 14-lb. boxes	0 21
" " in 1-lb. bricks	0 22

Dairy Butter—Rains and favorable weather conditions have improved pastures, and dairy butter is offered now in larger quantities and of much better qualities. The produce houses are paying country merchants following prices:

Dairy, assorted pkgs., selected	0 15 0 16
" " round lots	0 14

Cheese—Prices continue as follows:

Finest Manitoba, large	0 11
" Ontario, "	0 12½
" " twins	0 12½

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
Wholesale Produce Merchants.
TORONTO.



REFRIGERATORS Useful to every one. 40 different styles. Silver medal, Quebec, 1901. Diplomas: Toronto, Ottawa, Montreal
C. P. FABIEN,
Merchant and Manufacturer.
3167 to 71 N. Dame St., Montreal, Can.
Write for Illustrated Catalogue.

PICKLES
"Queen Quality" Pickles
Mixed and Chow
Bulk and Bottled
Our Sweet Pickles do not Sour, and our Sour Pickles do not Mould.
Taylor & Pringle Co.
LIMITED
Owen Sound, Ont.

Butter Tubs
BEST WHITE SPRUCE
50—30—20 lb.
ORDER NOW
WALTER WOODS & CO.
Hamilton and Winnipeg.

BUTTER

When you have one or 100 tubs write us for price

The WM. RYAN CO., Limited

70 and 72 Front St. E., Toronto,

GENUINE

PRATTS ASTRAL LAMP OIL

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY.

THE QUEEN CITY OIL COMPANY, Limited

TORONTO, ONT.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

MONTREAL.

Lard—Prices continue as quoted last week:

Lard, 50-lb. pails, per pail	5 25
" 20-lb. " " "	2 15
" 3-lb. tins, per case 60 lbs.	6 70
" 5-lb. " " "	6 60
" 10-lb. " " "	6 50
Pure lard in bbls, per lb	0 10½

Cured Meats—No change since last week. We quote:

SMOKED MEATS.

Hams, selected stock, special mild cure	0 15½
Bacon, " " "	0 17
Backs, " " "	0 12½
Picnic, " " "	0 09½
Hams, sugar cured, assorted sizes	0 13½
" heavy, 20 to 30	0 13
Picnic, " assorted sizes	0 08½
Shoulders, "	0 08½
Bacon, " breakfast bellies,	0 13½
" " breakfast backs	0 11½
" " Wiltshire sides	0 15½
" " spiced rolls, long	0 10
Manitoba butts	0 09½
" " skinned	0 10
" " boneless and rolled	0 11
" rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 09½
" " " smoked	0 10½
" " " boneless backs,	0 10½
Shoulders " "	0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl	18 00
" " " per ½ bbl	10 50
Standard mess pork, per bbl	16 00
" " " per ½ bbl	9 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless boks.	8 50	4 50	2 50	2 00

Sweet pickledspare ribs, not cooked, per lb.	0 04
" hocks, " "	0 04

Hams and Bacon—The demand is good, but there is a scarcity of both. Hams have advanced one-half cent per pound, being quoted at 13 1-2 to 14 cents.

ST. JOHN.

Provisions—Pork sells very slowly, and prices show little change. In beef, sale is also light. Canadian packers are selling more goods. Both the quality of the goods and of the package show improvement. Pure lard is very firm at full figures. Refined lard is still low and has a good sale. Smoked meats are very firm at full figures. On fresh meats full figures also rule. Little western beef is being received, not only is the price too high, but some particularly nice domestic is offered. Mutton has a fair demand. Veal is rather higher than usual at this season. Lamb, while a little lower, is still high. Pork holds firm.

Mess pork, per bbl	$17 00 $19 00
Clear pork "	17 00 19 00
Plate beef "	14 00 15 00
Mess beef "	.... 12 00
Domestic beef, per lb.	0 08 0 09
Western beef "	0 09 0 10
Mutton "	0 08 0 10
Veal "	0 06 0 08
Lamb, each	3 00 4 00
Pork "	0 07 0 08
Hams "	0 13 0 14½
Rolls "	0 10 0 13
Lard, pure, tubs "	0 10½ 0 10½
" " pails "	0 10½ 0 11
Refined lard, tubs	0 08 0 08
" " pails	0 08½ 0 09

Butter.—There is little change. Best grades are firmly held. Good dairy is scarce, with a fair demand.

Creamery butter	0 22 0 23
Best dairy butter	0 20 0 21
Good dairy tubs	0 18 0 20
Fair "	0 17 0 18

Eggs.—Eggs are firm. At local prices it will not pay to bring Prince Edward Island eggs here.

Eggs, hennery	0 24 0 25
" case stock	0 16 0 17

Cheese.—Prices for new twins rather easier. Stocks here are light.

Cheese, per lb.	0 11 0 12

WESTERN AGENT FOR CHINESE STARCH.

Stuart Watson, 433 Main street, Winnipeg, has been appointed agent for Winnipeg and the west for "Chinese" Starch, and the other products of the Ocean Mills, Montreal. Mr. Watson will be pleased to furnish full information on this subject, and attend to requirements of the trade in the west.

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

JOHN LETHEM & SONS,

LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

JAMES MARSHALL,

ABERDEEN, - SCOTLAND.

Cables, Haloyon. Codes, A. B. C., 5th ed., Scattergood. Consignee for all kinds of Canadian produce. Personal attention and prompt returns guaranteed.

Agencies Wanted for Britain.—European and Canadian references and an extensive connection are points upon which I rely. CANNED GOODS, DRIED FRUITS, HONEY, PEAS.

A. S. DUFFUS, JR.,

9-10 St. Mary-at-Hill, LONDON, E. C.

DAVID SCOTT & CO.,

Est. 1878. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of

CANNED GOODS.

T. A.—Scottish, Liverpool.

GRIFFIN & CULVERWELL,

Brokers, invite consignments of general produce, especially BUTTER, CHEESE, AND ALL FOOD PRODUCTS. Correspondence invited. References given. WRITE US.

139 REDCLIFFE ST., BRISTOL, ENG.

This space $15 per year.

Telegraphic Address, "Fondants, London."

A. E. SOWERBUTTS & CO.

PROVISION IMPORTERS

33, Tooley Street, London Bridge, S. E.

Bankers: Hill & Sons, 66, West Smithfield.

GEORGE LITTLE LIMITED

Canadian Produce Importers,

MANCHESTER.

BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

E. BIERMANN & CO.,

FRUIT AND PRODUCE BROKERS,

5th Ed. A.B.C. Code,

CARDIFF, WALES.

APPLES AND ALL KINDS OF FRUIT AND PRODUCE.

ALEXANDER CRICHTON,

15 Stanley St., LIVERPOOL, England, CANNED GOODS AND DRIED FRUIT BROKER. And at St. Magnus House, London, E.C. T. A., "Acriton, Liverpool." Code, A. B. C., th Ed.

HAMBURG.

Kaiser Wilhelmstrasse 74-78.

Neubeck & Schipmann,

Commission Agents and Merchants.

HAMILTON WICKES & CO.,

Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

GEO. R. MEEKER & CO.

11 and 12 Bedford Hotel Chambers, Covent Garden,

LONDON, W C. - - - ENGLAND

European representatives and distributors, Earl Fruit Co., California, U S.A.

SPECIALTIES,

FRESH, DRIED and CANNED FRUITS.

T.A.. Emulate.

Codes, A.B.C. and Lieber's.

THOS. BOYD & CO.,

28 KING ST., - LIVERPOOL,

are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England

We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER.

We sell cost, freight and insurance. Western Union Code.

LONDON, LIVERPOOL, GLASGOW.

Salter & Stokes, 19-20 King St. W. Smithfield, 226-7 Central Market, E.C., London, Eng.

IMPORTERS OF CANADIAN

CHEESE, BUTTER, EGGS AND POULTRY.

Reference, London City and Midland Bank, West Smithfield. We buy outright.

The Odds are in Your Favor

when you handle

REINDEER BRAND

CONDENSED MILK and

JERSEY CREAM

(An Evaporated Milk that Contains No Sugar)

For not only are these goods value in themselves, but because of the satisfaction they give in their use, they help to increase your other trade.

W. G. A. LAMBE & CO., Agents

Quick Sales mean larger profits.

The quality and reputation of CHASE & SANBORN'S COFFEES find ready customers, and they help the grocer in his general trade.

CHASE & SANBORN

The Importers, Montreal

Cutting Advertising Carvers FREE

RETURNED
JUN 8 1905
To Montreal
Cut Book 36
Page 29



Every grocer who handles **One Case** of "BEE" Brand Assortment (just a little of everything, and not too much of anything) amounting to **$14.50,** gets one of these **Best English-made Sets of Carvers FREE.**

GROCERS' ASST. CASE

1 doz.	Sun Borated Gloss Starch		$0 90
1 "	Bee Laundry Starch		0 95
1 "	" Corn Starch		0 90
1 "	" Baking Powder,	6 oz.	0 90
1 "	" " "	10 "	1 35
½ "	" " "	16 "	1 20
1 "	" Soda	10 "	0 45
2 "	" Borax	5 "	0 90
1 "	" "	10 "	0 85
½ "	" Coffee	16 "	1 80
½ "	" Ammonia Powd.	5 ct.	0 25
½ "	" " "	10 "	0 45
*½ "	Beaver Baking Powder		1 20
*1 "	" Coffee		2 40
	*With premiums.		$14 50

A full line of advertising goes with every case.

Send your orders to

"Bee" Starch Co.

449 ST. PAUL ST., MONTREAL

accompanied by the name of your wholesale grocer.

Don't forget that "BEE" Brand Goods are absolutely guaranteed perfect, or money back.

Baking Powder.
Davidson & Hay, Toronto.
Gillett, E.W., Co., Toronto.
McLaren's, W. D., Montreal.

Baskets.
Oakville Basket Co., Oakville, Ont.

Biscuits, Confectionery, Etc.
Christie, Brown & Co., Torouto.
Cowan Co., Toronto.
Greig, Robert, Co., Toronto.
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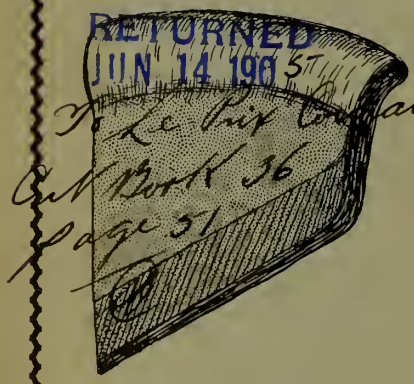
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PURE FOOD LAW.

THE Inland Revenue Department at Ottawa is showing commendable zeal and some energy in prosecuting infringements of the Pure Food Act. Hon. Mr. Brodeur, since his appointment as Minister of Inland Revenue, is deserving of commendation for the manner in which he has taken hold of the responsible duties of his office. His assistants and inspectors, we regret to state, appreciate only in a measure their responsibilities, and in many instances "do those things they should not have done" and in others "leave undone those which they should have done." The Grocer's attention has been called to remissness in duty of inspectors and superficiality in their work, and documents are in our possession which reflect in anything but a creditable manner upon the inspection of certain officials of the department. In the case referred to, where a serious injury was done the manufacturer, it is to the credit of the Department that the error was acknowledged and rectified as far as possible, though not before a certain amount of damage was done the manufacturer.

The passing of the Pure Food Act was one of the best moves made by the Government towards protecting the merchant and the consumer, principally the latter, in securing healthy and pure food, and it goes without saying that an improvement is apparent already in certain lines of food products made in Canada. The manufacturers themselves evince a desire to live up to the requirements of the Pure Food Law; retailers are getting more critical in their purchases and insist upon getting pure goods when they buy them as such, and salesmen are more particular in handing out guarantees of purity. All this is deserving of credit and on lines The Grocer has advocated for years in its columns, and is still strongly advocating. But there is a feature of trade conditions prevalent in the large cities such as Montreal, Toronto, Halifax, and other distributing and buying centres, that is entirely overlooked by the Inland Revenue Department, and we call the Hon. Mr. Brodeur's attention to the cases. We refer to the sale by public auction of food products that have been damaged through water, fire or other action of the elements. It is not more than a few months, more correctly weeks, ago that the Allan line steamship Parisian was run into in Halifax Harbor and partially sunk at her docks. Amongst the salvage was a large consignment of shelled walnuts and other eatables. These were brought to Montreal and sold by public auction at prices ranging from 3½ to 4½c. per pound. And who bought these damaged goods and where did they find an outlet to the consumer? We are informed that certain candy and biscuit manufacturers were the principal buyers. Were these nuts inspected before being allowed to be used for manufacturing purposes, and were they found fit for consumption? We doubt it. If fit for consumption why were they sold at 3½ to 4½c., when the import market price was nearer 17 to 18c.?

Who guaranteed, or could guarantee that these goods, which had undoubtedly been soaked with bilge water, or possibly been contaminated by other more injurious goods and possibly even deadly chemicals loaded in the hold of the vessel, were fit to be offered for sale to go into consumption? It is easy to picture the frightful possibilities of contamination in the hold of a submerged vessel, loaded with all kinds of goods, possibly chemicals and other lines affected by chemical action through contact with water. If the damaged goods went into confectionery and biscuits, it is natural to assume that the most of the stuff went into the mouths of innocent children, thus striking at the very tenderest of the public and the least likely to be on its guard.

Another feature, and the commercial one, though the lesser, should be considered before goods damaged by fire or water should be allowed to be sold. What about those merchants carrying healthy and salable walnuts (as in the case referred to) in stock? It means that these damaged goods come into direct competition with and kill the sale of legitimate products.

The main point, however, we desire to bring out and one that the Inland Revenue Department officials should see to, is that no food product intended for consumption should be allowed to be sold either by public auction or private sale. All such suspected and damaged goods should be immediately seized and destroyed. Undoubtedly the goods were insured, and if so, the loss should fall upon the insurance companies who get fully well paid for the risk. We call the attention of the Hon. L. P. Brodeur to this phase of the Pure Food Act, and in the interest of the trade as well as the more vital interest of the consumer, we ask for an investigation into cases of goods damaged in the manner referred to in this article, as well as analagous cases. If there is no provision in the Act covering cases of this sort no time should be lost in incorporating strong clauses and enforcing the letter of the Act. By doing this the interest of the public is served, and an evil done away with that is all too dangerous to the public and too prevalent in the trade.

THE NEW EDUCATION

THE last half century has seen a remarkable development of nearly all the arts of agriculture, commerce and manufactures, and it would he strange indeed if some corresponding change did not appear in the schemes of education that are to fit our young men and young women for the new order of things.

Formerly, students who wished to acquire the elements of a liberal education were required to spend their time on Latin and Greek, with some algebra and geometry, and, perhaps, a foreign language, such as French or, later, German. Years were spent in the study of works of ancient writers who would have been most of all astonished had they known to what uses their works were to he put. The unhappy schoolboy had his mind crammed with declensions and conjugations and few there were who ever rose heyond this to a grasp of the Latin or Greek tongue sufficient to enable them to read with pleasure or profit the works of classic authors. This was the case for hundreds of years in England. He was a hold man who first drew public attention to the fact that boys and girls had not only memories, that they had human bodies which they might learn how to care for, that their own country had a history and a literature as honorahle and as interesting as those of Greece or Rome. Moreover, it appeared that ninety per cent. of students were not going to be gentlemen of leisure or professional men, hut were going to earn their livings in commerce or mechanic arts. Could not some scheme of education be arranged that would meet their wants?

The answer has come in many ways. Little by little dead languages have given way to living tongues, chemistry and physics have found their way into the curriculum and more and more attention has been paid to the art of writing and speaking fluently our own language. Greek has been dropped from the course of study in most of our high schools and Latin seems to be following it.

No better evidence of the growth of the new ideas can be offered than the remarkable popularity of technical and commercial schools. The growth of the movement in Toronto is an illustration. A beginning was made about twelve years ago when the Trades and Labor Council persuaded the city fathers to give a grant of $3,000 to assist in the establishment of night schools where apprentices and artisans might study mathematics, architectural drawing, machine drawing, chemistry, etc. At first about 200 students gathered together in old Wycliffe Hall on College street.

As year by year the work expanded new courses were added and the attendance grew very rapidly. In twelve years the number of students had increased tenfold. A larger building and a larger staff became necessary, and the Technical School Board got from the city the use of the large building on College street, formerly the home of the Toronto Athletic Club. In 1901 a day school was started with an attendance of about fifty. To-day the average attendance of the day classes is over five hundred and the night students number about one thousand. About a year ago the Public School Board, Collegiate Institute Board and Technical School Board were amalgamated as the Board of Education for Toronto, and the Technical school was reorganized as a fourth collegiate institute for special purposes under the name of the Technical High School.

The students of the day school are of the same standing as those who attend the collegiate institutes. They must have passed the Entrance examination. They have the same hours as in the collegiate institutes, and the teachers are legally qualified specialists in their departments. A full commercial course is given. There are departments of domestic science and art, architectural and machine drawing, applied mathematics, physics and chemistry, and English literature and composition, history and commercial grography are required with every course, and there are large classes in commercial French. The idea throughout is to make the student as efficient as possible in every way, and to use for this purpose those arts and sciences which will he directly useful to him in after life. A good heginning has been made and its success is vouched for by the large attendance. In the day school alone the attendance is half as large again as that of any collegiate institute in the city and the night students are twice as numerous as the day students.

But much remains to be done. Practical technical education is bound to be expensive. Apparatus and supplies must he furnished. Business offices are required and shops for illustrative work in mechanics. It is certain that the citizens will respond to the needs of a department of education which ministers specially to the needs of those who intend to enter commerce or to pursue mechanic arts, for these number at least ninety per cent. of the people in Toronto to-day.

A DRAWBACK.

A FIRM of Canadian manufacturers of a line of goods which experience considerable competition from the United States recently opened up a branch office in London, England, and appointed a United States man as their representative. This man has considerable interests in the competing United States industry, and does not confine his attention to the Canadian agency, so that the latter is not pushed as it ought to be. It is to his advantage and the advantage of his country to keep the Canadian agency more or less in the background, and to give the preference to the United States goods. Doubtless he sends some business to his Canadian people, but the bulk of the orders go to the United States concern.

This is not an exceptional case. It is done in a number of cases in all the markets where Canadian goods compete with the United States. Citizens of the latter country are to be found who take up the Canadian agencies more with the idea of keeping the markets open for the United States products than with the intention of pushing Canadian industries. Wherever they can offer United States goods they do so, but if these are not available they fall back on their Canadian agencies.

When appointing agents abroad, Canadian firms should see to it that they get the full benefits of their representatives' labors, and that their agents do not carry other lines which might compete or prevent the best results being obtained.

FREIGHTS AND CHARTERS

FREIGHTS AND CHARTERS.

THERE is little doing in many quarters, and the shippers are in no shape to confess great prosperity. Grain is not going forward as rapidly as formerly, and the reports from the dairy produce section shows that there has not been as large a quantity moved as was expected. Large quantities of grain are now booked from the business is developing strongly. On May 23 a very large cargo was shipped from Montreal to South Africa by the Wyandotte. There were three distinct destinations noted on the manifest, namely, Durban, Cape Town and Algoa Bay. It was notable that to Durban Arkell & Douglass and Peabody & Co., both American shippers, held a fair portion of the cargo.

The Ogilvie Milling Co. shipped 4,000 bags of flour direct to Durban, and the Lake of the Woods 1,000 bags. A. F. MacLaren's cheese was shipped in great quantities, also Armour & Co. and Swift & Co.'s meats. The Sylvester Manufacturing Co., of Lindsay, had a shipment of 34 packages of agricultural implements. The Pedlar People had some very substantial shipments, too, of their fine lathing. The Imperial Export Co. had some wall paper and desks and leather. The Cockshutt Plow Co., of Brantford, shipped 144 packages of agricultural implements, and it was noticeable that to every port the Sylvester Co. had some implements shipped. The Goold Shapley Co. had seven packages of windmills, and Strong & Trowbridge eight cases of blocks and skewers. Altogether the shipments from Canada to South Africa were not as encouraging from a purely Canadian point of view as they might have been.

Chicago to Buffalo at three and three-quarters cents.

From Fort William to Montreal rates on wheat are quoted at 5 3-4 cents. The latest reports show that grain is being booked at 4 3-4 cents from Chicago to Montreal, and this is owing to the unusual demand which has set in. The price will no doubt remain at the present figure for a week at any rate.

Hay exports have been very good, and

The lake trade is very active, and business is growing into Summer proportions.

BERTH QUOTATIONS—Montreal.

Description.	Liverpool.	London.	Glasgow.	Bristol.	Belfast.	Leith.	Aberdeen.	Dublin	Manchester.	Antwerp	Havre.
Lard, Beef, Pork, Tallow, Grease and Oleo in tierces, barrels or half-barrels	*13¾c	13/1½	15/9	15/	15/6	17/6	17/6	16/6	10/6	12/6	15/
Bacon and Hams, Boxed Meats, Cases of Meat, and Lard in boxes and cases	*13¾c	13/1½	15/9	15/	15/6	17/6	17/6	16/6	10/6	15/	15/
Canned Meats	*13¾c	13/1½	15/9	15/	15/6	17/6	17/6	16/6	10/6	15/	15/
Canned Goods (gallon apples, fruit, soups, vegetables, etc.)	5/	13/1½	13/1½	†15/	†15/6	15/	15/	†16/6	.....	†12/6	12/6
Oil, lubricating and other; also Wax; in barrels	10/6	12/6	15/6	15/		..	.....	.....	10/6	12/6	.....
Oil-cake, Cottonseed Cake, Flour, Oatmeal, Cornmeal, Split-peas Starch, and Grape Sugar, in bags	6/3	6/6	6/6	*9c	10/6	10/	11/3	11/	7/6	*9c	11/3
Rolled Oats, Dog Flour, Flour Middlings, in bags	7/9	8/	9/4½	10/	16/6	12/6	14/3	17/6	8/9	10/	.....
Rolled Oats and other Cereals, papered, in cases	5/	10/	10/6	†15/	..	.....	.....	.....	.....	†15/	12/6
Glucose and Syrup, in barrels	.....	12/6	12/6	10/	20/	... ..	.....	22/6	8/9	10/	.....
Cheese, in boxes; also Condensed Milk	20/	25/	26/3	25/	.....	25/	30/	.....	20/	25/	.....
Butter, in cases and kegs; Cheese in crocks, boxed	25/	30/	/6	30/	.....	30/	35/	.....	25/	30/	.....
Seeds, Timothy and Clover, in bags	12/6	15/	15/	12/6	.....	.....	.....	20/	12/6	12/6	.....
" Beans and Peas, in bags	10/6	10/6	10/6	10/6	20/	.....	...	17/6	10/6	10/6	12/6
Apples, Flour and Meal, in barrels	2/6	2/6	3/	2/6	.....	.....	....	.....	2/6	2/6	2/9
" and other Green Fruit, in boxes	12/6	15/9	15/9	15/	.....	.....	.....	17/6	12/6	15/	.....
" Evaporated, in barrels or boxes	7/6	10/	10/6	10/	17/6	.....	.....	.....	7/6	10/	12/6
" Prunes and other dried fruit, in boxes	15/	20/	21/	20/	.....	.. ..	.....	.....	15/	20/	20/
Eggs, in cases or barrels	12/6	15/9	15/9	15/	.....	.....	.....	.....	12/6	12/6	5/
	.....	.....	.....	... .	.....	.....	.....	.....	.....	.....	.....
	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....

These rates are for general information only, and are subject to change at any time without notice; it is therefore important that all contracts must be reported by wire and confirmation obtained before closing with shippers, and unless specifically stated to be prompt shipment, or shipped within ten days after date of contract from the west.

The above rates are exchanged on basis of $4.80 to £1 Stg., excepting that when freight is prepaid, the ocean proportion of the through rate must be collected on basis of $4.86 to the pound sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

It is understood that when reporting Sack Flour engagements, a carload is considered 28,000 lbs.

It is also important that shipper's name be given for every engagement made.

* Rates quoted in cents are per 100 lbs. † Per 2240 lbs, No Primage via Montreal.

APPOINTED CANADIAN AGENTS.

Rose & Laflamme, Montreal, have been appointed Canadian agents for Geo. Dalidet & Co., Bordeaux, France, one of the largest packers of French table delicacies, alimentary pastes, etc., in France.

There's a vast amount of difference in Teas

Some Good—Some Bad—Some Indifferent

But

"SALADA"

CEYLON TEA

Could never by any possible chance have attained its enormous sale of 13,500,000 packets annually unless the Quality and Value were "WITHOUT A FLAW." And remember—this is a growing business—new sale records being constantly established.

Black, Mixed or Natural Green } Sealed Packets Only

Wholesale Terms and Samples from "SALADA," Toronto and Montreal

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest



No. 65.

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute. Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.,

Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:

Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John, N.B. Gorman, Eckert & Co., London, Ont.

BRANTFORD PREPARED CORN STARCH

is no commonplace staple. Unique methods of manufacture and a fine discrimination in selecting the right kind of corn, have produced a better grade of corn starch than the trade has ever known before.

Based on merit and backed by heavy advertising, the inevitable result has been a DEMAND, and progressive dealers should be prepared to supply it.

The dainty food prepared from Brantford Starch brings the customer back again many times. The common-sense recipes on the packages delight the cook.

BRANTFORD STARCH WORKS, Limited,
BRANTFORD, ONT.

MARKETS AND MARKET NOTES

Quebec Markets.

GROCERIES.

Montreal, June 8, 1905.

TRADE during the week has not shown any great improvement, and while jobbers generally do not complain they are prepared to do a larger business, and look for a change for the better. The weather conditions have not been of the best, and the backward season is making itself felt in commercial circles. In conversation with a prominent merchant, who makes regular visits to Quebec and the eastern part of the province, it was learned that dullness also seemed to prevail in the east. Lumbering operations in the Quebec districts have this year been restricted, and not nearly so many men sent into the woods during the Winter, the consequence being that much less money was put into circulation, with a consequently restricted buying capacity. The situation of the sugar market is looked upon as bearing too much of a speculative character, and instead of prices advancing, declines have been made during the past five or six weeks. A further drop of 10c. was made by the refiners on Monday. These drops have had the effect of keeping country merchants, as well as the jobbing trade, from purchasing in any quantity. The arrival of early fruits will necessitate somewhat heavier buying, and with anything like a good crop, conditions will improve. New Japan teas are looked for shortly; samples to hand show splendid value. Yokohama market advanced 1c. per lb. since last week. India tea market opened this week at lower prices than last year, though, owing to poor and cold weather conditions, the quality is in doubt. Molasses and syrups are unchanged. Canned goods business only fair, and in some lines easing off, particularly fruits. No new salmon quotations have as yet been given to the trade, and though many good orders have been placed, these were principally for established brands. Lower prices are looked for by the trade as the B.C. salmon run is expected to be a large one. Fresh fish are coming in well, and owing to the cool weather are showing good business to fish dealers. The provision market is easier. Receipts are heavy and buyers getting all the supplies they want. Butter and eggs continue firm, in spite of all precedent. The demand is stronger than the supply. Cheese, principally for export, is getting more attention, and though no heavy business is done, it is expected that the English market will shortly be obliged to buy freely, as stocks there are thinning out fast. Flour and feed unchanged, and little of interest to note. Evaporated and dried apples are practically dead on account of the arrival of fresh new small fruits and vegetables. New potatoes are on sale among the fruit and vegetable importers. The market seems to be loaded with Jamaica pineapples, and prices are easing off on same.

Sugar—The refiners made a reduction of 10c. per 100 lbs. on hard sugars on Monday. This was no doubt due to the weak position of the beet and raw foreign markets. On Tuesday beets recovered fully 9d, and a better tone was apparent. The uncertain condition of the market is having a bad effect on the trade, as no large orders are being received by the jobbers. In view of the fact, however, that the small fruit crop will shortly require attention, buying cannot be put off very much longer. Usually at this season of the year prices are higher and market firmer. It is hard to get any one interested to give any opinion as to how long the present unsettled condition will last. In the meantime buying is of a hand-to-mouth character.

Granulated, obls.	$5 15
" ½-bbls	5 10
" bags	5 10
Paris lump, boxes and bbls.	5 65
" " ½-boxes and 1½-bbls	5 75
Extra ground, bbls.	5 50
" " 50-lb. boxes	5 70
" " 25-lb. boxes	5 80
Powdered, bbls	5 30
" 50-lb. boxes	5 50
Phoenix	5 10
Bright coffee	5 00
" yellow	4 95
No. 3 yellow	4 90
No. 2 "	4 75
No. 1 " bbls.	4 65
No. 1 " bags	4 70
Raw Trinidad	4 50
Trinidad crystals	4 85 4 90

Syrups and Molasses—No change in the molasses situation. Prices are firm in Barbadoes according to latest advices, though a drop of 1-2c. per gallon was made last week. Jobbers still ask 38c. for puncheons. Corn syrups in fair demand.

Barbadoes, in puncheons	0 38
" in barrels	0 40½
" in half-barrels	0 41½
New Orleans	0 22 0 35
Antigua	0 33
Porto Rico	0 45
Corn syrups, bbls.	0 02¾
" ½-bbls.	0 02¾
" ¼-bbls.	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

Tea—Business locally, while not extremely active, shows a tendency to bettering itself. New season's Japans are expected shortly, advance musters of which have been in the hands of the trade for some days. The Grocer was shown a sample of first pickings Japans by a prominent importer, which for style, bouquet and cup quality certainly augurs well for its selling powers. Cables from Calcutta received on Monday advise opening of the Indian market, and quotations are very reasonable. Owing to the cold weather prevailing in the Indian tea districts, the quality of the crop is somewhat doubtful. Prices open lower than last year. Ceylon greens continue firm, with supplies small on the London market. China greens and blacks are unchanged, and little inquiry is noted.

Japans—Fine	0 26	0 28
Medium	0 20	0 24
Good common	...	0 18
Common	0 12½	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders	0 12	0 12
Congous—Kaisows	...	0 12
Pakling boxes	0 12	0 14

Coffee—Coffee stocks show large decrease, with a fair demand in all lines. Prices are firm locally, and in New York last week's easiness has vanished owing to shortage, and prices will probably go higher shortly. Watt, Scott & Goodacre report quiet New York market, "with demand for actual coffees of a hand to mouth character, owing to lack of faith in present prices. The facts of the case remain unchanged. Statistics posted in New York show a decrease in the visible for April-May of a million and a quarter bags. Bulls are confident of higher prices on a basis of decreasing stocks, and the fact that production will be below consumption, plus boom on expected U.S. tariff changes. Bears do not deny natural strength of the situation, but claim that prices fully discount this condition. We hear of no Canadian orders placed abroad for coffees this week. In Brazil, part of the new crop is already marketed, but in limited quantities."

Spices—Dealers report a good demand for peppers, and prices are expected to harden shortly. Ginger and cloves are also in fair demand. New York advises that harder prices are expected in peppers and that great shortages will be met with in new crop. Local prices are not affected by this bad condition of foreign trade, and are firm and unchanged as yet.

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger	0 12	0 20
Cloves, whole	0 17	0 30
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 25	0 50

Canned Goods—There are no special features noted. Business generally is good, though the arrival of new fruits, berries, etc., has checked the consumption of canned fruits. Vegetables are also affected by new crop arriving. Canned salmon in fair demand. None of the B.C. packers representatives have quoted any definite figures for new pack, though this year lower prices are looked for on account of the expected big run of fish.

	Per doz.
Corn, 2-lb. tins	$1 20
" 2-lb. sucotash	1 25
Gallon corn	5 00
Tomatoes, 3-lb. tins	1 30

Gallon tins		3 60
Sugar beets	$0 85	0 95
2's Asparagus Tips		2 50
2's Beans, Golden Wax		0 80
2's " Refugee or Valentine		0 82½
2's " Crystal Wax		0 92½
2's Peas, No. 4 "Standards"		0 82½
2's " No. 3 "Early Junes"		0 85
2's " No. 2 "Sweet Wrinkled"		0 95
2's " No. 1 "Extra Fine Sifted"		1 30
2's Table Spinach		1 40
Pears—Flemish Beauty, Bartletts and pie in 2, 2½ and 3's	$1 15	$2 20
Peaches—White, yellow and pie, 1½'s, 2's, 2½'s, 3's.	1 25	2 82½
Gallon pears	3 15	3 67½
" peaches	3 55	4 50
Pumpkins, 3-lb. tins		0 72½
" gal		2 50
3-lb. squash		1 00
2's Cherries, red, pitted		2 20
2's " red, not pitted		1 75
2's " black, pitted		2 20
2's " black, not pitted		1 75
2's " white, pitted		2 40
2's " white, not pitted		2 00
2's Currants, red, heavy syrup		1 57½
2's " red, preserved		1 77½
Gals. " red standard		4 75
Gals. " red, solid pack		7 00
2's " black, heavy syrup		1 75
2's " black, preserved		2 05
Gals. " black, standard		4 00
Gals. " black, solid pack		8 00
2's Gooseberries, heavy syrup		1 62½
2's " preserved		1 85
Gals. " standard		7 25
2's Lawtonberries, heavy syrup		1 57½
2's " preserved		1 85
Gals. " standard		4 97½
2's Pineapple, sliced		2 25
2's " grated		2 35
3's " whole		2 50
2's Plums, Damson, light syrup		1 00
2's " " heavy syrup		1 20
2½'s " " "		1 57½
3's " " "		1 85
Gals. " " standard		2 95
2's " Lombard, light syrup		1 05
2's " heavy syrup		1 35
2½'s " " "		1 62½
3's " " "		1 90
Gals. " " standard		3 15
2's " Green Gage, light syrup		1 15
2's " " heavy syrup		1 47½
2½'s " " "		1 72½
3's " " "		2 00
Gals. " " standard		3 45
2's " Egg, heavy syrup		1 52½
2½'s " "		1 80
3's " " "		2 10
2's Raspberries, red, heavy syrup		1 40
2's " preserved		1 60
Gals. " standard		5 00
Gals. " solid pack		8 00
2's " black, heavy syrup		1 35
2's " preserved		1 50
Gals. " standard		4 75
2's Rhubard, preserved		1 15
3's " "		1 90
Gals. " standard		2 62½
2's Strawberries, heavy syrup, 1903 pack		1 47½
2's " 1904 pack		1 60
2's preserved		1 75
Gals. " standard		5 50
Gals. " solid pack		3 50

Rice and Tapioca—Business fairly good, and more inclination on part of outside buyers to purchase. Prices are low, and, as usual, a better consumption will be noted during the warm weather.

B rice, in 10 bag lots	2 95
B rice, less than 10 bags	3 05
C rice, in 10 bag lots	2 85
C rice, in less than 10 bag lots	2 95

Fish—Dealers report a brisk demand for fresh fish of all kinds. Gaspe salmon is beginning to arrive in small quantities, but in the finest condition, which is the case for all new fish as well, owing to cool weather. There is not much doing in salt fish. Skinless cod is at present on the market, and meets with a steady sale at firm price—$5.50 for 100-lbs. cases. Smoked fish is also in fair demand. Large quantities of fish are consumed, and business is in a fine condition. We quote:

Shad, each	0 20
Gaspe Salmon	0 22
Sturgeon	0 09
Boiled lobsters	0 14
Dore, fresh	0 07½
Fresh white fish	0 07½
Lake trout	0 07½
Brook trout	0 18
Fresh salmon, B. C	0 17
Choice select bulk oysters, per gal	1 50
Haddies	0 07
Bloaters in boxes, 100 fish	1 00
Yarmouth bloaters, 60 fish per box	1 10
Smoked herring, per box, new	0 11
Fresh haddoek, per lb	0 04
Fresh pike	0 06½
Fresh halibut	0 12
Fresh steak cod	0 05
No. 1 Labrador herring in 20-lb. pails	0 80
" " " half bbl	3 00
No. 1 Holland herring, per half bbl	6 50
No. 1 Scotch herring, " "	6 50
" " " per keg	1 00
Holland herring, per keg	0 65 0 75
No. 1 salt mackerel, pail of 20 lbs	2 00
Skinless cod (100-lb. cases), per case	5 50
Boneless cod, 1 and 2-lb. blocks, per lb	0 06
" fish " " "	0 05½
" fish, loose, in 25-lb. boxes	0 04½
Labrador salmon, half bbl	9 00
" " (200 lbs.) bbls	17 00
" " large (300 lbs.)	24 00
B.C. salt salmon, bbl	15 00
" " ½ bbl	8 00
Lake trout, salt, 100 lbs	4 50
Sea trout in bbls, 200 lbs	10 00
" half bbls	5 50
Marshall's kippered herring, per doz	1 40
Canadian kippered, per doz	1 00
Canadian ½ sardines, per 100	3 75
Canned cove oysters, No. 1 size, per doz	1 30
Canded cove oysters, No. 2 size, per doz	2 25

Foreign Dried Fruits—The Bordeaux market for shelled walnuts, as reported by Watt, Scott & Goodacre, continues firm. Prices for Eleme figs for September shipment are given as in buyers' favor, and orders are being very freely booked. In other lines little of interest is to be noted this week.

Valencia Raisins—		
Fine off-stalk, per lb	0 05	0 06
Selected, per lb		0 06½
Layers, "	0 07	0 07½
Dates—		
Dates, Hallowees, per lb	0 04	0 04½
Californian Evaporated Fruits—		
Apricots, per lb		0 13½
Peaches, "		0 10½
Pears, "		0 13
Malaga Raisins—		
London layers		2 00
"Connoisseur Clusters"		2 50
" ½-boxes		0 80
"Royal Buckingham Clusters," ½-boxes		1 10
" " boxes		3 50
"Excelsior Window Clusters,"		4 50
" " " ½s		1 35

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, June 8, 12.30 p.m.

BUTTER—Market easier; finest creamery, 19½c.; good to fine, 18¾c.

CHEESE—Steady market; finest Ontario, 9⅜c. to 9¼c.; Quebecs, 9¼c. to 9½c; receipts heavy.

EGGS—No change; market steady; straight gathered, 16c. to 16½c.; jobbing lots smaller, 17c.; selected, 18c.; No. 2, 15c. to 15½c.

PROVISIONS—Unchanged; live hogs coming freely.

Californian Raisins—		
Loose muscatels, per lb	0 07½	0 08
" " seeded, in 1-lb. packages	0 08	0 09
" " 2 crown		0 06
" " 3 crown		0 06½
" " 4 crown		0 08

Prunes—	Per lb.
30-40s	0 08½
40-50s	0 08
50-60s	0 07
60-70s	0 06
70-80s	0 06
80-90s	0 05
90-100s	0 05
Oregon prunes (Italian style), 40-50s	0 08
" 50-60s	0 07
Oregon prunes (French style), 60-70s	0 06
" 90-100s	0 04
" 100-120s	0 04

Currants—		
Filiatras, uncleaned		0 04½
Fine Filiatras, per lb., in cases	0 04½	0 05
" " cleaned	0 04½	0 05½
" " in 1-lb. cartons	0 05½	0 06
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 06
Sultana Raisins—		
Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton		0 09
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes		0 13
Four crown, fancy, 10-lb. boxes		0 09
Three crown	0 07	0 07½
Glove boxes, fine quality, per box		0 11
Fancy washed figs, in baskets, per basket		0 20
" pulled figs, in boxes, per box		0 22
" stuffed figs, " "		0 28
12-oz boxes	0 06½	0 07

Country Produce.

Honey—Demand in honey has dropped. Business is at a standstill, with prices firm. New fruits and vegetables arriving is affecting the sale of this product.

White clover, extracted tins	0 07	0 07½
" kegs	0 07½	0 07½
" comb	0 13	0 13½
Buckwheat	0 06	0 06½

Maple Products—Owing to cool weather the demand remains fair, and prices firm for maple syrup. Sales of maple sugar are small but steady, and business seems to be pretty good. No change in prices to note.

Maple syrup, in wood, per lb	0 06	0 06½
" in large tins	0 07½	0 07½
Pure new sugar, per lb		0 10
Pure Beauce County, per lb	0 06	0 07

Beans—Nothing of note to say about beans. Demand is small at prices quoted, and no big sales have been made as yet, and price is not too firm on account of little business.

Choice prime beans	1 60	1 70
Lower grades	1 40	1 50

Evaporated Apples—Evaporated apples are selling slowly, owing to poor demand. The price is firm at 6 1-4 to 6 1-2c. Dried apples are particularly dead and meet with hardly any demand at even 3 to 3 1-2 cents. The arrival of fresh fruits is curtailing the sale of these goods.

Hops—Dealers report that the local stock of hops is entirely exhausted. There is a general scarcity all over, and prices are uncertain, but unchanged as yet.

B.C.	0 32	0 35
Choice Canadian	0 25	0 30
Fair to good	0 24	0 26

Flour, Feed and Meal.

Flour—The flour market has not taken any notable increase. Local trade remains about the same, with a fair and steady demand. Exports are not much above those of preceding weeks. Prices remain firm. We quote:

Royal Household		5 60
Glenora		5 30
Manitoba spring wheat patents	5 40	5 50
" strong bakers	5 05	5 10
Winter wheat pateuts	5 30	5 50
Straight rollers	5 00	5 10
Extra	4 50	4 60
Straight rollers, bags, 90 per cent	2 40	2 50

Feed—Bran has gone down from 50c. to $1.00, with an increasing demand. Market is much easier, and business shows an increase over that of last week. Nothing else of note to report. We quote:

Manitoba bran, in bags, per ton	17 00	18 00
" shorts	19 50	20 50
Ontario bran, in bulk	17 00	18 00
" shorts	19 50	20 50
Moullie	24 00	28 00

Rolled Oats—There is little business done. Standard oatmeal has advanced 25c. on account of a slightly better demand. Nothing of note to report.

Fine oatmeal, bags		2 25
Standard oatmeal, bags		2 50
Granulated " "		2 40
Rolled oats, "	2 20	2 25
" bbls	5 00	5 10

Hay—Business is quiet with a small but steady demand. No. 1 is still scarce, and No. 2 is easier, with a tendency to become cheaper. Some 1,200 to 1,500 tons of hay have been exported last week to England. Prices are the same and hold firm.

No. 1 timothy	9 00	9 50
" 2 " choice	8 00	8 50
" 2 " ordinary	7 00	7 25
Clover	6 50	7 00
Clover mixed	7 00	7 25

Ontario Markets.

GROCERIES.

Toronto, June 8, 1905.

TRADE conditions this week continue very much as recorded a week ago. A fair assortment of orders is reported by the wholesalers without any particular outstanding feature. The drop of 10c. in sugar on Monday came as a surprise to most of the trade, who are beginning to look upon the market as having reached a stable basis. Since the drop there has been an advance of 8c in beets in Europe, and a considerable advance in canes, while New York refiners have shown no desire to drop prices. The local demand for sugar will improve as soon as the canning season gets under way.

In canned goods, the principal item of interest is the arrival of new pack lobsters and kippered herring on the market. Brokers are also in receipt of new season Rio coffee direct from Brazil. A sharp advance in Valencia raisins is recorded, equivalent to ¾c. from the lowest point this season. Some interesting information in regard to new crop Persian dates will be found under the head of dried fruits. The Manitoba grain market is in an excited state owing to the effort on the part of certain interests to corner the market.

Canned Goods—Indications point to short supplies of Canadian tomatoes before the 1905 pack arrives on the market; weekly shipments of American goods are now helping to supply the trade. During the week several houses have received consignments of 1905 pack lobsters and new kippered herrings in tomato sauce. New pack lobsters, 1 lb. flats, are selling 10c. higher than a year ago. No change, however, is recorded in kippered herring; $4 is the lowest price quoted on haddies, and there are some brands selling as high as $4.50. A fair demand for sockeye salmon is noted and canned meats are moving freely in anticipation of Summer trade. One prominent meat packer remarked during the week that his sales of canned and prepared meats during the month of May, 1905, were fully 150 per cent. in excess of sales for the corresponding month a year ago. There is nothing new to report on opening prices for canned salmon. The lots that were quoted at $4.50 a week ago were small, and in any event could not influence the market materially.

Our quotations are as follows:

Tomatoes, 3's	1 25	1 30
Corn, 2's	1 10	1 20
Peas, 2's	0 82½	1 30
Sliced beets, 2's		0 85
" " 3's		0 95
" " whole		0 95
Pumpkin, 3's		0 75
" gal		2 50
Squash		1 00
Asparagus tips, 2's		2 75
Golden waxed beans, 2's		0 80
Refugee or Valentine beans, 2's		0 85
Crystal waxed beans, 2's		0 92½
Spinach, 2's		1 40
" 3's		1 80
Baked beans, plain, 1's		0 45
" " 2's		0 72
" " 3's		0 90
Tomato sauce, 1's		0 50
" " 2's		0 78
" " 3's		1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's		0 90
" " gal		4 50
" jugs		7 70
Apples, standard, 3's	85	90
" preserved, 3's		1 47½
" standard, gal	1 70	2 00
Pears, Flemish Beauty, 2's		1 52½
" " " 3's		2 00
" Bartlett, 2's		1 87½
" " 3's		2 82½
" whites, 2's		1 72½
" " 3's		2 67½
Peaches, pie, 3's		1 25
Cherries, red, pitted, 2's		2 20
" " not pitted, 2's		1 75
" English black, pitted, 2's		2 20
" " " not pitted, 2's		1 75
" white wax, pitted, 2's		2 42
" " " not pitted, 2's		2 00
Lawtonberries, heavy syrup, 2's		1 57½
" preserved, 2's		1 75
" standard gal		4 97½
Plums, Damson, light syrup, 2's		1 00
" heavy syrup, 2's		1 30
" " " 3's		1 85
" Lombards, light syrup, 2's		1 05
" " heavy syrup, 2's		1 35
" " " 3's		1 90
" green gage, light syrup, 2's		1 15
" heavy syrup, 2's		1 47½
" " 3's		2 00
" egg, heavy syrup, 2's		1 52½
" 3's		2 10
Pineapple, sliced, standard, 2's		2 35
" extra 2's		2 47½
" grated, 2's		2 62½
Raspberries, red, heavy syrup, 2's		1 40
" " preserved, 2's		1 60
" black, heavy syrup, 2's		1 35
" " preserved, 2's		1 50
Rhubarb, preserved, 2's		1 15
" " 3's		1 90
" " gal		2 62½
Strawberries heavy, syrup, 2.s		1 60
" preserved, 2's		1 75
Lobster, talls		3 50
" 1-lb. flats		3 85
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Sockeyes—		
1-lb. talls, 5 cases and over		1 77½
1-lb. talls, less than 5 cases		1 80
1-lb. flats, 5 cases and over		1 90
1-lb. flats, less than 5 cases	1 87½	1 92
½-lb. flats, 5 cases and over		1 17
½-lb. flats, less than 5 cases		1 20
Salmon, "Clover Leaf."		
Chums	0 95	1 00½
Sardines, Sportsman ¼'s		0 14
" ½'s		0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ½s	0 25	0 27
" P. & C., ¼'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04½
" " ½'s	0 09	0 11½
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies, per doz		1 00
Haddies, per case	4 00	4 50
Kippered herrings, domestic		1 00
" imported	1 45	1 50
Herrings in tomato sauce, domestic		1 00
" " imported	1 40	1 45
California ripe olives, tins, per doz		4 50
Corned beef, 1s, per doz		1 45
" 2s, "		2 60
" 6s, "		7 80
" 14s. "		18 00
Lunch tongues, per doz		2 75
Potted meats, ½s, "	0 47½	0 50
" ¼s, "	0 85	1 00

Sugar—The refined sugar market is in a very uncertain state, following the unexpected decline of 10c. early this week. The reason of the decline is difficult to discover, especially when it is remembered that the price of cane sugar shows a substantial advance, that beets have gone up 8d in Europe, and that the New York refined market continues unchanged. The season of Summer consumption can scarcely be said to have started as yet. When this does take place an improvement in the local situation is inevitable. We quote the following prices:

Paris lumps, in 50-lb. boxes	5 88
" in 100-lb. "	5 78
St. Lawrence granulated	5 23
Redpath's granulated	5 26
Acadia granulated	5 33
Berlin granulated	5 18
Phoenix	5 08
Bright coffee	5 08
Bright yellow	4 98
No. 3 yellow	4 98
No. 2 "	4 83
No. 1 "	4 73
Granulated and yellow, 100-lb. bags, 5c. less than bbls.	

Syrups and Molasses—With the exception of golden syrups, there has been very little demand for molasses and syrups during the week. This is the quiet season for this staple grocery article. We quote as follows:

Syrups—		
Dark		
Medium	0 33	0 34
Bright	0 35	0 37
Corn syrup, bbl., per lh.		0 02½
" ½-bbls "		0 02⅝
" kegs "		0 03
" 3 gal. pails, each		1 36
" 2 gal. " "		0 90
" 2-lh. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 28	0 35
" " ½ bbls	0 30	0 35
" open kettle	0 45	0 50
Barbadoes, extra fancy	0 45	0 50
Porto Rico	0 42	0 48
West Indian	0 32	0 35
Maple syrup—		
Imperial qts		0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

Coffee—The coffee market continues practically unchanged from last week. Several firms have been busy supplying steamship and navigation companies with Summer supplies, but with this exception trade has been quiet, and is expected to continue so from now on until the Fall, when the buying season begins again in earnest. An unusual occurrence on a local market this week was the receipt of samples of new season crop Rio coffee direct from Brazil. We quote:

	Per lb.	
Green Rios, No. 7	0 10	0 10½
" " No. 6		0 11
" " No. 5		0 11½
" " No. 4		0 12
" " No. 3		0 12½
" Mocha	0 21	0 23
" Java	0 22	0 35
" Santos	0 11	0 13
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
Green, Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracaibo	0 16	0 23

Teas—A steady trade in all staple varieties of teas is reported this week at unchanged quotations. There is a rumor on the street hailing from Montreal that there has been an advance in Japan tea of 1c. in Yokohama. The report is neither confirmed nor denied.

Latest figures of exports from all India during the past season show considerable expansion in foreign markets. The six million increase in the total output was placed entirely outside the United Kingdom, America taking some 33 per cent. more than last year, Turkey and Persia 50 per cent., and other countries about 8 per cent. Trade with Russia has been stationary, but this has been counterbalanced to a great extent by a welcome improvement in the shipments to Germany, which nearly doubled the quantity sent during 1903-04.

We quote the following prices.

Congou—half-chests, Kaisow, Moning	0 12	0 60
caddies, Pakling	0 19	0 40
Indian—Darjeelings, Pekoe souchongs	0 20	0 22
" Pekoes	0 25	0 30
" Orange Pekoes	0 35	0 45
Indian—Assam, Orange Pekoes	0 25	0 40
" Pekoes	0 18	0 20
" Pekoe Souchongs	0 16	0 18
Ceylon—Broken Orange Pekoes	0 22	0 40
Orange Pekoes	0 22	0 29
Pekoes	0 18	0 24
Pekoe Souchong	0 14	0 16
China Greens—Gunpowder, cases, extra first	0 35	0 42½
half-chests, ordinary firsts	0 22	0 28½
Young Hyson, cases, sifted, extra firsts	0 37½	0 47
" cases, small leaf, firsts	0 30	0 37
" half-chests, ordinary firsts	0 22½	0 32½
" seconds	0 22	0 24½
" thirds	0 15	0 17
" common		0 14
Pingsueys—Young Hyson, ½-chests, firsts	0 25	0 30
" seconds	0 16	0 18
" half-boxes, firsts	0 25	0 30
Japan—½ chests, finests May pickings	0 34	0 38
Choice	0 31	0 36
Finest	0 27	0 29
Fine	0 24	0 27
Good medium	0 19	0 21
Medium	0 17	0 19
Good common	0 18	0 19
Common	0 13	0 14
Dust	0 06	0 08

Spices—No new business of importance is reported during the week in spices, demand being seasonable and

prices as last advised. We quote as follows :

Spices—

	Per lb.		Per lb.
Peppers, blk	0 18 0 19	Cloves, whole	0 25 0 35
" white	0 23 0 27	Cream of tartar	0 25 0 30
Ginger	0 18 0 25	Allspice	0 14 0 17
Cassia	0 21 0 25	Mace	0 80 0 90
Nutmeg	0 45 0 75		

Rice and Tapioca—Locally trade continues steady at unchanged prices. Advices received from the southern states report firm markets with crop prospects unfavorable. We quote as follows :

Rice and Tapioca—

	Per lb.		Per lb.
Rice, stand. B	0 03½ 0 03¾	Tapioca, staple	0 03 003
Rangoon	0 03¾ 0 03¾		
Patna	0 05 0 05½	" double goat	0 05½
Japan	0 05½ 0 06½	Carolina rice	0 08 0 08½
Sago	0 03½ 0 04	Louisiana rice	0 05 0 07

Foreign Dried Fruits—During the week there has been a sharp advance in Valencia raisins equivalent to about ¾c. from the lowest point of the season. In answer to an inquiry as to the reason for the active demand for Valencia raisins on the local market during the last fortnight, we may say that it is the result of several recent shipments which arrived in Toronto and sold at prices favorable to buyers. The scarcity of large and small sized prunes continues, 30-40's being scarce on the spot. Elemes figs are about off the market.

Messrs. Landauer & Co. are quoting new Persian date to their agents, Watt & Scott, at prices on about the same basis as opening prices last year, which buyers will remember were the lowest that prevailed during the whole season. These steadily advanced, and the highest prices realized for dates, both on the spot and from London, were for the last goods sold. This review of last season's prices, perhaps, requires some explanation, in view of the fact that dates arriving on the first direct steamer are always sold at higher prices than on the second steamer to New York. The reason for this is because it is impossible to get dates from Bussorah by any other route to arrive until some weeks after the first New York boat. On this account the latter has the early market to itself, and naturally takes advantage of the circumstances to sell dates at higher prices. Dates, however, have been selling freely during the whole season. A considerable quantity was imported this year from London after the holiday trade was over, and it is likely that a still greater quantity will be sold during the coming season, as arrangements have been made for through shipments from Bussorah to Canada, which will, it is hoped, materially reduce the laid down duty paid cost. We quote :

Prunes—

	Per lb.		Per lb.
100-110s	0 04½	60-70s	0 05½ 0 06
90-100s	0 04½ 0 04¾	50-60s	0 07¼ 0 07½
80-90s	0 05 0 05½	40-50s	0 08 0 08½
70-80s	0 05½ 0 05¾	30-40s	0 09 0 09½

Candied Peels—

	Per lb.		Per lb.
Lemon	0 08½ 0 10	Citron	0 15½ 0 17
Orange	0 09½ 0 10½		

Figs—

Elemes, per lb	0 08 0 0 13

Apricots—

	Per lb.
Californian evaporated	0 14 0 15

Peaches—

	Per lb.
Californian evaporated	0 13 0 13½

Pears—

California evaporated, per lb	0 15

Currants—

	Per lb.		Per lb.
Fine Filiatras	0 04¾ up	Vostizzas	0 07 0 07½
Patras	0 06 0 06½		

Raisins—

	Per lb.
New selects	0 04½ 0 05
Sultana	0 05½ 0 10
Californian seeded, 12-oz. Muscatals	0 06½ 0 07
" " 1-lb. boxes "	0 07 0 08½
" unseeded, 2-crown. "	0 07¼
" " 3-crown "	0 05½ 0 07
" " 4-crown "	0 07 0 08

Dates—

	Per lb.		Per lb.
Hallowees	0 04 0 04½	Fards new choicest	0 09 0 10½
Sairs	0 04	" new choice	0 09½

Foreign Nuts—The position of the peanut market continues strong, otherwise there are no changes to record since last week. Our quotations are as follows :

(The following quotations on peanuts are for sack lots, green.)

Selected Spanish	0 08½
A 1's, banners and suns	0 08½
Japanese Jumbo's	0 08½
Virginia	0 10

For sack lots roasted add 1c. to above quotations. For small, 2c

Almonds, Tarragona, per lb	0 12 0 12½
Walnuts, Grenoble, "	0 12½
" Bordeaux, "	0 09 0 10
Filberts, per lb	0 10
Pecans, per lb	0 13 0 15
New Brazils, per lb	0 13 0 14
Cocoanuts, Jamaica, per sack	4 50
Italian Chestnuts, per lb	0 08

Bird Seed—As this is a comparatively staple article on the market, there is little of special interest to record. trade is steady, and last week's quotations continue unchanged. We quote the following prices :

Canary seed, per lb	0 06 0 07
Hemp "	0 04½
Cottam's	0 08
Brock's	0 07½

Dried and Cured Fish—Business in dried and cured fish shows very little activity. Quotations continue unchanged from last week. We quote as follows :

Boneless fish, per lb	0 04½
Cod fish, 1-lb. bricks	0 06½
Boneless cod, per lb	0 08 0 10
Quail-on-toast, per lb	0 06
Flitched cod fish, in cases of 100 lbs., per lb	0 06
Labrador herring, per bbl	6 00 6 50½
" " per ½ bbl.	2 85

Fresh Fish—A brisk demand is noted for all varieties of fresh fish, and quotations continue as last advised. There are no special features on the market this week. We quote:

Fresh halibut, per lb	0 09
" haddock "	0 06
" trout "	0 07½
" cod steak, per lb	0 07
" lobsters, boiled, each	0 15
" B.C. salmon, per lb	0 20
Shrimps, per gal	1 15 1 25
White fish, per lb	0 08

Evaporated Apples are attracting very little interest at the present time, and prices quoted to the trade continue to range about 7c.

Country Produce.

Eggs—Although supplies of eggs are arriving freely on the market, no more are coming than are sufficient to meet the requirements of the trade. Certain houses are paying a top-notch price in the country, and the result is prices are from 1 to 1 1-2c. higher this week than they were during the corresponding week a year ago. There is a considerable diversity of opinion as to what should be the proper range of prices. Some dealers quote as low as 15 1-2c., others name 16 1-2c. as the highest quotation. We quote as follows:

New laid eggs, per doz	0 15½ 0 16½

Beans—The market continues unchanged from last week with demand seasonable. We quote:

Beans, handpicked, per bush	1 75 1 80
" prime, No. 1	1 60 1 65
" prime, No. 2	1 45 1 50
" Lima, per lb	0 07 0 07

Honey—Trade is quiet and quotations continue nominal as last advised. We quote:

Honey, extracted clover, per lb	0 07½ 0 08
" sections, No 1, per doz	1 90 2 00
" " No. 2. "	1 65
" Buckwheat, per lb	0 05 0 06
" " sections per doz	0 75 1 00

Maple Products—Trade in maple products is quiet to dull, and there are no features in the market to record. Quotations continue as last advised. We quote:

Maple sugar, 1 lb cakes, per lb	0 09 0 10
" large cakes in tubs, per lb	0 08
Maple syrup, per imperial gal	0 90
" " wine gal	0 65
" " imperial quarts	0 25
New maple syrup, per imperial gal	1 50
" " per wine gal	0 85

Seeds—A slight demand continues for Hungarian, millet and corn, although the wet weather last week has reduced the sale of this seed to a minimum. We quote:

Hungarian, per 100 lbs	2 60 2 70
Millet "	2 50
Orchard grass	14 00
Seed corn, Dent varieties, per bush	0 70 1 00
" Flint " "	1 25 1 30

Grain, Flour and Breakfast Foods.

Flour—The feature of the flour market this week is the very strong position of Manitoba wheat. Quotations, however, do not show any variation as yet from last week. Quotations are as follows:

Manitoba wheat patents, per bbl. in bags	5 20 5 50
Strong bakers " "	5 00 5 20
Ontario wheat patents " "	4 80 4 90
Straight roller " "	4 75 4 80

Breakfast Foods — Trade continues quiet. Quotations continue unchanged from last week as follows:

Oatmeal, standard and granulated, carlots, on track, per bbl	4 90
Rolled wheat in boxes, 100 lbs	2 90
" " 50 lbs	1 50
Rolled oats, standard, carlots, per bbl., in bags	4 35
" " " " " in wood	4 60
" " " " for broken lots	4 60
Rolled wheat, per 100-lb. bbl	3 00
Cornmeal	3 35
Split peas	5 00
Pot barley, in bags	4 00
" in wood	4 25

Grain—A sharp advance is recorded in Manitoba wheat Northern No. 1, No. 2 and No. 3, on account of an effort towards a corner of the market, which is being made by certain grain interests desirous of covering shortages. Oats are up 1c. and peas 3c., while rye shows a decline of 5c. We quote the following prices:

All on track Toronto.

Manitoba wheat, Northern No. 1	1 08
" " " No. 2	0 05
" " " No. 3	0 94½
Red, per bushel, new	1 02
White " "	1 02
Barley " "	0 50 0 52
Oats " "	0 45 0 45½
Peas "	0 77 0 78
Buckwheat " nominal	0 63 0 64
Rye, per bushel, " "	0 66 0 67

Hides, Tallow, Skins and Wool—During the week supplies of wool have been coming more freely. Trade, however, has been backward on account of the cold weather. Hides are showing a substantial advance on account of improved quality of supplies arriving, hides being entirely free of grubs and manure. We quote this week lamb skins shorn and pelts at 25c. each. We quote the following prices:

Hides, No. 1 green steers, per lb	0 10
" " 2 " " "	0 09
" No. 1 green, per lb	0 09½
" " 2 " "	0 08½
Country hides, flats, per lb	0 08 0 08½

ALEXANDER CAIRNS & SONS'

Paisley, Scotland

MARMALADES
JAMS
JELLIES

Marmalades

1-lb. Glass Jars, Patent Air-tight Cap. Cases 2 doz.

Scotch Orange	$1.75
Home-Made Orange	2.20
Tangerine Orange	2.20
Pine Apple	2.30
Ginger	2.30
Green Fig	2.30
Green Fig and Ginger	2.30
Ginger and Pine Apple	2.30
Fig and Lemon	2.30
Apricot	2.30

Jellies

1-lb. White Stone Pots. Cases 4 doz.

Apple	$1.90
Bramble	2.00
Damson	2.00
Gooseberry	1.90
Plum	1.90

Jams

1-lb. Glass Jars, Patent Air-tight Cap. Cases 2 doz.

Strawberry	$2.10
Raspberry	2.30
Black Currant	2.30
Red Currant	2.10
Gooseberry	1.90
Apricot	2.10
Green Gage	2.20
Raspberry and Red Currant	2.20
Plum	1.80
Damson	1.90
Blackberry	1.90
Assorted	2.10

Jellies

1-lb. Glass Jars, Patent Air-tight Cap. Cases 2 doz.

Black Currant	$2.80
Red Currant	2.80

SCOTCH ORANGE MARMALADE, 7-lb. tins, cases 1 doz.....$7.20.

QUANTITIES of 5 cases or more, one kind or assorted kinds, 5 per cent. trade discount.

TERMS: F.O.B. Montreal, net 30 days or 1 per cent. 10 days.

HUDON, HEBERT & CIE.

MONTREAL

The Most Liberally Managed Firm in Canada

Calf skins, No. 1, selected		0 11
" " No. 2		0 09
Deacons (dairies), each		0 80
Sheep skins		1 25
Rendered tallow, per lb	0 04	0 04½
Unwashed wool, new clip, per lb		0 14
Wool-washed fleece		0 22
Pulled wools, super, per lb	0 21	0 23
" " extra "	0 22	0 24
Lamb skins, 3horn, each		0 25
" " "		0 25

N. S. Markets.

Halifax, N.S., June 5, 1905.

THERE is no very marked change in the grocery trade. Business shows but little improvement. A fairly good jobbing trade is being done, and the general tendency of the market seems to be slightly stronger in some particulars. Prices, however, rule about the same as last week. Collections from some sections are a little more satisfactory. The beef, pork and sugar markets are still very firm, and molasses has advanced one-half cent at Barbadoes, due to the unusual demand.

Fish—Scale fish of all descriptions are in pretty liberal supply, and prices are a little easier. The last sales of new bank cod here were at $6.00. The price for Spring-made Nova Scotian fish is from $5.50 to $6, according to quality. Haddock is quoted at $4.75; pollock at $4, and hake at $3.50 and $3.75. The indications are that high prices, especially for cod, will prevail for some months, or until some reliable calculations can be made regarding the operations of the fishermen. This is due principally to the very light supply of old fish in the hands of the exporters, and the fact that early landings from the Lunenburg banking fleet have all been sold and delivered. The high prices which have prevailed during the past year for cod have induced many fishermen to give up other branches of the pursuit and devote all their energy to the cod fishery. The herring market is about cleaned up of last year's stock. Several small cargos of fresh herring were imported from Newfoundland during the week, and the fishermen on the Cape Breton coast secured several fine hauls of fish of excellent quality. Herring have also appeared off Canso, and the Scotch steam trawler "33" at one setting of the nets secured fifty barrels. The export markets are reported to be in fair condition.

Butter and Cheese—The butter market is becoming easier and the receipts are increasing. The demand here is good, but the quality and supply are only fair. Creamery prints are still quoted at 24 cents, but dairy butter and rolls of fair quality have eased down to 20 cents. Stocks of cheese held here are very small. The price quoted for new cheese is 11 1-2 cents. The demand is fair.

Eggs—The market continues firm. The receipts during the week were only fair. Montreal dealers are still buying largely in Prince Edward Island, and this has a tendency to keep the price. Island stock are worth 15 to 15 1-2 cents, and Nova Scotia 16 to 16 1-2 cents.

HINTS TO BUYERS.

J. M. Douglas & Co., Montreal, manufacturers of Blueol, call the attention of buyers to their system of valuable premiums for merchants, and will be pleased to answer any inquiries re same.

W. H. Millman & Sons, Toronto, report that they have taken an order for 25 gross of Witch Hazel toilet soap for shipment to London, Eng.

The A. F. MacLaren Imperial Cheese Co., Limited, Toronto, report that, having opened a buying office in St. Thomas, in the heart of the cheese manufacturing section, they are now open to quote close on quantities, f.o.b. factories, on all kinds Canadian cheese, Cheddars, flats, Stiltons, etc.

White & Co., Limited, Toronto, received this week two cars Mississippi four-basket crate tomatoes, the stock, for the first cars, arriving in excellent condition.

Jamaica raw sugar crystals, barrels and sacks, is offered at very attractive prices by the Eby, Blain Co., Limited, Toronto.

The first shipment of new season's pack of "Beaver" brand lobsters is in stock with the Eby, Blain Co., Limited, Toronto.

The Eby, Blain Co., Limited, Toronto, are quoting special prices on new pack "Ice Castle" kippered herrings and herrings in tomato sauce for immediate shipment.

L. Chaput, Fils & Cie., Montreal, have just received ex ss. Hesperus, 250 cases St. Louis Vichy water.

A shipment of French table delicacies, canned vegetables, olives, etc., from L. A. Price, Bordeaux, Fr., has just come to hand with L. Chaput, Fils & Cie., Montreal.

300 cases full halves shelled walnuts are offered by L. Chaput, Fils & Cie., Montreal, at extremely low prices.

The third carload, consisting of 750 cases Williams Bros. & Co.'s Detroit pickles, catsups and mustards, has just reached L. Chaput, Fils & Cie., Montreal.

E. D. Marceau, Montreal, is offering values in new Japan teas, also Ceylon blacks this week.

McWilliam & Everist, Toronto, are receiving strawberries in carload lots daily. During the week they report the arrival of 4 cars bananas, 2 cars tomatoes, besides shipments of potatoes, cabbage, cucumbers, beans, etc.

An announcement of importance is the first car Florida watermelons for the season to White & Co., Limited, Toronto.

The "Salada" Tea Co., Toronto, report that they shipped out more "Salada" tea during the one week ending May 27 than their entire output in the year 1894, which was the third year they were in business. Their green tea trade alone for that week was more business than they did during the entire first year they had "Salada" green tea on the market.

Buyers of Fard dates may procure same from H. P. Eckardt & Co., Toronto.

H. P. Eckardt & Co., Toronto, are selling pure maple sugar at an interesting price.

Alexander MacLean, Canadian agent in Japan, reports that Canadian exports in 1904 to that country show an increase of seventy per cent. over those of the previous year.

PERSONAL MENTION.

Members of the trade in Toronto were glad to meet Mr. David Greig, of D. McDougall & Co., Glasgow, this week. Mr. Greig is paying his annual visit to the Canadian grocery trade.

"That Grocer of yours has a wonderful circulation," remarked Mr. Cowan. "It beats any other paper I know. I see it in practically every store the whole way out to the coast."

Mr. D. McL. Brophy, who represents John Taylor & Co., Toronto, with offices at 449 St. Paul street, Montreal, has just returned from a trip to Quebec, and reports very satisfactory business.

Mr. Sam'l J. Mathewson, of Mathewson Bros., wholesale grocers, Montreal, has left with his family for his Summer residence at Little Metis, and during the next four or five weeks will enjoy the healthful breezes of the eastern St. Lawrence.

Mr. A. J. Williams, Canadian representative of Messrs. Crosfield, Lampard, Clark & Co., London and Colombo, has returned from a week's fishing at St. Gabriel, P.Q. Mr. Alex. L. Lockerby, of Lockerby Bros., also enjoyed a week's outing at Lac Racquette Club fishing preserves at St. Gabriel. Both gentlemen report good results.

A caller at the Toronto office of The Canadian Grocer last week was Mr. Chas. Corby, general manager of the Pacific Selling Co., of New York. Mr. Corby, who until recently had charge of the Pacific Coast end of the company's business, is a Canadian, and Upper Canada College boy, and a brother of Mr. Harry Corby, of Belleville. Mr. Corby, in addition to calling upon trade in Toronto, had the pleasure of meeting a large number of old friends.

Mr. W. Field, for the past sixteen years associated with James Turner & Co., wholesale grocers, Hamilton, has severed his connection with that house to go into business with Mr. A. R. McFarlane, broker. On Thursday of last week a number of his personal friends gathered at the offices of James Turner & Co., and made him a presentation of a valuable gold watch, suitably inscribed, and accompanied by their best wishes for his success in his new venture.

Mr. George Dalidet, of George Dalidet & Cie., Bordeaux, France, packers and exporters of fancy canned goods, alimentary pastes, etc., was a visitor to the Toronto wholesale grocery trade during the past week. He was introduced "on the street" by Mr. R. U. Delapenda, New York representative of George Dalidet & Cie., and Mr. W. T. Merrick, Toronto representative of Rose & Laflamme, Montreal. They paid a flying visit to Hamilton, and report a number of "nice" orders.

Mr. L. E. Morin, of Montreal, is dead. In 1872 he was a delegate to the Dominion Board of Trade to represent the Board of Trade of Montreal. In 1873 he was appointed Government agent for the purchase of rails for the Canadian Pacific. In that year he was also appointed inspector for fish and oils in the district of Montreal. In 1884 he was elected president of St. Jean Baptiste Society, and next year became quite well known through the publication of a series of articles on the Canadian fisheries. The following year he became mayor of Longueuil.

Mr. H. N. Cowan, of the Cowan Co., Limited, Toronto, called at the Winnipeg office of The Grocer last week. Mr. Cowan travels the territory as far west as the coast, but has been spending some three weeks or more in Winnipeg. "This city is growing so fast," he remarked, "that it takes longer every time to cover the trade." Mr. Cowan has arranged for demonstrations of Cowan's chocolate in Winnipeg grocery stores to commence about July 20, at the opening of the Exhibition. They will be in charge of Mrs. Lloyd, an expert demonstrator, and will be continued for two or three months and, perhaps, will also be conducted in Portage la Prairie, Brandon and other towns.

FRUIT GROWER IN TORONTO.

An interesting visitor to Toronto this week is Mr. John P. Sperco, of Pascal, Sperco Fils & Cie., Smyrna, Turkey, packers and exporters of figs and Sultana raisins. Mr. Sperco, who was introduced to the trade by Mr. W. H. Millman, is enjoying his first trip to Canada. He will make a number of side trips to Western Ontario points, returning to New York on Monday, June 12.

In conversation with The Grocer, Mr. Sperco remarked that his firm were shipping fruit direct on a large scale this season. Previously a considerable proportion of their trade consisted in packing for other houses to export. Latest cables from Smyrna indicate "weather not very normal for growing fruit crops." Mr. Sperco's headquarters while in Toronto are the King Edward Hotel.

GROCERS' PICNIC.

The Hamilton Retail Grocers' Association will hold its annual picnic this year on July 19 at Queen Victoria Park, Niagara Falls. Excursionists will go by G.T.R., and will be accompanied by the 91st Highlanders' Band. The Hamilton travelers intend to put on an attractive list of games and arrangements are being completed for a grand concert on the American side in the evening. The Brantford Association will join in the picnic again this year.

ADDED ANOTHER BRANCH.

Guillet Bros., Cobourg, Ont., have secured the coal oil business of that town recently by special arrangement with the refiners. Guillet Bros. have been so long and systematically established in Cobourg that this new departure will undoubtedly be handled to the satisfaction of their customers.

COMMERCIAL TRAVELERS' ACT.

THE following letter from the Canadian representative of a prominent English manufacturing firm, who has met with gratifying success in placing their goods on the Canadian market during the past year, represents an interesting phase of the new Act in Quebec respecting foreign commercial travelers: Editor Canadian Grocer—

What can be the real cause of the fever which seems to be spreading in this country of placing impossible taxes upon the shoulders of representatives of foreign manufacturers? Is Canada getting scared of the traveling sons from the Mother Country, who are already overburdened by heavy duty, that she should stoop to grip him by the leg by the imposition of such an exorbitant tax? This country is begging for men to come in and develop her land. Why then should she attempt to stifle commerce?

Does not the duty which foreign houses have to pay on the goods their representatives sell contribute to the expenses of the country? If all the provinces take up the same position I fear to estimate what it would cost the poor representative who travels from coast to coast each year.

Is this country becoming afraid of fair competition? Again I ask, is Canada getting scared?

Englishman.

Montreal, June 4, 1905.

AMONG THE BOARDS OF TRADE.

The Port Hope Board of Trade has appointed a special committee to inquire into the question of discrimination in the price of sugar. Their contention is that the Dominion Wholesale Grocers' Guild decides what the freight rate (or price for sugar with rate added) shall be to every village, town and city regardless of Summer or Winter freight charges by railway, etc., and without considering the location of the place as to distance. Next week's issue of The Grocer will contain a detailed statement of this phase of the sugar situation.

* * *

The Fredericton, N. B., Board of Trade have begun an agitation to induce the Government to deflect the G.T.P. so that it may pass through Fredericton. The deflection would increase the length of the railway seventeen miles.

To arrive ex. C.P.R. SS. "Lake Champlain"—

1695 CASES

Canned Goods from Bordeaux, France, via Liverpool.

Ask for quotations on

Pineapples (Canned and in Glass.)
(Bordeaux pack of Singapore fruit.)

Soap from the celebrated manufacturers,
Anastay Freres & Cie. (Savonneries Reunies).
Quality and prices unsurpassed.

All goods that I carry are from 10 per cent. to 25 per cent. lower than any legitimate house can offer.

WRITE ME FOR QUOTATIONS

J. H. CROSS

Direct Importer, 112 St. James St., Montreal



MOKARA — *A Home Drink for Everybody.*

Natural, Absolutely Pure, Harmless—Replaces Ordinary Tea or Coffee

Contains none of their OVEREXCITING and ENERVATING PROPERTIES. MOKARA is not only an agreeable, soothing and toning BEVERAGE, cheaper and healthier than tea or coffee, it is also a COMPLETE FOOD, a powerful brain, nerve and blood BUILDER, as valuable as BREAD. MOKARA agrees with everyone, at any stage of growth or health.

PREPARED AND USED THE SAME AS ORDINARY COFFEE

DOCTORS endorse MOKARA

Dr. J. T. Donald, official analyst, says: "Mokara contains no alkaloid caffeine, is pleasant to the taste, soothing, and nutritious."

ANALYSTS approve MOKARA

Mr. Milton L. Hersey, City and Provincial Analyst, says: "Mokara is very satisfactory. It is nourishing, palatable, and contains no caffeine."

Sold by all grocers. Ask your jobber for it, or write us direct. 10c. per package, sufficient for 100 cups

Prepared Solely by **MOKARA MILLS, 21, 23, 25 Cosport St., MONTREAL**

N. B. Markets.

St. John, N.B., June 5, 1905.

THE special Spring number of The Grocer is to hand. The most favorable comments are made in regard to its general appearance. Particularly is the enterprise of the publishers in reference to the bringing together of the West India and Canadian interests a subject of commendation. It is felt, particularly by those who have visited the West Indies, that our manufacturers have failed to appreciate this market, which our American friends find so profitable. The manufacturers are especially criticized in that they do so little to meet the wishes of this trade in the matter of style of packages and other things which in themselves are small matters, but apparently of great importance in the securing of this business. Two of our merchants are leaving this week to join the manufacturers' excursion to England—Mr. T. H. Estabrooks, packer of Red Rose Tea, and Mr. R. B. Emerson, of Emerson & Fisher, Limited. In markets there is little of interest. There is improved feeling generally. Prices in many cases ruling firmer, and a fair volume of business doing.

Oil.—In burning oil there is steady business at low prices, but this is the quiet season. Lubricating oils have had a large sale; the dealers are rather pleasantly surprised. There was some little anxiety earlier in the season. In paint oil Spring business was good. Linseed was still quoted low.

Salt.—Importers of Liverpool coarse salt are very favorably placed at present, owing to special direct steamers from Liverpool and Manchester. Prices are held quite firm. There is a good demand. In fine salt, Canadian is being freely sold. At this season there is a large demand for dairy and cheese salt in barrels. Shipments come to hand slowly.

Canned Goods—Corn is scarce. Prices are no higher, however, as American is being imported. Tomatoes tend higher. The grade of American which is being imported has been advanced by some packers. Peas and beans are selling freely. Prices are unchanged. Fruits are plentiful. Salmon has a fair demand. Lobsters are very high. Meats which now sell freely are unchanged in price. In domestic fish, haddies will be a light pack. It is early to speak about kippers, but the outlook is poor. Sardines are likely to be plentiful.

Dried Fruit.—There is but little business. Prices are in several lines firmer, but in the local market few changes have been made. Seeded raisins are low. Other lines of raisins very light stocks. Currants are low. New prunes are quoted. Prices are higher than last year. New peels for Fall shipment are freely offered. There is a wide range in price. Figures are, however, higher than last year. Dates are firm. Figs are very dull. Evaporated apples are unchanged, just a fair sale. In both Bermuda and Egyptian onions demand is but fair. Prices are low. Quality not up to the usual standard.

Sugar.—Dealers have large stocks. The situation seems changed for the better. While there has been no gain here in price, market is considered much firmer. This is the season of increased demand.

Molasses—The situation is still one of interest. Three more cargos of Porto Rico are about due. In this line prices are perhaps easier, chiefly due to local competition. Barbadoes, which is not a large stock, quite firm.

Fish.—There has been a fair catch of gaspereaux the last two weeks, but taken as a whole the catch has been small. Shad have also been scarce. It is still early for salmon. The outlook is but fair. Dry fish are still high, and it looks like continued high prices. Pickled fish are a very light stock. Full prices are asked. Smoked herring are low.

Flour, Feed and Oats.—While flour is unchanged at the lower prices quoted, the market is considered quite firm. Feed is held at full prices. Oats are high. The large stock of oatmeal held, bought well below present prices, tends to lower prices than the present situation warrants. Cornmeal is unchanged. Barley and peas are high. Beans dull and show some range in price. Sale for seeds about over.

ANOTHER AGENCY.

C. E. Kyle, grocery broker and manufacturers' agent, 27 Front street east, Toronto, has been appointed agent for the Pacific Selling Co., in the following cities and towns: Toronto, Owen Sound, Windsor, Collingwood, Stratford, Belleville, Napanee, Peterboro, Guelph, Berlin, Sarnia, North Bay and Lindsay. Mr. Kyle will be pleased to give prompt attention to all inquiries for "Clover Leaf" and "Arrow" brands of sockeye salmon.

MANITOBA MARKETS.

Special Report from the Winnipeg Office of THE CANADIAN GROCER.

Quotations corrected by telegraph up to 12 a.m. Thursday, June 8th, 1905.

ACTIVITY still marks the wholesale grocery trade of the west, and the local houses report that they have about all the orders on hand that they can conveniently handle. As has been the case for some time, the only complaint is as to the slowness of collections, but with every indication pointing to a vaster crop than has been, it is believed that this difficulty will be removed in a few months.

Since the opening of navigation large supplies of import goods have come to hand, and the wholesale trade are in a position to supply fresh stocks of imported English sauces and similar goods. The sugar market has been steady for a fortnight, and some of the brokers are talking of a probable recovery of the high values maintained two months ago, but nevertheless the general trade are buying very sparingly in the expectation of a further decline. In this they are probably well advised. Since the opening of navigation good supplies of evaporated apples have come to Winnipeg, with the result that there has been a decline in prices. Fruit is being offered at prices lower than those quoted below, but it is not up to grade.

Sugar—The sugar market continues steady at the price which has been maintained for more than a fortnight. Some brokers are predicting a recovery of the market, and as the determination of the price seems to be in the hands of a speculative element this is not impossible. The trade are, however, buying sparingly in the anticipation of further reductions, and as the future of the market is very problematical their attitude seems well advised. We quote:

Montreal granulated, in bbls	5 90
" " in sacks	5 85
" yellow, in bbls	5 40
" " in sacks	5 35
Wallaceburg, in bbls	5 80
" in sacks	5 75
Icing sugar in bbls	6 50
" " in boxes	6 70
" " in small quantities	7 10
Powdered sugar, in bbls	6 30
" " in boxes	6 50
" " in small quantities	6 75
Lump, hard, in bbls	6 60
" " in ½-bbls	6 70
" " in 100-lb cases	6 60

Canned Goods — The canned goods market continues fairly active, and with no new features of interest. Manitoba canned meats are meeting with a good reception. We quote:

Apples, 3's, 2 doz. cases, per case	2 15	2 20
Cherries, red pitted, 2's, 2 doz.	....	4 40
Currants, red, 2 doz. cases, per case	....	3 35
" black, " "	....	3 75
Gooseberries, " "	....	3 50
Lawtonberries, 2's, " "	....	3 35
Pears (Bartletts), " "	....	3 50
Peaches, 2's, " "	....	3 75
" 3's, " "	....	3 75
Raspberries, red, " "	....	2 90
" black, " "	....	3 00
Strawberries, " "	....	3 50
Plums, Lombard, 2 doz. per case	....	2 35
" green gages, 2 doz. case, percase	....	2 50
Pineapples, 2's, sliced, 2 doz. cases, per case	....	4 25
" 2's, whole, " " "	....	3 75
" 2½'s, whole, " " "	....	4 50
" 2's, grated, " " "	....	4 50
Tomatoes, 3's, per 2 doz. cases	....	2 85
Corn, 2's " "	....	2 50
Peas, 2's " "	....	1 90
Beans, 2's " "	1 90	1 95
Salmon, finest sockeye, per case	....	7 00
" humpback, "	....	3 75
" cohoes, "	....	5 25
Boneless chicken, lb. tins, per doz.	....	3 25
" turkey " "	....	3 25
" ducks " "	....	3 25
Canned chicken (Man. Can. Co.) per doz.	....	3 25
" turkey " "	....	3 25
Corned beef " 2's "	....	2 75
" " 1's "	....	1 55

Spices—No new features of interest. There is the usual steady demand for staple lines. Prices are:

Pepper, black, per lb	0 20
" white, "	0 28
Cayenne, "	0 21
Cloves, ground "	0 25
Cassia, "	0 18
Allspice, "	0 14
Ginger, "	0 18
Cloves, whole	0 25

Rice, Tapioca, Etc.—No change in price of any line since last issue. We again quote:

Rangoon rice, per lb	0 03½ 0 03¾
Patna "	0 04
Tapioca, per lb	0 03¾
Sago, "	0 03¾

Pot and Pearl Barley—Prices continue as follows:

Pot barley, per sack	2 45
Pearl barley, per half sack (49 lbs)	1 70
" " sack	3 40

Syrups and Molasses—There is the usual steady demand but the market is featureless. Prices continue as before:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 00 2 10
" " 5-lb tins, per 1 "	2 40 2 50
" " 10-lb tins, per ½ "	2 25
" " 20-lb tins, per ¼ "	2 15 2 25
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03¾
"Kairomel" syrup, 2-lb. tins, per 2 doz. case	2 20
" " 5-lb. " " "	2 65
" " 10-lb. " " "	2 40
" " 20-lb. " " "	2 45
Barbadoes molasses in ½-bbls, per lb	0 04
New Orleans molasses in ½-bbls, per lb	0 02½
" " in barrels	0 02⅝
Porto Rico molasses in ½-bbls., per bbl.	0 04½

Coffee—The local market is steady at the advance noted last week. We quote:

Green Rio, per lb	0 10¾ 0 11½
Roasted, per lb	0 13

Cocoa and Chocolate—The price of Baker's chocolate in 1-2-lb packages is 37c., and 1-4 and 1-2-lb. packages of cocoa are sold at 42c. per lb.

Jam—Unton's jam is quoted at 50c. per pail in Winnipeg. The Brandon price is 52c., the price in Calgary and Lethbridge 57c., and the Edmonton price, 60c.

Nuts—Quotations are:

Almonds, per lb.	0 12½
" (shelled), per lb	0 28
Filberts	0 11
Peanuts,	0 11½
Jumbos	0 14
Walnut, per lb	0 12
" (shelled) "	0 25
Pecans, per lb	0 15 0 16
Brazils, per lb	0 16

Foreign Dried Fruits—There are no new features in the foreign dried fruits. We quote:

Valencia raisins, Trenor's, per case f.o.s	2 00
" selects	2 20
" layers	2 25
California raisins, muscatels, 3 crown, per lb	0 06½
" " " 4 "	0 07½
" " choice seeded in ¾-lb. packages per package	0 06¾
" " choice seeded in 1-lb packages per package	0 08 0 08½
" " fancy seeded, 1-lb. packages, per package	0 09½
Prunes, 90-100 per lb	0 04½
" 80-90 "	0 04⅝
" 70-80 "	0 05½
" 60-70 "	0 05⅝
" 50-60 "	0 06
" 40-50 "	0 07½
" silver "	0 08½
Currants, uncleaned, loose pack, per lb	0 05½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 06¾
" Vostizzas, uncleaned	0 06½
Hallowee dates, new per lb	0 05½
Figs, cooking in bags, per lb	0 03⅜ 0 04
Apricots, choice (present delivery), in 25-lb. boxes, per lb	0 13½
Apricots, standard (present delivery), in 25-lb. boxes, per lb	0 12½
Apricots, choice (July delivery), in 25-lb. boxes, per lb	0 10¾ 0 11
Apricots, standard (July delivery), in 25-lb. boxes, per lb	0 10 0 10½
Peaches, choice, "	0 12½
" standard " "	0 12
Pears, (choice halves) " "	0 12½
Nectarines, choice " "	0 11
Plums, choice (dark pitted) per lb	0 10
Candied Peel—Lemon peel, per lb	0 09
Orange "	0 09½
Citron "	0 14

Evaporated Apples—Owing to the fact that large supplies have been brought in since the opening of navigation, there has been a decline in prices quoted. Some fruit is being offered at still lower prices, but the quotations below apply to the very best grade fruit. We quote:

Evaporated apples (choice), 50-lb. case	0 07½
" " (fancy), "	0 07⅝
" " (choice), 25-lb. case	0 07¾
" " (fancy), "	0 07⅞

Beans—Hand-picked beans are quoted at $2.10 to $2.15 per bushel, and the ordinary grade at $2.

Up, Up, Up,

That is how the sales of Clark's Meats are going.
Business men in all parts of the country recognize that there are no better lines anywhere.
They are handsomely packed, perfectly reliable, and every tin guaranteed.

That's Why

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS **COCOA**

TO THE WHOLESALE TRADE

We are after your business. If you are after the retail customers who are looking for high-class goods, you should sell

"WHITE DOVE" COCOANUT

THE MOST ATTRACTIVE PACKAGE ON THE MARKET.

W. P. DOWNEY, 26 St. Peter St., Montreal

TRADE MARK
This design a guarantee of quality

THIN CASE LINING PAPER
ALL SIZES FOR SHOE CASES CHEAP AND EFFICIENT
SAMPLES AND PRICES FOR THE ASKING.
CANADA PAPER CO.
TORONTO LIMITED MONTREAL

G·F·
SUTTON
SONS & Co's
WORCESTERSHIRE
SAUCE
A1 QUALITY



SAMPLES AND TERMS FREE FOR ASKING

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100	words	each insertion, 1 year	$30 00
"	"	6 months	17 00
"	"	3 months	10 00
50	"	1 year	17 00
"	"	6 months	10 00
25	"	1 year	10 00

AGENCIES WANTED.

EXPERIENCED business man, thoroughly in touch with Northwest trade, is about to establish high-class brokerage business and desires confidential correspondence with manufacturers and others having good lines to put on market in Manitoba and new provinces; best bank and general references. Address "XXX," Box 1299, Free Press, Winnipeg, Canada. (24)

AGENT WANTED.

BIG wages selling northern-grown trees, outfit supplied, pay weekly. Wismer, Nurseryman, Port Elgin, Ont. (f)



Do You Know?

that with every 100-bar case of

CHASER SOAP

You receive a coupon worth 25 cents.

The Duncan Company of Montreal

P.O. Box 292. 1974 Notre Dame St.



Any quantity of fish shipped.

ADDRESS—Mail P. O. Box 791, WINNIPEG, Man.

Butter Tubs—Prices continue as quoted last week:

Tubs, wooden hoops, 2 in nest, per nest	0 40 0 45
" " 3 " "	0 70 0 73
" wire hoops, 2 " "	0 60 0 63
" " 3 " "	0 90 1 00

Fish—We quote again as follows:

Lake Superior trout	0 09
Gold eyes	0 03
Blue fish	0 18
Mackerel	0 15
Red snapper	0 15
B.C. salmon	0 10
Halibut	0 10
Flounders	0 06
White fish (L. Winnipeg), per lb	0 05½
Pickerel	0 05½
Jackfish	0 03½
Finnan haddie	0 09
"Halifax" brand salt cod, fish cakes 24-1's	0 11
"Acadia" " " " 20-1's	0 09
"Bluenose" " " " 20-1's	0 07
"Acadia" " " 2-lb. boxes	0 09
" " " 4-lb. "	0 09
" " shredded, 24 cartons, per bx.	2 00
" " " bulk, in 15-lb. boxs.	0 08
Large Labrador and Nfld. salt herrings per 100 lb.	5 00
" " " per 20-lb. pail.	1 20
Salt mackerel, in 20 or 30-lb. pails	0 12½
Finnanhaddie, in 15 or 30-lb. boxes	0 08
Smoked halibut strips	0 11
Kippered gold eyes, per doz	0 45
Yarmouth bloaters, 60 in box, per box	1 75
Lobsters, fresh boiled, per lb.	0 25
Caviar, extra, small jars, per jar	0 40
Frog legs, 6 doz. in box, per doz.	0 40

Breakfast Cereals—No change in prices quoted. As noted last week, Malta Vita is being sold now at $3.25 per case, with certain freight allowances, and is being advertised to retail at 10 cents per package. We quote:

Rolled Oats, 80-lb sacks, per cwt	2 10
40-lb. " "	2 15
20-lb. " "	2 20
8-lb. " "	2 50
Cornmeal, in sacks, per cwt	1 65
" in ½ sacks. "	1 70

Buckwheat Flour—Price is $1.70 per half sack.

Maple Products—New maple syrup from Sutton, Quebec, in 5-gallon tins, is selling at $5. Sugar in quarter and half-pound cakes is selling at $3 per 25-lb box.

Honey—Prices are as follows:

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, 8 in case, per tin	1 00
" " 60-lb tins, per lb.	0 07
Fancy comb honey, 2 doz. to the case, per doz.	2 50
" " " " per case,	4 75

Eggs—Jobbers are paying 13 to 13 1-2 cents for eggs delivered in Winnipeg.

The GRAY, YOUNG & SPARLING CO., Limited

Salt Manufacturers

Granted the highest awards in competition with other makes.

WINGHAM

Established 1871

THE BEST



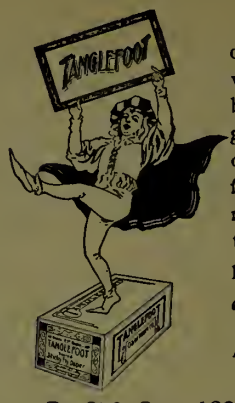
THE CHEAPEST

Our assortments of Flower Pots, Fern Pans, Saucers, etc., are the best and the cheapest and we ship every order the day it arrives.

The FOSTER POTTERY CO. Limited

HAMILTON.

"TANGLEFOOT" Sticky Fly Paper

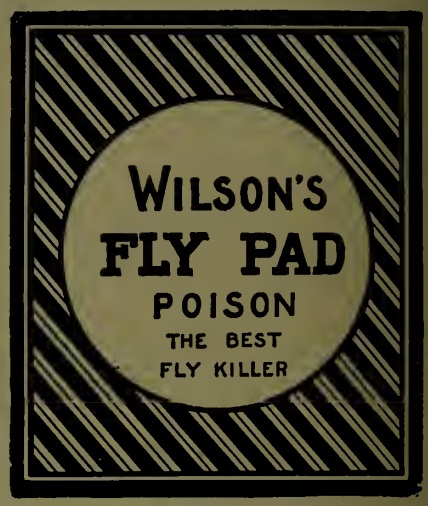


Is really the only device known that will catch and hold both the fly and the germ and coat them over with a varnish from which they cannot escape, preventing their reaching your person or food.

"Tanglefoot" Is Sanitary

Ask for "Tanglefoot"

Profit? Over 120 per cent. to you.



Stock the kind the housekeepers ask for.
Avoid poor imitations.

COMMON SENSE

KILLS {Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W

TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

SALT SALT

TABLE, DAIRY AND CHEESE SALTS

FINE AND COARSE SALTS IN SACKS AND BARRELS

LAND SALT

C. R. COOPER

Toronto Salt Works

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

Tea Weather--Tea History

When considering **Tea Weather**—the time when most people relish a drink of **Tea** after a surfeit of contaminated "cool drinks"—always consider **Tea History**—the **tea** that by its **Growth, Picking, Handling,** etc., is most able to **give** that **relish.**

Blue Ribbon *Ceylon* Tea

is the **Tea** that **can give** it.

Its **history** is a **history** of **Excellence** and **Merit**—the **Blue Ribbon** on the **package,** the **Blue Ribbon** on the **breast: Highest Honor.**

Red Label Line is **marvellously cheap—40c.—get it.**

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons

Hamilton Pottery **HAMILTON, ONT.**

LAST WEEK

B. H. M.

We mentioned

"SNAPS" IN CROCKERY

Would you not consider Goods from stock

at 10 per cent. Discount From Import Prices

with a freight allowance in addition ***"SNAPS?"***

Upwards of 50 different assortments to select from.

BARNARD & HOLLAND CO.

CORISTINE BUILDING

Crockery Importers and Manufacturers' Agents

MONTREAL

Madam Huot's Coffee

Has No Equal

NEW CROP TEAS

In Stock

13 Boxes **Condor I.** Japan Tea at **40c.** Extra choicest May crop both style and quality

Arriving in a few days

30 Boxes **Condor I.** Japan Tea at **40c.** Same as 1st lot in.

13 Boxes **Condor II.** Japan Tea at **35c.** Same liquor as Condor I., with slight difference in style.

In Stock

20 Chests Ceylon Black Tea, "**Meddekande**" choice orange Pekoe, at **22½c.**

20 Chests Ceylon Black Tea, "**Meddekande**" fine Pekoe, at **20c.**

This garden is well known for the high quality of its teas.

ASK FOR SAMPLES. IT PAYS.

Wholesale Teas, Coffees, Spices and Vinegars

E. D. MARCEAU

281-285 St. Paul Street, - - MONTREAL

THERE IS ONLY ONE GENUINE

Chinese Starch

IN CANADA

AND THAT IS THE STARCH OF THE OCEAN MILLS



This Starch gives the highest satisfaction to the housekeeper and shows a larger profit and quicker sales than any other Starch on the market. It is the most up-to-date package on the market.

FOR SALE BY ALL WHOLESALE GROCERS.

IF YOURS DOES NOT KEEP IT WRITE DIRECT TO US.

OCEAN MILLS

MONTREAL

PERHAPS

you are selling

Paterson's Worcester Sauce

If not, you are missing an opportunity for profitable extension of your business. Remember it sells quicker than any other sauce, because its price is away below its quality.

ROSE & LAFLAMME,
AGENTS,
MONTREAL

IT IS QUALITY

It is now generally acknowledged that Chocolate, and especially Milk Chocolate, is a very good article of food for "all sorts and conditions of men." The sale is therefore increasing every year. You can build up a good business in this line, but be sure to sell good, reliable goods. Such a line is found in "Klaus's"

The kind the public KNOW and ASK FOR.

THAT COUNTS

TRY A TRIAL LOT OF
say, 1 box each of the 2 for
5c., 10c. and 15c. sizes of

"KLAUS'S" IMPROVED SWISS MILK CHOCOLATE

AGENTS:
ROSE & LAFLAMME, MONTREAL

JUST LANDED EX. S.S. "HESPERUS"

250 Cases

ST. LOUIS VICHY WATER

The Most Sparkling — The Most Effervescent

Natural Mineral Water of the "Bassin de Vichy"

RETURNED
JUN 9 190



RED CLOVER

THIS IS THE BRAND

SOLD ALL OVER CANADA

L. CHAPUT, FILS & CIE.

"The Most Up-to-date Firm" — Wholesale Importers

SOLE AGENTS FOR CANADA

Pails and Tubs by Mail



A novel proposition, perhaps, but, Mr. Grocer, if you are in business in Ontario, Quebec, New Brunswick or Nova Scotia it should interest you because it will

Reduce Your Cost of Woodenware 12½%.

We are the sole agents for the largest woodenware factory in America. We want to do business with you.

We want Mail Orders and we are going to make it worth your while to send us your orders that way.

12½ Per Cent. off the following prices.

Here are the standard list prices :

Tubs, No. 0, - -	$11.25 per doz.
" " 1, - - -	9.00 "
" " 2, - -	7.75 "
" " 3, - - -	6.75 "
2-Hoop Pails, - -	1.85 "
3- " " - - -	2.00 "



On all orders amounting to $20 or over we offer a trade discount of **12½%** off the above prices—freight paid to any station in Ontario, Quebec, New Brunswick or Nova Scotia. Terms : 2% 30 days.

We guarantee our goods first class in every respect.

SEND US YOUR ORDER AT ONCE AND ASSURE PROMPT SHIPMENT

TAYLOR, SCOTT & CO.

Brooms, Brushes and Woodenware

TORONTO, :: ONTARIO

OUR TRAVELLERS
"STRIKE THE TRAIL"
ABOUT THE END OF THE MONTH WITH OUR NEW
WALL PAPERS
As a practical demonstration of crystalized experience and resourcefulness in producing effectiveness in design, novel and attractive color schemes, and a wide variety of patterns, the "Staunton" Line for 1906 more than maintains the high standard we have set as Wall Paper printers.
NO CONSIDERATION OFFERED BY OTHERS SHOULD INDUCE YOU TO PLACE ORDERS BEFORE SEEING OUR NEW SAMPLES AND PRICES.
STAUNTONS LIMITED
MANUFACTURERS
TORONTO

WALL PAPER

WHILE many departments of business have been suffering from a depression as a consequence of the unfavorable weather, the wall paper man has nothing but enthusiasm to show for his season's trade. The manufacturers who laid their plans for a big season in most cases fell short of the actual demand, and every day brings in sorting orders from all over the country for lines which are closed out. The sales have far exceeded the expectations of even the most hopeful dealer.

This encouraging condition is directly attributable to the progressive methods of manufacturer and retailer alike. The former saw the competition which the United States manufacturers were offering and they have met that competition by putting on the market superior designs and better paper for the money than the American manufacturers can do. The advance in the quality of wall paper manufactured in Canada during the last year is remarkable. It has become an art. As a consequence the imports of American wall papers into Canada, which steadily rose in quantity and value up to the year 1903, showed a marked falling off in 1904. This in itself is sufficient to show the growth in this industry in Canada.

Side by side with the advance in quality and attractiveness of Canadian-made wall papers has gone an advance in the selling methods of the retail distributors. What was till recently a side line of a paint shop, has become an integral part of up-to-date house-furnishing departments. Its place has been fixed as belonging to the store which sells carpets and curtains and drygoods-men are taking it up each year with greater avidity.

Having become established in the house-furnishing department, wall paper is now being treated as a part of the whole interior decorations. Any kind of paper is not permitted with any kind of carpet or curtain. The expert decorator suggests suitable designs and the sales accordingly receive an upward impetus. The more the idea of art in interior decoration becomes diffused, the greater will be the business in wall paper. Each store should have one salesman who pays special attention to the house-furnishing department. Expert suggestions on such matters are of invaluable benefit, first in making sales and secondly in satisfying the customer.

1906 Prospects.

Urged on to greater efforts by the success of last year's designs, the wall paper manufacturers have developed patterns for the 1906 trade which promise great favor. The beginning of June will see the travelers on the road with the new samples. It is impossible to give any general features of the new offerings at this date, but another month will unfold the whole scheme. In anticipation of a greater business even than the present season's, the Canadian manufacturers are putting themselves in readiness to meet the utmost demands. As a consequence of the exceptionally strong season this year, the manufacturers will start out with an absolutely fresh line of stock for next year's business. The sorting orders which are daily coming in are clearing out the last of this year's manufacture.

Prospects are bright for the new year's business. The travelers are taking their samples to men who have had a good season behind them. The public has been educated up to the demand for high-class papers. With designs of the attractiveness of the present samples no dealer should find difficulty in satisfying his wants.

Our Arrivals of

PINEAPPLES

this week will amount to over 1,500 cases, consisting of 3 cars Cubans and 1 car Floridas (first of the season). Prices are now at their lowest. Send in your orders.

McWILLIAM
Mc. AND E.
EVERIST

TORONTO, ONT.

Have also 2 cars Florida Tomatoes, and full lines Bananas, Oranges, Lemons, Etc.

Our second car of Late Valencias arrived, and the Oranges are very fine.

FRUIT AGENCY WANTED IN BRITAIN
Green and Canned, not Jams
House, with **20 years' connection,** in N.E. of England wants sole selling agency for that district. Unimpeachable business and bank references given. Only first-class firms represented.
J. W. LEAKE, - SCARBOROUGH
30 BARWICK STREET
Tel. Ad. "Leake, Scarborough."

The Stratford Wholesale Grocery Co., Limited
WANT
POTATOES

DRIED APPLES
BRIGHT, DRY STOCK WANTED.
O. E. ROBINSON & CO.
INGERSOLL
Established - - 1886

DRIED APPLES
We pay the highest market prices for bright dry quarters and make prompt remittance.
THE W. A. GIBB CO.
Packers and Exporters
5-7 Market St., HAMILTON

GREEN FRUITS AND VEGETABLES

The Cataract Wine & Canning Co., Niagara Falls, expect to begin work immediately on a $35,000 factory, to be completed by August 1.

* * *

The United Fruit and Produce Co., of Winnipeg, have made an assignment for the benefit of their creditors. It is thought that the assets will be almost sufficient to meet the liabilities if they can be realized upon to advantage.

* * *

A. McNeill, chief of the Fruit Division, Ottawa, leaves this week for the Pacific Coast, where he will make a thorough study of the various methods of fruit packing in vogue in the west. He will endeavor to secure a thoroughly experienced man to come east and instruct packers how to pack fruit for local and export trade. It is hoped to bring about uniformity in packing, especially for export, throughout the whole of Eastern Canada.

* * *

Thos. Clark, Lytton, B.C., writes to The Grocer that the apple, peach, pear, plum, and apricot trees, as well as grapes and small fruits, passed the Winter safely, and that indications point to a large fruit crop. In fact, at the present time farmers are picking surplus fruit off the trees in order to prevent damage from branches breaking, and to improve the quality of fruit. Lytton, which is situated at the junction of the Fraser and Thompson Rivers, in the dry belt of British Columbia, is an ideal location for fruit, melons and beans. During the present season there will be shipped no less than 250,000 lbs. of fruit in addition to melons and beans.

* * *

According to A. W. Donly, Canadian commercial agent to Mexico, in a recent report to the Department of Trade and Commerce, Ottawa, Canadian Winter apples will find a good and growing market in Mexico. To give satisfaction, however, they must be carefully selected and packed. If these conditions cannot be met they might better not be sent. Only the firmest and most carefully selected stock can be transported, in good condition, south to Mexico through and into the warm climate of the tropics. The market prefers a large, rather than a small, apple, and those who are not posted in regard to northern varieties prefer generally a bright colored fruit.

As for packing, it is recommended that apples of the same variety be selected as nearly as possible to one size, that each apple be wrapped in tissue paper and be packed invariably in medium-sized boxes. One concern in Mexico City received last Fall a carload of apples from Ontario. The instructions had been explicit as to selection of fruit and packing. They were not carried out, especially as to the selection of the fruit, and the result was that the importers were unable to clear themselves on the shipment; whereas had they been followed, not only would the importers have been encouraged to repeat their initial order, but Canadian apples would now be favorably known in Mexico.

The success of this trade would, undoubtedly, depend to a large extent on the establishment of a direct fast steamship service on the east coast, and it would be materially helped had the boats the advantage of cold storage accommodation.

ONTARIO MARKETS.

Green Fruits.

Toronto, June 8, 1905.

NOTWITHSTANDING unfavorable weather conditions, a brisk trade in all kinds of green fruit is reported. California navels are still arriving on the market, although the season is rapidly drawing to a close. Pines are moving actively, particularly Havanas and Floridas. Bahamas in bulk have been noted on the market during the last few weeks. The price of bananas continues high on account of the controlling interest of the new banana combine. The first shipment of California fruit for the season arrived this week, including cherries, apricots, peaches, plums, etc., and quotations on same are given below. We quote as follows:

Havana pines per case	2 50	3 00
Florida pines, per case	2 50	3 25
California navel oranges, per box	3 75	4 25
Oranges, Mediterranean sweets, per box		3 25
" late Valencias	4 25	4 50
Sorrento oranges, per case	3 50	4 00
New messina lemons, 300's, per box	2 25	3 00
" " 360's, per box	2 25	2 50
Bananas, large bunches, crated	1 75	2 00
Bananas, 8's, per bunch, crated		1 25
Bananas, 7-band bunches, off track	0 90	1 00
Red bananas, per bunch	2 00	2 25
Apples, Winter varieties	2 50	5 00
Baltimore strawberries, per quart	0 15	0 16
California cherries, per box		2 50
" apricots, "	1 75	2 00
" peaches' "	1 75	2 00
" plums, "	2 00	2 25

Vegetables.

Among arrivals for the week we note green peppers, which are selling at $3 to $3.25 a case. Root vegetables are becoming very scarce and what are left on the market are selling at an advanced price. Outdoor lettuce is quoted for the first time this season. Florida cucumbers and Bermuda potatoes have been replaced by North Carolina and Baltimore stock respectively. Our quotations are as follows:

Greenhouse lettuce, per dozen bunches	0 25	0 30
Outdoor lettuce, per doz. bunches	0 20	0 25
New radishes, per doz. bunches	0 20	0 25
Dry Mint, per doz bunches		0 20
Parsley, " "		0 20
Sage, per doz		0 20
Savoury, per doz		0 15
Carrots, per bag		1 00
Bermuda onions, per crate	1 25	1 50
Egyptian onions, per sack	2 50	2 75
Green house water cress, per doz.		0 25
Potatoes, carlots on track Toronto, per bag	0 55	0 65
Potatoes, per bag		0 75
" car lots, Eastern and Michigan	0 66	0 67
Parsnips, per bag		1 00
Cabbage, per doz	0 50	1 00
Turnips, per bag		0 75
Hothouse cucumbers, per doz.		1 25
North Carolina cucumbers, per hamper	2 00	2 25
Outdoor rhubarb, per doz. bunches		0 20
" onions		0 15
Florida tomatoes, per case	2 75	3 25
New beets, per doz. bunches		1 00
Spinach, per bbl	1 50	2 00
" per bush		0 40
Asparagus, per basket		1 25
Mushrooms Illinois, per lb	0 80	0 90
Baltimore potatoes, per bbl	3 50	4 00
New carrots, per doz. bunches		0 75
Waxed beans, per bush. box		2 75
Baltimore cabbage, per bbl. crate	2 00	2 25
Green peppers, per case	3 00	3 25

QUEBEC MARKETS.

Green Fruits.

Montreal, June 7, 1905.

Fruit dealers report that trade is fair, but not as good as first expected. There is a brisk demand in bananas, although they are not very plentiful, and stocks are only medium in quality. They are quoted in Baltimore for Jamaicas from $1.80 to $2.40, and for Cubas from $1.80 to $2.20, according to size and quality. This is lower than local prices this week. Pineapples have dropped 50c. per crate on account of heavy receipts. Canteloupes are arriving in small lots and selling at $7.00. Five cars of strawberries were sold on Friday and three cars on Saturday, prices ranging between 9c. and 12 1-2 cents. Some California cherries are also on the market, though in very small quantities, but of the finest quality and selling at from $2.75 to $3.00. We quote:

California cherries, box	2 75	3 00
Bananas	1 50	2 25
Cocoanuts, per bag of 100	3 00	3 25
Pineapples, 24 to case	....	3 25
" 30 to case	....	2 75
Jamaica grape fruit, per box	5 00	5 50
Florida grape fruit, per box	....	5 00
California navel oranges, per box	3 50	4 50
New Messina lemons 300's	2 25	2 75
" " " 360's	....	2 00
Apples Winter varieties	2 50	5 00
Sweet potatoes, per bbl.	....	6 00
Tomatoes, Floridas, crate	2 75	3 50
Lettuce, Boston	....	1 20
Strawberries	0 10	0 12½
Canteloupes, per crate	....	7 00

Vegetables.

Demand is very fair, and trade is considered good. According to opinion of dealers the crops will be late this year, especially in tomatoes; this is on account of cold and unsteady weather. Canadian asparagus is still arriving in small lots. New potatoes are selling well enough from $3.50 to $4.00 per barrel. There is a good demand for tomatoes at 35c. to 50c. per crate higher. Florida celery in small demand sells at 75c. dozen. Beans, cucumbers and cabbages brought small prices at a fruit sale last week, owing to small demand and poor quality of stock.

Florida tomatoes, crate	2 50	3 00
" celery "	....	4 00
" " doz	....	0 75
" cucumbers, basket	....	3 00
Bermuda onions, per box	....	2 25
New cabbage, per crate	2 00	2 50
Green and wax beans	2 50	3 50
Canadian Asparagus, doz. bunches	2 50	3 00
Potatoes, carlots	....	0 55
Less than carlots	0 65	0 70
Bunch lettuce, per doz. bunches	....	0 75
Radishes, per doz. bunches	....	0 20
Mint, per doz. bunches	....	0 10
Parsley, " "	0 35	0 75
Sage, per doz	....	1 00
Savory, per doz	....	1 00
Beets, new, per doz	....	1 25
Egg plant, per dozen	....	2 00
Green onions, per doz	....	0 15
Egyptian onions, per bbl	....	2 50
Yellow onions, in 80-lb. bags, per bag	....	2 50
Green house water cress, per doz	....	0 50
Green cucumbers, per basket	2 50	3 00
Green cabaage, crate	....	2 00
Waxed beans, per bush	....	3 50
Cauliflowers, home grown, per doz	....	2 50
Green peppers, per basket	....	0 75
Spinach, per bbl	....	2 25
Cucumbers, per doz	0 50	0 75
Texas onions, crate	....	2 00
Cranberries, per bbl	....	9 00

MANITOBA MARKETS.

Green Fruits.

No important changes since last week. We quote:

Oranges, fancy Washington navels, 96's per case	3 25
Oranges, fancy Washington navels, 112's, per case	3 50
Oranges, fancy Washington navels, 126's, per case	4 00
Oranges, fancy Washington navels, 150's, per case	4 50
Oranges, fancy Washington navels, 176's to 250's	5 00
Bitter oranges (for marmalade), 200's and 240's	2 50

The Week for Pineapples

The price is down to rock bottom. **Godinez Brand**, 18s, 24s, 30s, 36s. Ripened and shipped in sound condition.

Watermelons

The first car Floridas is due. Large, ripe stock.

Mississippi Tomatoes

4-basket crates. 2 more cars arriving this week.

WHITE & CO., Limited WHOLESALE FRUIT, PRODUCE AND FISH, *Phone Main 4106* **TORONTO**

W. B. STRINGER **SOON** J. J. McCABE

you will be wanting

WATERMELONS

Get from us quotations on the most carefully selected stock it is possible to procure.

W. B. STRINGER & CO. - 61 Front Street East, TORONTO, FRUIT BROKERS.

PINEAPPLES

NOW is best time to buy. Next car due THURSDAY, best Fruit, all sizes.

OUR FIRST CAR LATE VALENCIA ORANGES. Due Saturday, the celebrated "GOLDEN ORANGE" brand. Packed exclusively for us in Canada.

HUGH WALKER & SON, - GUELPH, ONT.

HERE YOU ARE ! !

Canadian Berries will be coming in soon, and through special arrangement we will have the choicest selection. We carry none but the best fruit. Have you tried us yet ?

The F. T. JAMES CO., Limited, 76-78 Colborne St. TORONTO

Tomatoes

Fancy Florida, ripe, 6-basket crates, $3.25 to $3.50 crate. Fancy Mississippi, ripe, 4-basket crates, $1.75 to $2.00 crate. Egyptian Onions, a snap. Sacks, 100 to 110 lbs., $2.50 sack. We have some St. Michael Oranges, put up in half boxes. These are thin-skinned, juicy fruit. 196 oranges to the half box, $1.75 half box.

The Dawson Commission Co., Limited, FRUIT, PRODUCE AND COMMISSION MERCHANTS

Corner Market and Colborne Streets, - - - - - - - - TORONTO

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

SUCCESSORS TO

Husband Bros. Co., Toronto; S. M. Culp, Beamsville; C. P. Carpenter & Son, Winona; Griffith & Woolverton, Grimsby; Titterington Bros., St. Catharines.

SPECIAL THIS WEEK

Car California Late Valencia Oranges, **$4.50 per case**, all sizes. These are beauties. Mexicans, Prime Fruit, **$3.00.** Car Fancy Pineapples, close prices.

"CROWN" BRAND
STRAWBERRIES
Select Fruit, Careful Packing,
Direct Service,
Reasonable Prices
E. L. JEMMETT
GROWER, PACKER, SHIPPER
"CROWN" BRAND FRUITS
Write or wire for quotations.
BEAMSVILLE, - - ONT.

BUY
Star Brand
COTTON CLOTHES LINES
—AND—
COTTON TWINE
Cotton Lines are as cheap as Sisal or Manila and much better.
For sale by all Wholesale Dealers
See that you get them.

45 HIGHEST AWARDS
In Europe and America
Walter Baker & Co. Ltd.

Trade-mark.
The Oldest and
Largest Manufacturers of
PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES
No Chemicals are used in their manufacture.
Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.
Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use.
Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.
Buyers should ask for and make sure that they get the genuine goods. The above trade-mark is on every package.
Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.
Bnrach House, 86 St. Peter St., Montreal

Bananas, fancy Limons, per bunch	3 00	3 50
Pineapples, per doz	2 50	3 00
Strawberries, quarts, 2 doz. in case, per case	3 00	3 50
Cal. cherries, 2 doz. in case, per case		3 00

Vegetables.

Parsley "	0 40
Mint "	0 45
Native onions, per lb	0 04
Carrots, per bush	0 40
Beets, "	0 80
Turnips "	0 40
Potatoes "	0 65
Celery, per doz	1 20
Florida tomatoes, 6 baskets in crate, per crate	4 50
Lettuce, per doz	0 50
Radishes "	0 50
Cucumbers "	2 00
Green onions, per doz	0 40
Egyptian onions, per lb	0 04½
New California cabbage, per lb	0 04
Australian onions, per lb	0 05

NOVA SCOTIA.
Green Fruits.

Halifax, June 7.

The market is well supplied with all seasonable fruit. The quality of the oranges, bananas, pineapples and strawberries is excellent, and the price very reasonable. During the week the market was overstocked with strawberries, and dealers, rather than let them rot, retailed them as low as fifteen cents per box.

Vegetables.

There is a marked improvement in quality and decrease in price in the vegetable market. American garden truck is disappearing, and the local product is taking its place. Native-grown lettuce, spinach and rhubarb is in good supply, and the price moderate. There is a good stock of splendid Bermuda onions on hand.

ST. JOHN.
Green Fruit.

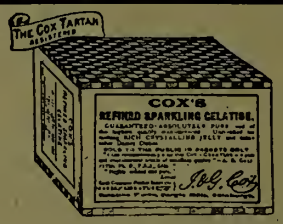
St. John, June 5, 1905.

Higher prices are the rule. In oranges, stock gets wasty at this season. Some quite good valencias are offered. Lemons are higher. The price, however, is still low. Bananas, which are such a large business at this season and have been very low, have also been advanced. Apples have little inquiry. Pines sell but slowly. Strawberries have been coming in very freely from Boston, and are much lower. Native rhubarb is quite freely offered at a low price.

SAMPLING RIPLEY PINEAPPLES.

The old saying that there are horses and horses may be easily metamorphosed into "there are pineapples and pineapples." Through the courtesy of Mr. Hart, of Hart & Tuckwell, Montreal, The Grocer representative had the pleasure of sampling a Ripley pineapple, and experience was as satisfactory as it was novel. A Ripley pineapple is an improvement on the ordinary wooden, fibry pineapple of the trade, and connoisseurs of fruit have no hesitation in admitting that a Ripley, while a slightly more expensive luxury, is in every way an epicure's delight. Somewhat longer in shape than the ordinary Jamaica and Florida pineapple, without the hard, thick skin of the ordinary fruit, it has a distinctive richness and mellowness and delicacy of flavor all its own.

DIAMOND BRAND
MAPLE SYRUP
IS NOT A COMPOUND
It is not only Pure, but it has that delicious flavor of fresh Sap Syrup direct from the sugar bush.
All Jobbers.
Sugars Ltd., = Montreal



Known and Loved for SIXTY YEARS
COX'S GELATINE
needs no introduction.
It is one of the old institutions of all English-speaking lands.
PURITY and STRENGTH are the watch-words of the makers.
Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "
J. & G. COX, Ltd.
Gorgie Mills,
EDINBURGH.

A Seasonable Line
which always sells well.
San-Toy Starch
If your jobber can't give you quotations write me direct.
J. H. MAIDEN
MONTREAL

WE IMPORT
Canned Goods, Apples, Grain, Maple Syrup and all Canadian products.
WE EXPORT
English and Continental Groceries, Sweetmeats, Oils, Colours, Chemicals, etc.
Let us hear from you.
T. B. BOWYER & CO.
80a Fenchurch Street, London, Eng.

A Delicious Cup of Coffee

Our 1-lb. tin **"CLUB"** brand **COFFEE** at **33** cents per lb. is without question the best value on the market. WE know it, YOU can prove it by asking us to send you sample—test it yourself. Supplied either whole roasted, or ground.

Cultivate your coffee trade, it will pay you, by buying the best—**"CLUB" BRAND.**

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.



WHAT ARE YOU DOING ABOUT THEM ?

About

SHIRRIFF'S MARMALADES

They are Canadian made. They are pure. They are delicious.

"IMPERIAL SCOTCH" AND "SHREDDED"

1 and 2-lb. glasses ; 7-lb. tins.

Try an Order

IMPERIAL EXTRACT CO.
TORONTO



Capstan Brand

PURE MOCHA AND JAVA GROUND

COFFEE

Put up in 1-lb. tins, with a very attractive label, and is giving perfect satisfaction. Ask your wholesale grocer for it, and be convinced of its high-grade quality.

CAPSTAN MNFG. CO., Toronto, Ont.

IF YOU WOULD

build up a sure business
get sure sellers.

Southwell's Jams and Marmalades

have the name for **being** and **are** the goods.

ORDER SOUTHWELL'S

Frank Magor & Co.
Canadian Agents
MONTREAL

Old fashioned notions are sometimes discounted in these days of false impression, but people who use Baking Soda insist on buying the

"COW BRAND"

because of the satisfaction it has given for over 50 years. That means a lifetime of satisfactory service. People wouldn't buy and keep on buying if there was any skimping at all in the goods.



If you want more recipe books for free distribution, you're only to say the word.

JOHN DWIGHT & CO., Manufacturers
MONTREAL

CANADA:
No better
Country

MOTT'S
DIAMOND
CHOCOLATE

MOTT'S:
No better
Chocolate

YOU NEVER KNOW
how Canadian manufacturers are improving their methods unless you
TRY their PRODUCTS

MOTT'S
Chocolates
MADE IN CANADA
equal the best imported.

John P. Mott & Co.
HALIFAX, N.S.
SELLING AGENTS:
J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO. JOS. E. HUXLEY, WINNIPEG.

Redpath
IS
CANADA'S STANDARD
FOR
REFINED SUGAR
Manufactured by
THE
CANADA SUGAR REFINING CO.
LIMITED
Montreal

BEAUCE
MAPLE SUGAR
FINEST PRODUCED
D. RATTRAY & SONS
Import and Export Agents
QUEBEC Montreal OTTAWA

A TRADE WINNER FOR GROCERS.



The full flavor the delicious quality, and the absolute purity of Lowney's Cocoa distinguish it from all others. It is a natural product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the nutritive and digestible product of the choicest Cocoa Beans. A quick seller and a profit maker for dealers.

THE WALTER M. LOWNEY COMPANY,
No. 447 Commercial Street, BOSTON, MASS.
CANADIAN BRANCH: 530 St. Paul St., Montreal

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,

Cake Icings,

Cream Bars, and

Cowan's famous Milk Chocolate

are absolutely pure goods

THE COWAN CO., LIMITED
TORONTO

Biscuits and Confectionery

is our line. We are open to give Jobbers or Wholesalers exclusive right of our goods where not already represented. If you purchase outright we can give you excellent terms with a guarantee that our goods will give entire satisfaction. Particulars and samples on application.

IMPERIAL BISCUIT CO., LIMITED
GUELPH, ONT.

Toronto Branch: 60 Front St. E.
Quebec City and Province: Messrs. BOIVIN & CRENIER

The Best Cereal Food to Eat, and the Best Cereal Food to Sell is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT**.

TRISCUIT is a **CRACKER**, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

The Natural Food Co.
Niagara Falls, N.Y.

Spring Drink

VAN HOUTEN'S COCOA

Spring Food

The Grocer who recommends Van Houten's Cocoa confers a favor on his customer that the latter will appreciate.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

E
D S



None Better

You cannot put better fruit on your shelves than

E.D.S. Brand of Jams, Jellies, and Sealed Fruits in Glass

That's a certainty

E. D. SMITH'S

FRUIT FARMS

WINONA, - - ONT.

EXPORTED TO U.S.

A considerable shipment of maple syrup has been made from Montreal to San Francisco, and it is expected that more will follow. This is said to be the first shipment of the kind made to California, and can be laid down there duty paid almost as cheap as the Vermont product, besides being of superior quality to the latter.

AN AID TO THE GROCER.

It is the exception nowadays when you run across a grocer who is not wise as to the value of up-to-date advertising. To these few, and to the trade at large, who would derive some practical benefit from the best book on advertising vet published, The Grocer recommends "Successful Advertising, and how to accomplish it," by J. A. McDonald. Retail grocers and general merchants especially will find the work invaluable. Fuller particulars may be obtained by communicating with The Grocer.

COMPANIES INCORPORATED.

The McLeod Milling Co., Limited, Stratford, have been incorporated with share capital of $100,000, to carry on a general grain and milling business. Provisional directors: A. C. McLeod and W. J. Mooney, of Stratford; Duncan Stewart, of the township of North Easthope, Perth County, and A. Faill and L. M. Leitch, of London.

The J. H. Maiden Co., Limited, Montreal, have been incorporated with share capital of $20,000, to carry on a general mercantile business. Provisional directors: R. T. Heneker, A. H. Duff, J. J. Robson, C. Ruttan, and E. Maiden, all of Montreal.

Maison Fournier-Fournier, Limited, St. Hyacinthe, Que., have been incorporated with share capital of $45,000, to carry on the manufacture of all kinds of liquors. Directors: P. Fournier, J. Fournier, and F. F. Lemonde, of Ste. Rosalie, Que.; and L. A. Masse, J. A. Godbout, J. C. Brodeur, and J. H. Robert, of St. Hyacinthe.

IF WE LOOK OVER

the list of those selling

PERFECTION CREAM SODAS

and do not find your name, shall we conclude that you are

GOING TO BUY



or that you are not in the race?

PERFECTION CREAM SODAS

will make friends with anybody.

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

OPEN UP WELL

No argument is needed to convince one that OLD HOMESTEAD BRAND CANNED GOODS are the handsomest on the market. That fact is self-evident. From first sight the handsome gold embossed labels caught the eye of the trade and won a trial for **Old Homestead Brand Canned Goods.**

But more than a striking label is needed to explain the favor that has been won in the last year by the OLD HOMESTEAD BRAND. Quality alone tells in a try-out, and here is where the

Old Homestead Brand Canned Goods Score.

They open up well. They are found to be as fine in quality as they are handsome in appearance. Just what you might expect when the choicest fruit and vegetables grown in Canada are packed, by experienced experts, according to the most modern methods and under conditions where scrupulous cleanliness is maintained.

That is why customers come back again and ask for the OLD HOMESTEAD Brand. That is why OLD HOMESTEAD Brand Canned Goods build up a grocer's trade and establish his reputation for high-class goods. Ask your wholesaler for the OLD HOMESTEAD Brand.

THE OLD HOMESTEAD CANNING CO.
PICTON, ONT. LIMITED

"We Are Seven"

Seven sharp grocers put their heads together, saw

Orange Meat

was a good article, and decided to push it.

Each one had a window display once a week and distributed cards about the coupons and premiums.

They sold more

Orange Meat

than other grocers.

You could have a "seven." Get the "other six." Bet you'll have a bigger bank account at end of year. There is nothing like

Orange Meat

THE

Frontenac Cereal Co.

Limited

KINGSTON, - Ontario

Flour and Cereal Foods

FAVORABLE CROP REPORT.

THE C.P.R. crop report, issued June 1, may be summarized in one word—excellent. There is not a point on the whole of the C.P.R. system through the wheat-raising country of the great west from which complaints are made, and as for the weather conditions, the only variation noted from the word favorable is the phrase, "very favorable."

The rapidly-growing wheat caries from two to six inches in height, and forms a thick mat on all the fields where seeding was well and carefully done. There have been several small showers in some localities, but they have been appreciated and by no means excessive. Even the districts in which the subsoil is gravel and sand, and which usually are the first to complain of dry weather, are extremely confident. Farmers and country merchants are enthusiastic, for the grain is now at a stage where it will take extremely bad weather to do serious damage. With a reasonable amount of rainfall during June and July the amount of wheat grown will create a new record.

FOOD PRODUCTS OF MEXICO.

WHEAT in Mexico is not the staple that it is in other countries, says A. W. Donly, Canadian commercial agent, in a recent report to the Department of Trade and Commerce, Ottawa. The bread of the masses is the tortilla, which is made of corn. The total yield of the principal cereal crops in the year 1902 was as follows: Rice, 39,877,354 pounds, value $1,270,000; corn, 74,000,000 bushels, value $39,206,000; wheat, 8,430,000 bushels, value $12,260,000.

Besides the cereals above mentioned, beans take an important place as a staple article of consumption. The kind most generally used is the brown bean (Mexican frijol) with considerable black. The white bean is grown in very limited quantities and is very little in vogue amongst the native population. The crop of beans of the various colors in 1902 amounted to 7,785,000 bushels, value $6,665,000.

Although Mexico is the original home of the potato, instead of reaching perfection there, it was left to other countries to develop its quality, while for many years the quality of the domestic article deteriorated. In very recent years, due to a demand for a better article and the introduction of new seed of improved varieties, the quality has improved. Still the domestic article does not compare with the imported. In the year already quoted the total domestic production amounted to 370,000 bushels, which, with a limited amount of the imported potato, represented the total consumption. The average retail price of potatoes on the Mexican market is $1.40 per bushel, the minimum and maximum being about $1.12 and $1.68; the cheapest price obtaining during June, July and August and the dearest from January to April 30th, when the new crop begins to be placed upon the market. The duty in Mexican money is two cents, Mexican, per kilogram, or about 26 cents Canadian per bushel. The freight rate to Mexico City would depend more or less upon origin of shipment. Given direct transportation from Canadian ports and with the superior article produced in Canada, a good and profitable business might be developed in this article which is yearly in much larger demand, due to increased and ever-increasing immigration from those countries where it is a staple and practically an article of prime necessity.

Owing to the very high freight rates by an all-rail haul the only way that Canada is connected commercially with this republic is via New York and the water routes that connect said ports with Veracruz, Tampico and Galveston. As will readily be seen, this is not a desirable way of handling shipments between the two countries, and more so as through bills of lading cannot be issued from point of shipment to destination. This makes it necessary for all shipments to be consigned to a commission house in New York for re-shipment, thus causing additional expense for brokerage, clearance, etc.

CEREAL NEWS.

C. A. McGaw, of the Lake Huron and Manitoba Milling Co., has been admitted to membership in the Montreal Corn Exchange Association.

Advices from St. John's, Newfoundland, state that German flour is being offered in that market at 50c. per barrel lower than either Canada or the United States can supply it for laid down in Newfoundland.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

Hot Weather Sellers





better than fresh milk or cream.

BORDEN'S
"EAGLE" BRAND CONDENSED MILK
"PEERLESS" BRAND EVAPORATED CREAM
are thoroughly sterilized, positively PURE, and RICH.

For sale by all jobbers—Write

WILLIAM H. DUNN, Montreal

JOS. IRVING, 92 Wellesley St., TORONTO.
ERB & RANKIN, Halifax, N.S.
SCOTT, BATHGATE & CO., Winnipeg, Man.
W. S. CLAWSON & CO. St. John, N.B.
SHALLCROSS, MACAULAY & CO., Victoria and Vancouver, B.C.

We beg to call the attention of the trade to the fact that we have the most modern machinery for manufacturing the following goods:

RETURNED AUG 30 1905
To Geo. Carroll
cust book 39
page 51

Rolled Oats
Gran. Wheat
Gold Dust
Family Oatmeal
Ground Wheat
Sd. and Gr. Oatmeal



Pot and Pearl Barley
Ground Oats
Flaked Wheat
Split Peas
Pea Meal
Ground Corn
All kinds of Feed

Consequently the goods are the best in the market.

PHONE, WIRE OR WRITE US FOR QUOTATIONS. PROMPT DELIVERY IN MIXED OAR LOTS OR OTHERWISE. LETTER ORDERS A SPECIALTY.

WM. McCANN MILLING CO., OFFICE and MILLS FOOT JARVIS STREET **Toronto**

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

TOBACCO PROSPECTS.

WARM weather has had a beneficial effect on tobacco sales during the last week. Conditions in the trade have noticeably improved. Weather conditions influence the tobacco business to a greater extent than is generally supposed. When the tobacco consumers can live out of doors in the Summer there is an upward bound in the sales of that commodity.

The successful retailer must be on the alert to see opportunities in his own line of business and to make the most of them. It will be of small benefit to him to have holidays and warm evenings and the other conditions which increase the sale of tobacco if he does not use special means to attract some of the custom to him.

Attractive displays are as possible in the tobacco department as in any other. Cigars and tobacco permit of great variety in show. To these may be added the accessories in the way of pipes, tobacco pouches, cigar cases, etc., which are not only profitable in themselves, but help to sell the regular goods. There is no class of goods which the manufacturers have gone to more expense to make attractive and salable than tobacco goods, and the retailer should adopt the devices offered to him and make the most of them to push his business.

EXPORTS OF CIGARS FROM CUBA.

Since April 1, 1904, the statistical bureau at Habana has published monthly statements of the exports of cigars, which shows the name of the manufacturers and the destination of the product.

According to these data the exports during the last nine months of 1904 were as follows:

Exports of cigars from Cuba during the nine months ended December 31, 1904.

Whither exported.	Exported by trust factories.	Exported by independent factories
England	33,740,000	32,801,000
United States ..	28,446,000	16,976,000
Germany	11,562,000	12,525,000
Canada	2,530,000	2,540,000
Other countries.	10,348,000	17,242,000
Total	86,626,000	82,084,000

These figures show that 51.3 per cent. of the total exports came from the trust factories and 48.7 per cent. from the independent concerns. When the trust was formed the trust factories supplied about 75 per cent.—according to the statement of the trust itself, 85 per cent. —of the total exports. It is therefore evident that the trust, up to December 31, 1904, has lost at least 30 per cent.—more than 50,000,000 cigars—in trade. The Frankfurter Zeitung says that while the exports of the independent factories to the United States are not very great, it should be borne in mind that the trust, in consequence of its almost complete monopoly of the trade in cigars, cigarettes, and smoking and chewing tobacco, exerted great pressure upon American importers and dealers, and, besides, shipped several millions of so-called reciprocity cigars and cigars of very low grade. If these millions of trust cigars had been deducted, the showing of last year would have been in favor of the independent factories. From all appearances the attempted monopolization of the cigar trade of Habana is not a success.

NO RECIPROCITY TREATY.

The announcement of the German Government that it is its intention to assess maximum rates of duty on American products after March 1st next unless the United States in the meantime negotiates a reciprocity treaty, has drawn from Secretary of Treasury Shaw an expression that such a treaty will not be negotiated. This treaty might prove of great advantage to American tobacco exporters. The increased duties on American tobacco will not be pleasing to German manufacturers, who have a fixed price, beyond which they will not go if they can possibly avoid it, and they will search the world over for substitutes which can be purchased cheaper.

MARRY MAN WHO SMOKES.

At a woman's club the other day an elderly matron said to some young girls: "Never, on any account, think of marrying a man who doesn't smoke. I have had a good deal of experience with men, and I have found that non-smokers are invariably peevish, querulous, full of a nervous ill humor.

"Especially in the evening, after dinner, when he should be at his best, the

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

Questions and Answers

Q. Do you sell the Pebble and Pharaoh Cigars?

A. They sell themselves.

Q. Do you have any complaints?

A. Yes, when my stock has run out.

Q. Did you ever hear of better Cigars than the Pebble and Pharaoh?

A. I have often heard of better Cigars than the Pebble and Pharaoh, but I never saw them.

Note.—J. BRUCE PAYNE, LIMITED, GRANBY, QUE. are the makers of these famous Cigars.

Letters to Tom, the Grocer.—No. XI.

HAMILTON, June 8, 1905

Dear Tom:

Put a little money in better store fixtures—better shelving, counters, scales, glass cases, mirrors, and such things. Don't try to do it all at once, and don't put it off until you can. Do a little regularly. By and by your store will be the finest in town, and you'll begin to get back every cent you spent in making your store such a smart one. Don't forget this advice.

Your tobacco department looks much better than it did a year ago—and we are very glad to see the ***T. & B.*** sales so good.

Yours truly,

GEO. E. TUCKETT & SON CO., LIMITED.

Per J.

non-smoker is hard to put up with. The smoker, after dinner, lights his cigar or his cigarette and at once falls into a placid mood, a happy, contented, angelic mood. But the non-smoker paces the floor restlessly, finds fault with this and that and everything, and at a word flies into a nervous and hysterical rage.

"I am convinced that Providence intended men to smoke, and for that reason placed tobacco on the earth. With the man who doesn't avail himself of this kindly gift of Providence there is something wrong, there is much wrong, and if you want to marry happily reject every non-smoker who proposes to you."

TOBACCO EXTRACT MONOPOLY.

From Ottawa it is learned that the consul-general of Italy has notified the Canadian Government that the Finance Department (Monopolies Division), Kingdom of Italy, will receive tenders for exclusive right for six years of the sale abroad of tobacco extract, produced in the tobacco manufactory at Turin. The quantity to be purchased yearly runs from 2,500 to 3,500 cwt. The ordinary extract is stated to be "an extract adulterated with carbolic acid at one per cent., and containing from eight and a half to nine per cent. nicotine." Further particulars may be obtained from the consul-general of Italy, Montreal.

CLAY PIPES

A perfect article. Sell it.
Insist upon having McDougall's.

D. McDOUGALL & CO., Glasgow, Scot.

SWEET CAPORAL



CIGARETTES

STANDARD OF THE WORLD

Sold by all Leading Wholesale Houses.

IF YOU FOLLOW IN THE TRACK

of the King Buffalo Cigar, you will find it nets good returns to grocers ; excellent returns to live grocers.

King Buffalo Cigars

Can be had for $35.00 per M. ; express paid on sample hundred if cash accompanies order, also on all time orders of ½ M. or over. Packed in wax-lined pockets to prevent drying. Smokers, return pockets and thereby secure set of fine art pictures.

Canada Cigar Co., Makers, London, Ont.

DEALERS MAKING MONEY POINT TO

SATISFIED SMOKERS, CHEWERS, POINT TO

McALPIN'S

STANDS FOR EVEN PRICE SELECT STOCK

STANDS FOR FAIR DEALING, GOOD RESULTS

WM. BRAID & COMPANY



TEA AND COFFEE IMPORTERS

The Big Tea and Coffee House of the Great West

We are the largest importers of Teas, Coffees and Spices in the Canadian North-West. We deal in them exclusively, therefore are in a position to take care of your smallest orders or handle your largest ones—Satisfaction guaranteed.

Write us for samples and quotations.

VANCOUVER, B. C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

June 8, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—
Bee" brand, 48 5c. pkgs., per case....$1 75
" " 27 10c. pkgs, " 2 00
" " 10 25c. pkgs, " 1 75

Cook's Friend— Per doz.
Size 1, in 2 and 4 doz. boxes..... $2 40
" 10, in 4 doz. boxes..... 2 10
" 2, in 6 " 0 80
" 12, in 6 " 0 70
" 3, in 4 " 0 45
Pound tins, 2 doz. in case..... 3 00
12-oz. tins, " " 2 40
5-lb. " ¼ " " 14 00

W. H. GILLARD & CO.

Diamond—
1-lb. tins, 2 doz. in case $2 00
½-lb. tins, 3 " " 1 25
¼-lb. tins, 4 " " 0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.....	10c.	$0 85
3 doz.....	6-oz.	1 75
1 doz.....	12-oz.	3 50
½ doz.....	12-oz.	3 40
½ doz.....	2½lb.	10 50
¼ doz.....	5lb.	19 75

JERSEY CREAM BAKING POWDER.

¼ Size, 5 doz. in case..... $0 40
½ " 4 " " 0 75
¾ " 3 " " 1 25
1 " 2 " " 2 25

OCEAN MILLS. Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.... $0 45
" " " ½ lb., 5 doz.... 0 90
" " " 1 lb., 3 doz.... 1 25
" Borax, ¼ lb. packages, 4 doz.... 0 40
" Cornstarch, 40 pks. in a case .. 0 78
Freight paid 5 p.c. 30 days

MAGIC BAKING POWDER.



Cases.	Sizes.	Per doz.
6 doz.....	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
		Per case
2 "	6 oz.	$4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER CO.

	Sizes.	Per Doz.
Royal—Dime		$ 1 00
"	½ lb.	1 60
"	6 oz.	2 25
"	½ lb.	2 90
"	12 oz.	4 50
"	1 lb.	5 75
"	3 lb.	15 50
"	5 lb.	25 50

	Sizes.	Per Doz.
Cleveland's—Dime		$ 1 00
"	½ lb.	1 50
"	6 oz.	2 20
"	½ lb.	2 80
"	12 oz.	4 25
"	1 lb.	5 50
"	3 lb.	15 00
"	5 lb.	25 00

"VIENNA" BAKING POWDER.

Per doz.
1-lb. tins, 4 doz. in box. $2 25
½-lb tins, 4 doz. in box..... 1 25
¼-lb. tins, 4 doz in box..... 0 75

'BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins $3 50
" " 36 10 " 4 00
" " 24 16 " 4 50
" Beaver " brand, 24 16 pks..... 4 80



EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb..... $0 17
In 10-box lots or case 0 16
Reckitt's Square Blue, 12-lb. box 0 17
Reckitt's Square Blue, 5 box lots 0 16
Gillett's Mammoth, ½ gross box..... 2 00
Nixey's "Cervus," in squares, per lb. 0 16
" " in bags, per gross 1 25
" " in pepper boxes, according to size..... 0 02 0 10



J. M. DOUGLAS & CO.—Laundry Blues.
"Blueo "—10-lb. boxes containing 10 pkgs., 4 squares each .....per lb 16½c
"Sapphire " 14-lb. boxes, ½ lb. pkgs. per lb 12½c
"Union"—14-lb boxes, assorted 1 & ½-lb. pkgs., per lb..... 10c

Black Lead.

Reckitt's, per box..... $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

Per gross
6a size.....$2 40
2a size 2 50

Borax.

"Bee" brand, 5 oz., cases, 60 pkgs.... 2 25
" " 10 oz., cases, 48 " 3 25
" " 16 oz., cases, 48 " 4 25

EAGLE BORAX.

Per doz.
Cases of 5-doz. 5c. packages $0 45
" 5-doz. 10c. " 0 90

Cereals.

Wheat OS, 2-lb. pkgs., per pkg..... 0 08
" " 7-lb. cotton bags, per bag. 0 18½

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—
Hygienic, 1-lb. tins .....per doz. $6 75
" ½-lb. tins ..... " 3 50
" ¼-lb. tins ..... " 2 00
" fancy tins..... " 0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb. 0 50
Perfection, ½-lb. tins, per doz..... 2 40
Cocoa Essence, sweet, ½-lb. tins, doz..... 2 55

Chocolate— per lb.
Queen's Dessert, ¼'s and ½'s..... $0 40
" 6's..... 0 42
Mexican Vanilla, ¼'s and ½'s..... 0 35
Royal Navy Rock, " " 0 30
Diamond, " " 0 25
" 8's 0 28

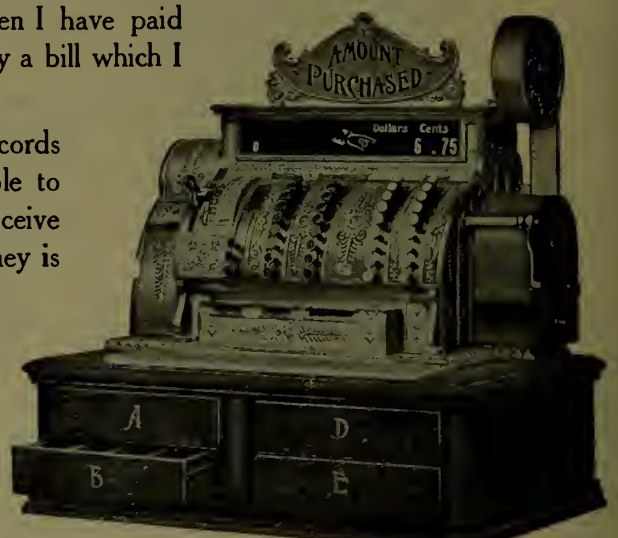
Icings for cake— Per doz.
Chocolate, pink, lemon color, lbs....$1.75
Orange, white and almond, ½-lbs.... 1.00

Protect Your Customers and Increase Your Business

A customer who occasionally pays on account gives the following reason for preferring to trade with a merchant who uses a National Cash Register:

"I would go out of my way to trade with a merchant who uses a National Cash Register. I have had so much trouble because my account has not been credited when I have paid money on account and I have been asked so many times to pay a bill which I knew had been paid.

"The National Cash Register owned by Mr. Hardy records all money I pay on account at the time I pay it. It is impossible to credit that payment to anyone else. For further protection I receive a receipt printed automatically by the register when the money is received and recorded."



A National Cash Register increases your trade and your profits by preventing mistakes and avoiding disputes with customers.

Let our representative call and explain our system to you.

Cut off here and mail to us today

NATIONAL CASH REGISTER COMPANY, DAYTON, OHIO

*I own a*_____. *Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy.*

Name

Address

No. Clerks

Confections—

	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs.	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ¼-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caracas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	....
" ¼'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

½ lb tins, 4½ doz. to case	per doz.,	$ .90
1 " " 4 " "	"	2.40
½ " " 2 " "	"	4.75
1 " " 1 " "	"	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.



	Per lb.
Elite, ½'s	$0 30
Prepared cocoa, ½'s to ½'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" " ¼'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Sweet chocolate liquors, 20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Aanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ½, ¼, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb, tins.	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44

Sweet chocolate powder—

6-lb. boxes, 12 boxes in case, ½-lb. tins. 32c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 34c.

Premium chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 33c.
12-lh. hxs., 6 bxs. in case, ½-lh. pkgs. 33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 35c.

Medallion sweet chocolate—

3-lb. bxs., 24 bxs. in case, ½-lb. pkgs. 44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 44c.

Milk chocolate—

3-lb. bxs., 24 bxs. in case, ½-lb. pkgs 35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 35c.

Vanilla sweet chocolate—

3-lb. bxs. 24 bxs., in case, ½-lb. pkgs. 32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 32c.

Tid-Bit chocolate—

6-lb. bxs., 12 bxs. n case, ½-lb. pkgs. 30c.
12-lb. bxs., 6 bxs. in case, ½-lb pkgs. 30c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs. 23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs 23c.

Condensed Milk.

"Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, qr. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20



TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60



Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70
"Beaver" coffee, 24-1 lb. pkgs.	4 80
"Sun" brand, 25 and 50 lb. tins—	
Gem, roasted or ground	0 30
Extra, " "	0 26
Fine " "	0 22
Fancy " "	0 18
"Beaver" (ground only compound)	0 15

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Neotar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1?

JAMES TURNER & CO.

	Per lh
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lh
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lh. tins	0 31
" " " 2-lb. tins	0 60
100 lh. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lh. boxes	35c.

S. H. & A. S. EWING'S.

	Per lh
Mocha and Java coffee, in 1-lb tins, 30-lh cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	1? 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

Arguments with your Customers

ABOUT THE QUALITY OF THE GOODS YOU SELL THEM, NEVER OCCUR WHEN YOU SUPPLY THEM WITH

"CROWN" Brand

TABLE SYRUP

PUT UP IN TINS—

2-lb. tins—cases	2 doz.	Also in Brls., ½ Brls.
5 " " "	1 "	Kegs and Pails.
10 " " "	½ "	
20 " " "	¼ "	

Freight paid on 5 cases and over to all railway stations East of North Bay.

—There is no better table syrup
—it has the true syrup flavor, color, body

The 2 lb. size tin is a favorite with the consumer—Retails at 10 cents.

—Order a case through any first-class jobber.

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

83 Front St. East, TORONTO, ONT.

Works: CARDINAL, ONT.

164 St. James St., MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.



	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents
The Davidson & Hay, Limited, Toronto

Fly Pads.



Wilson's Fly Pads, in boxes of fifty 10 cent packets, $3 per box, or three boxes for $8.40.

Feed.

Robinson's patent barley	½-lb. tins	$1	2 5
" " "	1-lb. tins	2	2 5
" " groats	½-lb. tins	1	2 5
" "	1-lb. tins	2	2 5

	Per doz.
Robinson's patent barley, 5 doz., at	$ 1 40
" " 1 doz., at	1 45

Jams and Jellies.

SOUTHWELL'S GOODS.

Frank Magor & Co., Agents.

	Per doz
Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 06½
7 and 14-lb. wood pails, per lb.	0 06½
30-lb. wood pails "	0 06½
Pure Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate, per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz.	$ 3 60
3 cases "	3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

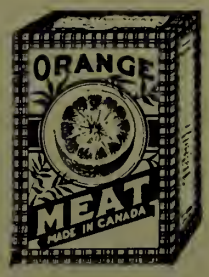
Mustard.

OOLMAN'S OR KEEN'S.

D.S.F.,	1-lb. tins, per doz.	$ 1 40
"	½-lb. tins "	2 50
	1-lb. tins "	5 00
Durham	4-lb. jar, per jar.	0 75
"	1-lb. jar "	0 25
F. D.,	½-lb. tins, per doz.	0 85
"	½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins, per lb.	$ 0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25



Orange Meat.

Cases, 36 15c. packages... $4.50
5 case lots.... 4.40 (Freight paid.)
Cases, 20 25c. packages... 4.10
5 case lots.... 4.10 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand	1-lb. glass	$1 50
" "	quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints) per doz.	$ 2 30
Corked " "	

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case) $1 45

Soda.

COW BRAND.



Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND.

"Bee" brand, 8 oz., cases, 120 pkgs.	Per case
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	$2 75

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

ARE YOU SELLING ALL THE LIME JUICE YOU SHOULD?

No? Then you are NOT handling "Montserrat" Lime Juice.

"Montserrat" is a quick seller and a steady seller. It sells to your best trade, and it is just what your best trade wants.

Put in "Montserrat"—the pure, delicious juice of fresh limes, let your customers know you have the Lime Juice they want—and then watch the sales pick up.

"Montserrat" is a summer money-maker. Have your wholesaler send a dozen at first, just to supply the demand that we create by advertising. It sells itself.

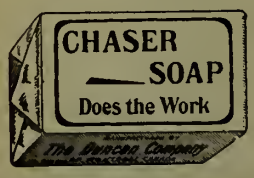
"MONTSERRAT" LIME JUICE

BABBITT'S.



Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes a freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, bxs each doz., $2 per box.

WM. H. DUNN AGENT.



CHASER SOAP.

case $2 40
Special quotations for quantities.

(Fairbank)

GOLD DUST WASHING POWDER.

24 25c. packages	$4 65
5 " 10c. "	3 90
100 5c. "	3 90
100 10c. cakes (Glycerine Tar Soap)	6 50
100 10c. cakes (Sanitary Soap)	6 50
100 5c. cakes (Fairy Soap)	3 90
100 5c. cakes (Capco Soap)	3 90
100 5c. cakes (Scouring Soap)	3 90
100 5c. bars (Santa Claus Soap)	3 80
100 5c. bars (Clairette Soap)	3 65
100 5c. bars (Mascot Soap)	3 45

The above quotations are all on 5-box lots. When one box of specialties is purchased with each five boxes of laundry soap the latter is reduced in price 10c. per box.
Freight prepaid.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 05½
No. 1 " 3-lb. "	0 05½
Canada laundry	0 04½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
Bee" brand starch—	
" laundry, 64-12 oz. pkg. per case	$5 00
" " 32-12 " per ½ "	2 50
" corn starch 40-16 oz. pkg. " "	3 00
"Sun" borated starch, 40-16 oz. pk. per case	3 00
" borated starch, 50 box. 100 lb. keg	0 06½
" laundry " 50 " " " "	0 05½
"Gem" " " 100 & 200 lb. kegs	0 05½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 04½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 06½

SAN TOY STARCH.

10c. pkges, cases 5 doz., per case 4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

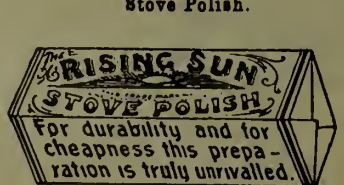
Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 06½
Durham corn starch, 40 lb.	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 04½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½



OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



W. H. DUNN, AGENT.



Enameline No. 0 38 4, bxs., ea. 3 dz.	
Enameline No. 0 65 6, bxs., ea. 3 dz.	
Enamelline liquid, bxs, ea. 0 80 3 doz.	
Blackene, 5-lb. 0 10 cans, per lb.	
Enameline stove dressing, per doz.	0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70



Teas.

SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c.	0 22
Green Label. " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	
" " 120 ½-lb.	0 36

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND

	Wholesale.	Retail
Red Lacel, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 40
" III 80-lb. boxes	0 35
EMD AAA Japan, 40 lb " at	0 30
" AA " 40 "	0 27½
Blue Jay, basket fired Japan, 70 lbs.,	0 27½
"Condor" IV 80-lb. "	0 30
" V 80-lb. "	0 26½
" XXXX 80-lb. boxes	0 23½
" XXXX 30-lb. "	0 25½
" XXX 80-lb. "	0 20
" XXX 30-lb. "	0 21
" XX 80-lb. "	0 18½
" XX 30-lb. "	0 19
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½
"Condor" Ceylon black tea in lead packets	
Green Label, ½s, ¼s and 1s, 60-lb. cases ..... retail	0 25 at 0 20
Grey Label, ½s, ¼s and 1s, 60-lb. cases ..... retail	0 30 at 0 23
Yellow Label, ½s and 1s, 60-lb. cases ..... retail	0 35 at 0 26
Blue Label, ½s, ¼s and 1s, 50-lb. cases ..... retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases ..... retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases ..... retail	at 0 40
Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 ..... per lb.	0 35
No. 2 ..... "	0 30
No. 3 ..... "	0 26
No. 4 ..... "	0 20
No. 5 ..... "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s.	$0 46
" Amber, 8s. and 3s.	0 60
" Ivy, 7s.	0 50
" Rosebud, 7s.	0 51
Chewing—Currency, 12s. and 6½s.	0 46
" Old Fox, 12s.	0 48
" Snowshoe, 6½s.	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.	0 45
" " 16 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.	0 47
" Dixie, 7s.	0 56

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E. D. MARCEAU, Montreal.

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Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
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Victoria " doz. 5c.	1 00
" " 3 doz. 10c.	1 80

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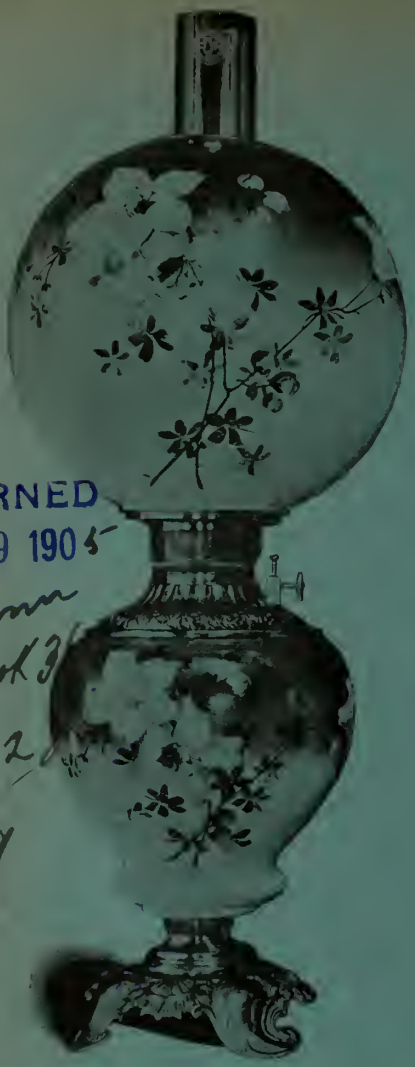
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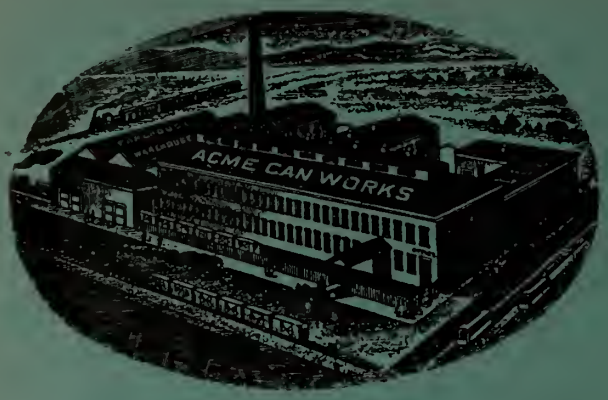
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"	112 "	"	112 "
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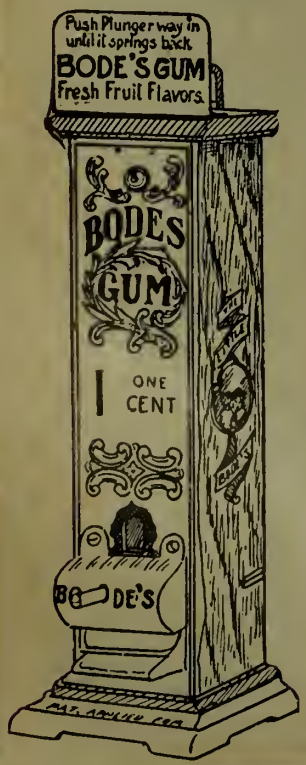
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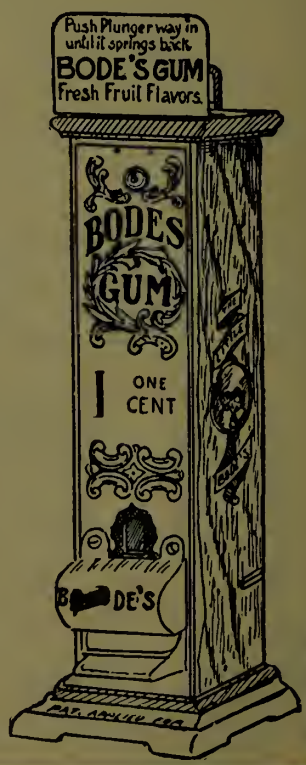
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MONTREAL, P.Q.—A J. Hughes, 1483 Notre Dame St.
WINNIPEG, MAN.—A. Strang & Co., 233 Fort Street
VANCOUVER, B.C.—C. E. Jarvis & Co., Holland Block



A WALKER BIN INTERIOR

ISN'T IT A FACT?

that the if-you-don't-see-what-you-want-ask-for-it method of introducing your goods loses customers and keeps the back shelves filled with stock which, if properly displayed, would meet with ready sale?

GOODS WELL DISPLAYED ARE HALF SOLD and goods displayed in Walker Bins always look fresh and inviting, because everything is under glass and protected from dirt and insects, while the display is at once effective and impressive.

There is no way to so effectively display goods as with . . . . . **Walker Bins**

Booklet for the asking. It's worth the little trouble it takes to write for it.

THE WALKER PIVOTED BIN AND STORE FIXTURE CO.

Head Office: Board of Trade Building, TORONTO

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.
LIMITED

Montreal



GREIG'S

WHITE SWAN

Jelly Powders

All true fruit flavors—High-grade and dependable in every respect.

THE **ROBERT GREIG CO.,** LIMITED
White Swan Mills, TORONTO

More Light-

That's what we all need. You'll get it by using "BON AMI"—the best window cleaner known.

HASN'T SCRATCHED YET

A Metal Polish and Glass Cleaner unequalled.

W. H. GILLARD & CO., HAMILTON.

Wholesale Grocers, Tea and Coffee Importers.



PERHAPS

"Perhaps" signifies that the grocer does not know whether he has purchased the right article or the haphazard variety until he hears from his own customers.

And "perhaps" by so buying he has lost a dozen of them who will never again ask him to show them a sample of Coffee.

There is no such word as "perhaps" in the composition of **WOOD'S COFFEES**, but space and life are too short to specify.

CANADIAN FACTORY AND SALESROOM
428 ST. PAUL ST., -- MONTREAL.

Have on hand a thoroughly reliable remedy like

MATHIEU'S NERVINE POWDERS

that you can offer to your customers without fear, to cure any nervous pain they may be afflicted with. It may be the timely deed which will bind your customer more closely to you, even as the well directed blow on a red-hot iron moulds it to the required shape. Gratitude in some practical form is sure to be shown, your courtesy and goodness will be talked of, and as indirect profit this is very good work; but then there is also a steady direct profit worth having from the sale of these powders.

The most up-to-date grocers keep throughout the summer a good stock of the famous Cough Remedy

MATHIEU'S SYRUP
of Tar and Cod Liver Oil

They find there is a constant demand for this excellent remedy.

J. L. MATHIEU CO.,
SHERBROOKE, Que.

H.P. What is it?

House of Parliament

SAUCE AND PICKLES

HIGH CLASS TABLE DELICACIES

Agents for Toronto and District:

WARREN BROS. & CO.

35 and 37 Front Street East, - TORONTO

THE FUTURE OF THE COUNTRY STORE

By C. M. Harger, in the Atlantic Monthly.

STANDING before the door of his long-established but modest emporium, his ample form flanked by windows displaying hose and pancake flour, boys' suits and writing paper, washboards and cigars, while a garish sign, "General Merchandise," creaked above, the pioneer proprietor pointed to a heap of freight the train now disappearing over the plains had dumped on the depot platform.

"More work of the catalogues," he commented bitterly. "Three sacks of 'em came to the post office last week,—now the folks are sending for the goods. Think they are saving money, I suppose."

"Perhaps they are"

"Not much. If they will give me all their orders and pay cash, as they have to do with the catalogue mail-order houses, I'll get 'em just as good stuff, and just as cheap. Some things they may buy cheaper, but they're cheaper goods."

"Why do they do it, then"

"Because it's the city,—it sounds better, somehow; and the catalogues make everything look so fine. Why, the other day a farmer came here to borrow wrenches to set up a windmill he had sent to Chicago for. Then they expect me to take what's left,—or when they haven't the cash to send away. It's getting so that the farmer can live ten miles from town and even buy his groceries in St. Louis or New York and have 'em delivered without leaving the place. It means that we might as well shut up shop."

The Favored Visitors.

A few years ago I visited the largest mail-order store in Chicago, where millions of dollars' worth of merchandise is sent out every year. Its dozen floors are crowded with goods and employes—and some customers. Few of the latter are from the city. At the door stands a clerk, who carefully inspects every visitor.

"From out of the city, sir?"

If the answer be "No," you may enter or not as you please,—little does the well-trained employe care.

"Yes,—from Iowa," and how the hand goes out in greeting!

"Glad to have you come in; look over the store,—and here is a ticket for the elevator to the tower."

The ticket is marked "25 cents," and you are told it costs that sum to a resident of the city. The store caters only to out-of-town visitors. Of course you go to the tower,—you had paid gladly to reach lesser heights elsewhere. In the elevator you find people who are evidently strangers to the big town: some are farmer-folk making their first visit to the metropolis. "We bought all Kate's housefurnishing from here," is overheard as a group is pressed against the iron railing at the top. They are overcome by the wonders spread out far below them, and will go back home with marvelous tales of the greatness of the city and of the magnitude of this supply house in particular, the bestower of a free elevator ride.

A Plea For Free Buying.

A representative midwestern farmer addressed his State's agricultural society recently, making this plea for buying wherever he pleased. The farmer is able to sell as well as can the man of whom he buys, and he sells for cash, hence he is entitled to buy where he can buy cheapest. He went on: "Your nearest merchants claim the right to buy where they can buy the cheapest, whether it be of you, from Kansas City, or New York; it is also true that they exercise this right, for one day I happened in one of our home stores just as a town lady was buying some cabbage. The merchant was, of course, praising his wares, and would use his set form of speech by saying that those cabbages he had had shipped in from Wisconsin. Knowing that there were plenty of cabbages for sale by farmers, we put in our oar to the extent of asking why he did not buy his produce from those who bought goods of him. 'Well, you see,' he explained, 'we can get Wisconsin cabbage laid down in our store for the same as we pay for home stock, and these'—giving the crate the vegetables were shipped in a kick with his foot,—'are solider than any we can buy here.' How hollow their cry, 'Buy of your home merchant, the man who takes your products,' sounded to us after hearing this bit of talk from the dealer himself.

"But does the merchant you pay money to for goods keep it at home any more than you do when you send to Kansas City or Chicago for what you want? Let us see. Suppose you want a sack of granulated sugar. Your home merchant sells you a sack for six dollars, puts a dollar of it in his own pocket for handling it for you, and sends the rest to the sugar trust in the east to pay for the sugar. On the same day you buy the sugar from your home dealer, let us suppose you send to some mail-order house for another sack of a like grade. You send away $4.75, and when the sugar comes you pay fifty cents in freight, making it cost you $5.25, saving you seventy-five cents. The reason we quote no freight charges against the home dealer is because all dealers usually buy on a basis of 'delivered at your store,' but the freight charges have been added, and the consumer has to pay them, no matter where the goods originally came from. You have seventy-five cents instead of the merchant having one dollar."

Is It a Sound Argument?

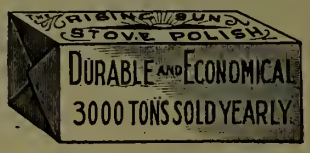
This is a typical argument of the mail-order house's farmer buyer, but it does not include the legitimate outcome of such a proceeding extended to an entire community. It is probable that few of the farmers who exploit so glibly the process by which seventy-five cents is kept at home would care to have their county towns come to the natural result from universal adoption of this policy. Instead of streets of brick blocks where thriving business houses bring the attendant features of modern town life, there would be only a railway station, post office, blacksmith shop, doctor's office, and grain elevator. The lawyers would have their offices in their homes or in the court house; there would be no need of storerooms, and the county newspaper, which would contain no advertising except mail-order house announcements printed on its "patent inside," could probably occupy one end of the commodious freight depot which would be necessary to care for the many shipments of goods. The rural districts of the nation would be very dismal places were this the situation and were all the local places for distribution of the needs of the home wiped out.

It is also interesting to note the magnitude to which the central establishments for furnishing goods under such conditions would attain. They would overshadow the mightiest emporiums of the present. The railroads would be burdened with small shipments to individuals, and the mails would be heavy with orders. The few large cities would contain these great dispensing centres, and the remainder of the commercial life of the country would be practically nothing, being confined to the minor trades and needful professions. The country store would be a thing of the past: business would be centralized beyond any conditions now existing.

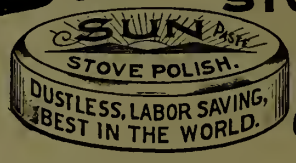
Genesis of the Country Store.

To go back to the genesis of the country store: from the beginning as the nucleus of the settlement life, it has become one of a dozen struggling enterprises desirous of securing the trade of the surrounding country. As the town grew and reached its permanent position among the municipalities of the State, the pioneer store, if it was managed with intelligence, retained its general character, but, branching out, took on the nature of a department store on a small scale.

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE.



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

It yet sold washboards and millinery, but it did so in the different departments, each with a head and a corps of clerks. The probabilities are that its owner has become a "mercantile company," meaning that the originator has taken into partnership some of his helpers in order to get more faithful service. These stores, of which nearly every country seat has two or more, are to the country communities what the great emporiums are to the city trade. They occupy full pages in the county weeklies, and their advertising, prepared by some bright clerk or bookkeeper, does not suffer in comparison with that of high-priced "adsmiths," who give professional service in the announcements of the city department stores. Smart delivery wagons make prompt and accommodating disposal of goods at customers' houses. Frequent visits of the proprietors to the large cities keep in evidence through carefully arranged display windows a touch of the world's newest designs.

Strength of Country Stores.

The strength of these stores is this,—they carry large stocks; their owners are often interested in mills or elevators that buy the farmer's grain; they take all the eggs and poultry brought to town,—being the feeders for the commission houses of which the Nebraskan complains,—and they meet the prices of the mail-order houses as closely as possible. Many of them keep standing in the local papers such announcements as this: "We will duplicate the price of any article advertised in a mail-order catalogue."

Such a statement does not secure all the trade, but it goes a long way to convince the buyers of the value of their home store.

The vividness of the illustrated advertising done by the mail-order houses, compared with that done by the country merchants, is held by many to be responsible for the success attained in securing trade, and it is probably a most important factor. The bulky catalogue introduces its readers to hundreds of articles never before dreamed of as possibilities of the home: it pictures these goods in all their imagined beauty and describes them in terms of eulogy. The reader sees therein an opportunity for supplying a want never before suspected,—the country merchant had never suggested this line of thought to him.

Lessons For Merchants.

Herein lies a lesson for the country merchant of to-day. The latter, with his proximity to the buyer, his acquaintance with the community needs and abilities, his weekly access to the homes through the country paper, which is read from first to last column by every member of the family, his lessened freight rates on large quantities instead of single orders, has an advantage over the city merchant which he ought to utilize, and which, in many places, he is seizing as a lever for trade bringing .

The country papers which get no local advertising from the mail-order houses (many will not admit it to their columns) help along this home-buying sentiment by vigorous sermons on the value of standing up for home industries. Here is a sample of their argument:

"When your baby died, did the mail-order house send its sympathy? When your crop failed, did it offer to carry you a while? When your daughter was married, did it send a present? Has it helped build the churches, the schoolhouses, or the bridges of the community? Stand by your home merchant who has done all of these things. Help home industries and home people."

The country department store that uses modern methods in trade and advertising cannot be broken up. Its business is so interwoven with the industry of the people that it grows as the community grows; but there is not room for many such stores in a given town, not so many as there would be if the mail-order house and the city department house with its mail-order division did not exist.

Then there is the grocery store,—no mail-order house can destroy that. It is true that the master of the household may order sugar, coffee, prunes, canned goods, and oatmeal sent by freight; but the majority of the eatables must be seen by the mistress of the home before being paid for.

City Buying.

City buying is naturally most common in towns within short distances of the metropolis. With the frequent train service that enters the city depots the temptation to buy in the greater markets is irresistible. For fifty miles outside of St. Louis, Chicago, Cincinnati, and other large cities, there is little life visible in the business streets of the town. Deserted store buildings are common, paint is needed,—many of the towns look as if the very life-blood had been sapped out of them. There may be beautiful residence streets and fine homes, but prosperous stores are few.

It is, naturally, impossible to put a stop to personal expenditures in the city by those who visit trade centres, except as public opinion may discourage it; but the country merchants through their business organizations endeavor to compel jobbing houses to co-operate with them in the protection of trade.

Parcels Post.

The retail trade associations—and the country merchant generally agrees with them—look with great disfavor on the parcels post, considering the scheme as another menace to their trade. "If," say they, "the rural delivery carrier is to become a hauler of express, we may as well go out of business; the farmer now is compelled to come to town after most goods he orders by mail; then he may remain on his farm and have them brought to his door." The up-to-date country merchant, like his competitor, is utilizing the rural delivery. In many counties half the people can be reached by it. Being nearer to the people, he is finding ways to combat the foreigner, and is including modern methods and better system as prominent features in his campaign.

If a wholesale dealer sells ploughs to a grocer who proposes to put in these as a side line, the officers of an association, with a thousand or more retail implement dealers as members, ask him for an explanation. If he does not wish to be blacklisted by the legitimate trade,

LIPTON (SHIPMENT IN STORE) High-class English Goods

JELLIES—FLAVORS

Sherry, Port, Champagne, Blk. Currant, Calfsfoot, Cherry, Orange, Pine, Lemon, Strawberry, Raspberry

Don't fail to try a sample lot of these.

Coffee and Chicory
Coffee Essence
Cocoa Essence
Capers
Curry Powder
Candies
Chocolate

Lime Juice
Malt Vinegar
Jams and Marmalades
Pastes (Shrimp, Salmon, Anchovy and Bloater)

Dev. Meats (Ham, Chicken, Turkey and Tongue)
Pickles, Pts. and Halves
Sauces (Worcester and Anchovy)

LUCAS, STEELE & BRISTOL, *The Original Quick Shippers,* **HAMILTON**

CANNED GOODS

We want to draw your attention to ***New Pack Canned Goods*** we are putting out this year under

THE T BRAND

Quality the best procurable. ***Labels a work of art.***

Everything Guaranteed

Our travellers will tell you all about them, also the ***Special Prices*** they have on many lines 1904 pack, to close them out before new goods come in.

JAMES TURNER & CO., - HAMILTON, ONT.

Tartan BRAND

All Guaranteed by

Goods are sold from sea to sea, and are all of the first quality. If you have not stocked them you are missing a good thing.

TARTAN	TEA	TARTAN	CANNED VEGETABLES
"	COFFEE	"	CANNED FRUITS
"	BAKING POWDER	"	CANNED SALMON
"	SPICE	"	SOAP

BALFOUR & CO. WHOLESALE GROCERS **Hamilton, Ont.**

PROMPT SHIPPERS. LONG DISTANCE PHONE 596.

Van Camp's Chicken Soup

Special price to clear, $4.00 per case of 4 dozen.

THOMAS KINNEAR & CO.

WHOLESALE GROCERS = TORONTO and PETERBORO

CHEESE

CHEDDARS, STILTONS, FLATS,

WE HAVE OPENED AN OFFICE AT ST. THOMAS AND WILL BE IN A BETTER POSITION THAN EVER TO SATISFY THE DEMAND FOR FIRST-CLASS **CHEDDARS, FLATS AND STILTONS.**

WRITE US FOR QUOTATIONS ON CAR-LOAD LOTS OR SMALLER QUANTITIES, F. O. B. FACTORIES.

QUALITY

YOU CAN RELY ON

A. F. MacLAREN IMPERIAL CHEESE CO. LIMITED

TORONTO

he must regain good standing. Such is the country merchant's protest against the transference of trade from himself to the city dealer and for the specialization of business within certain bounds.

So the country merchant has friends left, and while he finds his trade curtailed and his business lessened by the wide-reaching mail-order house, he fills a place in the economy of the rural portions of the nation that cannot be taken from him. He is close to the heart of the neighborhood. He may be harassed by rivalries and annoyed by the freight shipments from the city, but he is certain to be a factor in the community life, and it is probable that he will, as he accepts the new conditions and learns how to adapt his business to the modern ways, become even more influential. There is more business to be done now than of old, and he can spare a large portion of it and yet have in his hands the making of a comfortable living. His success depends on his own aggressiveness and his own grasp of modern conditions.

CANADIAN TRADE WITH AUSTRALIA.

J. S. Larke, Canadian commercial agent for New South Wales, Queensland and New Zealand, in a recent report to the Department of Trade and Commerce, Ottawa, says there is much disappointment at the result of the New Zealand preference upon Canadian trade. One of the reasons assigned is the poor facilities for getting at the market by direct shipping. Trade returns for 1904 show a decrease of £130,875 in Australian imports from Canada, although it must not be forgotten in this country that the drought caused imports in 1903 of breadstuffs, meats and butter of £168,537, which were not required in 1904. Imports from Canada totalled £222,064, and exports to Canada £29,352, a slight increase over the previous year.

BRANCHING OUT.

The Gutta Percha & Rubber Co. (of Toronto), Limited, have just completed arrangements for sample rooms and stock rooms in London, England, and are now settled in commanding premises at No. 1 Finsbury Square, within two or three minutes' walk of the Bank of England. For the present, they are confining their sales to rubber shoes and rubber heels, the introduction of their mechanical supplies being left until later on. Mr. R. H. Green, who opened up this branch, returned to Toronto a few days ago and is now to be found at his old post.

MONTREAL RETAIL GROCERS MEET.

The monthly meeting of the Montreal Retail Grocers' Association was held on Thursday, June 8, at 88 St. Denis street.

There were only about twenty members present when the president, Mr. P. Daoust, opened the meeting at 8.45. The minutes of the last meeting were read, and the treasurer, Mr. P. Bruneau, made a satisfactory report.

The picnic question being brought up, the secretary read a letter from the Ottawa Grocers' Association thanking the Montreal grocers for their kind invitation to join them in their picnic to Cornwall, but advising them of the impossibility of doing so on July 12. The secretary was then instructed to renew the invitation, owing to the former date of the picnic being postponed to July 19. The grocers also decided to make a wagon parade on July 17, in order to attract the attention of citizens and invite them to the outing of the association. Mr. N. Seguin, president of the committee of games, having asked authorization to make offers to a lacrosse team to accompany the grocers to Cornwall, considerable discussion followed, without, however, any decision being reached.

NEW MONTREAL OFFICE.

The Cowan Co., Limited, Toronto, whose Montreal branch was for some years on St. Paul street, have removed their offices to 17 St. John street. The new quarters are on the ground floor, well situated in the best wholesale district, and fitted up in convenient and up-to-date style, with ample storage facilities for local and near-by trade. The offices are in charge of E. J. Cowan, who has for some years had successful charge of the eastern interests of the business.

"SPARKLET" SYPHONS

FOR MAKING YOUR SODA WATER AT HOME

INSTANTANEOUS **ECONOMICAL** **DURABLE**

Wholesale Agents

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

Business Changes

Ontario.

T. Davis, grocer and baker, Rodney, has been burned out.

J. B. Loughran, confectioner, Ottawa, has removed to Hull.

E. D. Voisard, wholesale grocer, St. Catharines, has sold out.

E. H. Broadbent, general merchant, Buxton, has sold to G. B. Burk.

A. M. Treleaven, baker and confectioner, Dungannon, has sold to S. Roach.

A. Cameron, of A. Cameron & Co., general merchants, Beachburg, is dead.

W. Robertson, general merchant, Dunchurch, has been succeeded by Robertson Bros.

B. H. Alexander, general merchant, Stittsville, has been succeeded by W. H. Lanning.

Lindsay & Lindsay, bakers and confectioners, St. Catharines, are giving up business.

The Kellar Co., general merchants, Wingham, have assigned to C. B. Armstrong; meeting of creditors to be held June 20.

Quebec.

L. Bergeron, miller, St. Clothilde, is dead.

Sorel & Courtemanche have registered as grocers, Sherbrooke.

Sorel & Cloutier, grocers, Sherbrooke, have dissolved partnership.

M. E. McWilliams has registered as general merchant, Danville.

Wm. Meldrum & Co. have registered as produce merchants, Montreal.

Samson, Lefebvre & Marleau have registered as grocers, Montreal.

J. Masse & Fils, have registered as general merchants, Roxton Falls.

The book debts of J. A. Brouillet, grocer, Montreal, have been sold.

T. Montgomery & Son, confectioners, Montreal, have dissolved partnership.

J. A. Bourget, general merchant, Lac Aux Sables, is offering to compromise.

Desautels & Charest, grocers and liquor dealers, Montreal, have registered.

W. J. Murphy, of Murphy Bros., grocers and liquor dealers, Montreal, is dead.

The American Twentieth Century Stock Food Co. have registered at Sherbrooke.

The assets of L. Getz, storekeeper, Lambton, are advertised to be sold June 20.

T. A. Proudfoot, general merchant, Fort Coulonge, is about to retire from business.

V. E. Paradis has been appointed curator to L. H. Chouinard & Co., general merchants, Matane.

The real estate of J. Dupont, general merchant, Lake Etchemin, was advertised to be sold June 15.

J. Blondin, general merchant, St. Maurice, has voluntarily assigned to Lefaivre & Taschereau, Quebec.

C. Pelletier, general merchant, Ste. Flavie Station, has assigned. Lefaivre & Taschereau, provisional guardians.

Consent of assignment of the Armstrong & Dickson Mfg. Co., dealers in biscuits and confectionery, Montreal, has been filed; meeting of creditors will be held June 16.

Nova Scotia.

McIntosh Bros., general merchants, Green Harbor, have assigned.

McLennan Bros., crockery merchants, Stellarton, have dissolved partnership. A new partnership has been formed.

New Brunswick.

C. S. Hachey, general merchant, Caraquet, has assigned to H. Duguay.

S. P. Gogain, confectioner, Buctouche, has been burned out. No insurance.

G. S. Richard, general merchant, Buctouche, has been burned out; insurance $1,400.

Newfoundland.

C. Tucker, general merchant, Pilley's Island, has been declared insolvent.

Manitoba and N.W.T.

J. McCutcheon, general merchant, Kelloe, has sold out.

J. Paden, dealer in liquors, Blairmore, has sold to M. Rosse.

L. Balk & Co., grocers, Winnipeg, have sold to Barteaux & Co.

J. L. Stewart, general merchant, Ogilvie, has sold to W. Wyness.

J. Hull, general merchant, Taber, has

P. Ott, general merchant, Killaly, has assigned to C. N. Newton; meeting of creditors held June 13.

British Columbia.

J. D. Young, tobacconist, Nanaimo, has assigned to A. Davis.

J. Hambly, general merchant, Poplar, is moving to Cranbrook.

E. Marriott & Co., confectioners, Chilliwack, have dissolved partnership.

UPTON'S

Orange Marmalade



The wise grocer always has it in stock. Trying to sell the "just as good kind" is a waste of time and sure to hurt your business.

"TANGLEFOOT" Sticky Fly Paper



Is really the only device known that will catch and hold both the fly and the germ and coat them over with a varnish from which they cannot escape, preventing their reaching your person or food.

"Tanglefoot" Is Sanitary

Ask for "Tanglefoot"

Profit? Over 120 per cent. to you.



The Best of all

FLY Killers

is

Wilson's Fly Pads

Sold Everywhere.

10 CENTS

Stock the kind the housekeepers ask for. Avoid poor imitations.

COMMON SENSE

KILLS {Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.

TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

SALT SALT

TABLE, DAIRY AND CHEESE SALTS

FINE AND COARSE SALTS IN SACKS AND BARRELS

LAND SALT

C. R. COOPER

Toronto Salt Works

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

COMPANIES INCORPORATED.

THE Canada Malting Co., Limited, have been granted the right to increase their share capital from $250.000 to $500,000.

The C. C. Huffman Co., Limited, of Toronto, have been incorporated with share capital of $50,000, to manufacture and deal in soap, oils, chemicals, etc. Provisional directors: H. E. Johnston, J. E. Teeter and C C Huffman, all of Toronto.

The William Rennie Co., Limited, of Toronto, have been incorporated with share capital of $150,000, to engage in the seed business. Provisional directors: W. Rennie, R. Rennie, J. Rennie, T. Rennie and A. M. Rennie, all of Toronto.

Mack's-Creo-Chemical Co., Limited, of Owen Sound, have been incorporated with share capital of $40,000, to manufacture and deal in disinfectants and soaps. Provisional directors: R. H. McWilliams, M. Horan and N. B. Horton, all of Owen Sound.

The Mineral Springs, Limited, of Toronto, have been incorporated with share capital of $100,000, to deal in mineral and distilled waters. Provisional directors: W. G. Gooderham, E. B. Shuttleworth, W. H. Gooderham, W. C. Bailey and J. Hargraft, all of Toronto.

The H. Corby Distillery Co., Limited, of Corbyville, have been incorporated with share capital of $1,500,000 to carry on a distillery business. Provisional directors: H. Corby, M. Corby, A. M. Corby, all of Belleville; M. M. Laidlaw, of Toronto, and H. R. O'Hara, of Ottawa.

The Canadian Prairie Lands Co., Limited, of Toronto, have been incorporated with share capital of $5,000,000, to establish stores for the sale of groceries, provisions, etc. Provisional directors: J. S. Lovell, R. Gowans, W. F. Ralph, R. P. Ormsby, F. C. Annesley, A. J. Mitchell and G. H. Cassels, all of the City of Toronto.

The Fleischmann Co., a United States incorporation, have been licensed to manufacture compressed yeast, vinegar, etc., in Ontario, with capital of $40,000. Attorney H. E. Trent, Toronto.

BRITISH TRADE RETURNS.

The imports from Canada for the month of May were as follows:

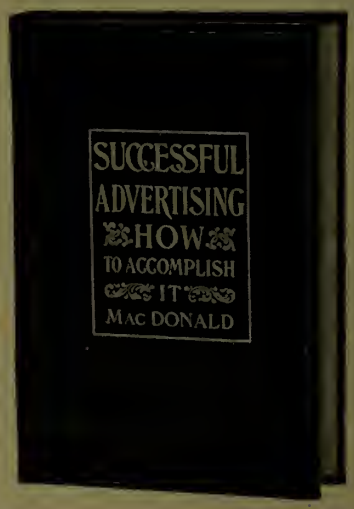
Cattle	7,203	£119,742
Sheep and lambs	6,118	9,385
Wheat cwts.	199,100	69,785
Wheat meal and flour cwts.	93,000	41,833
Peas cwts.	5,410	1,226
Bacon cwts.	58,788	130,736
Hams cwts.	19,288	45,507
Butter cwts.	506	2,367
Cheese cwts.	46,102	125,263
Horses	1	100

Trade of Great Britain shows increases of $10,264,500 in imports and $14,603,000 in exports. The chief items of increase in imports are foodstuffs, $3,569,960; cotton, $2,850,085; while wool increased $2,033,205. The increase in exports was mainly cotton fabrics, $5,773,085.

SUCCESSFUL ADVERTISING

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By J. ANGUS MacDONALD



Competent critics have recognized this as the **Best Book on Advertising** yet published. It is a PRACTICAL work for advertisers and business men.

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The MacLean Publishing Co. Limited

TORONTO MONTREAL WINNIPEG



Keeping up with the times? Are YOU?

Did it ever strike you as a patriotic Canadian that this **is the greatest country on earth?**

Did you ever know that Canada makes the **Best Laundry Blue** on earth?

Have you ever tried **BLUEOL**—the only Blue that **never streaks?**

For sale by all first-class wholesale grocers.
Write for particulars and sample.

Try a box with your next order.
Insist on getting **Blueol.**

J. M. DOUGLAS & CO., : Montreal



INGERSOLL, CANADA—FACTORY.

AN EASY ONE.

Added to our splendid assortment of **GOLD MEDALS.**

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St. Louis, Mo., 1904.** Proven the **purest** and **best.** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

If we can save you money will you write for goods? For letter or telephone orders only—we offer this week:

Gunpowder Teas	- -	*8c.*
Young Hysons	- -	*8c.*
Indian Greens	- -	*10c.*

You can hardly make a miss at above prices.
A fair 25c. tea of the following lines:

Japan Tea	- -	*12½c.*
Young Hyson Tea	- -	*12½c.*
Ceylon Black	- -	*12½c.*
Indian Black	- -	*12½c.*

Should you order any of these teas, by prepaying freights you can ship goods back if you are not satisfied.

A REALLY GOOD 25c.

Young Hyson	- -	*15c.*
Ceylon Green	- -	*15c.*
Ceylon Black	- -	*15c.*
Japan	- -	*15c.*

Should you order by mail, and any of these goods not please, you can ship back at our expense—all net cash. Try us—it will pay.

LUMSDEN BROS., WHOLESALE GROCERS AND MANUFACTURERS, **HAMILTON, ONT.**



LIGHTHOUSE BRAND
TRADE MARK REGISTERED

They Sell All Summer

Some people think that fish is out of season in summer.
They're wrong.
Nothing is more desirable to eat and nothing more desirable to sell in the summer time than

"Halifax," "Acadia" and "Bluenose" Brands of Prepared Codfish

What therefore could be more seasonable? Anything that's as tasty, as appetizing, as convenient and as desirable in every way as these fish preparations, is bound to sell, no matter what the season. if you have it to sell.

BLACK BROS. & CO., Limited

AGENCIES:
A. H. BRITTAIN & CO., Board of Trade Building, Montreal
REGINALD LAWSON, Winnipeg, Man.
CHAS. MILNE, Vancouver, B.C.

HALIFAX AND LaHAVE, N. S.

STOCK UP WITH THE OLD RELIABLE



"Horse Shoe" SALMON

DEMAND WILL SOON BE ON.

In Cheaper Grades

***SPRINGS*—*"Columbia"* Brand.**
***COHOES*—*"Tiger"* Brand.**
***PINKS*—*"Jacques Cartier"* Brand.**

J. H. Todd & Sons

Packers

Whose name is guarantee of quality.

SOCKEYE **SALMON**







"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

A SURE CURE FOR A POOR COFFEE TRADE LIES IN SELLING OUR

Only the work of a moment—
"the ordering of a sample lot."

The uniformly high quality of our

EMPRESS BLEND COFFEE

The "Money Back" kind

makes it easily the best 40 cent COFFEE sold in Canada to-day.

The success of your business—
"the continued selling of "Empress Coffee."

THE EBY, BLAIN CO., LIMITED, WHOLESALE GROCERS TORONTO

Fresh and Cured Fish

CANNERS IN DIFFICULTY.

SALMON canners who will this season operate independently of the Fraser River Canners' Association —and there are six of them, five on the Fraser River and one on English Bay— are rather concerned over the terms of a contract which they state the association has prepared for signature by the fishermen who will work for its canneries, says the Vancouver Province.

A portion of this contract reads to the effect that the signatory agrees not to sell fresh fish to any canner other than the one from whom he takes his boat and net. In other words, the fisherman signing this agreement must turn in all his catch to the cannery which supplies him with boat and gear.

The independent canners presume that the association has taken this step in order to protect its members against loss in case trouble should arise over the price of fish. It is also the understanding of the independents that all the canneries, their own among the number, will be notified concerning the fishermen who sign the contracts in order that no canner shall buy fish from a man fishing for another operator.

This year there will be a number of canneries in operation in the Fraser River district which will not be numbered in membership of the Fraser River Canners' Association. The British Columbia Packers' Association canneries and a number of individual operators compose the Fraser River Canners' Association.

The price to be paid for sockeyes on the Fraser River has not yet been determined. The fishermen ask 12½c., and while the Fraser River Canners' Association has discussed the question, it has as yet not reached a determination.

FISHERIES COMMISSION.

The personnel of the Fisheries Commission has been definitely announced. Two gentlemen of high standing, one in legal and the other in banking circles, have been selected for the purpose of making exhaustive enquiries into fishery conditions on this coast. Hon. Chief Justice Hunter and Mr. Campbell Sweeny, of the Bank of Montreal, will be assisted by Prof. Prince in an advisory capacity. It is anticipated that the State of Washington will appoint a similar commission, and while there will not be an international commission, the two commissions will have joint conferences, and thus endeavor to arrive at a solution of some of the problems that are troubling legislators on both sides of the line. That a great deal of information will be gathered, and a very useful and exhaustive report will be presented, may be taken for granted, as it would be difficult to find three men more capable for an investigation of the kind than those chosen. Prof. Prince has the expert knowledge necessary to decide upon technical questions, while the other members have the legal experience required in taking evidence and thoroughly analyzing it, and the practical, business acumen of the trained banker.

PRICE OF SALMON.

The Fraser River salmon canners will at an early date confer with the representatives of the British Columbia Fishermen's Union relative to the prices to prevail on the river this coming season.

What the canners will offer will be either twelve cents for July and ten cents for August, or else a straight eleven cents for the whole season. The matter of limit to be placed on the fishermen during the heavy runs of this, the big year, is one which is likely to cause a certain amount of discussion between fishermen and canners before an agreement is reached.

This season there will be several independent canners operating on the Fraser River, but their prices will likely be governed and be the same as those set by the Fraser River Canners' Association.

The lobster fishing on Prince Edward Island has been brisk so far this season. Along about Mimingash, Campbellton and Cape Wolfe, reports from fishermen are unusually favorable.



"PRINCE OF WALES"

Mocha and Java Coffee

"PRINCE OF WALES" is gaining ground every day—People know when they get the COFFEE they like—really delicious Coffee—It helps the Merchant, too—If you are not handling "PRINCE OF WALES" drop us a line and let us explain our method of "Helping the Dealer"—advertises you and helps introduce the Coffee. No premiums; Actual Merit does it. A post card brings the information Write it now.

S. H. & A. S. EWING,

ESTABLISHED 1845.

Montreal Coffee & Spice Steam Mills, - 53 & 55 Cote St., Montreal
Cor. Lagauchetiere St.

You can't gain the new housekeeper's confidence easier than by giving her the **Best** of **Coffee** and **Spices,** such as we will be glad to supply you with. They are **Trade Holders.**

TODHUNTER, MITCHELL & CO.,

Importers and Manufacturers **TORONTO, Canada**

GOOD THINGS

STAR BRAND	
HAMS	SHORT ROLLS
BACON	COOKED HAMS
LARD	BOLOGNAS
BUTTER	BRAWN
CHEESE	FRESH SAUSAGE
EGGS	POTTED TONGUE
LONG CLEARS	SHORT CUT PORK

F. W. FEARMAN CO. LIMITED

HAMILTON

WE ARE DAILY BUYERS OF

EGGS AND BUTTER

Correspondence solicited.

WRITE, TELEGRAPH OR TELEPHONE US WHEN YOU HAVE ANY TO OFFER.

THE PARK, BLACKWELL CO. LIMITED

TORONTO

TELEPHONE M 3960

BUTTER
CHEESE
EGGS

DAIRY PRODUCE AND PROVISIONS

BACON
LARD
HAM

DAIRY PRODUCE IN GREAT BRITAIN.

Special correspondence from London, Eng.

SHIPMENTS of Canadian butter, although always small at this time of the year, have been even smaller than last year. Accounts of the registered supply of butter show that 1,458 cwts. were received from Canada during April, 1904, and only 192 cwts. in the same month of 1905. Prices have been too high. Irish butter is decidedly scarce at present, as the new season's make is unexpectedly short, but other supplies are forthcoming to supply the demand, so that there is no remarkable activity to report during the past week.

Although considerable quantities of Canadian butter which arrived last season were of the very finest quality—couldn't be beaten, British importers say—still, there were times when consignments were found to be less fresh than Australian, and it has been suggested that Canadian creameries are located further away from port of shipment than is the case in Australia, and several London importers have expressed the opinion that the railway authorities in the Dominion could help Canadian export trade by improving their freight service. Another point which deserves attention is the fact that Siberian butter is getting a stronger hold on the markets here, and it has been reported that it runs Canadian very close both in the matter of price and quality. It is not likely that this will interfere seriously with the position of Canadian butter on the British market, but there is always the possibility of some business being lost by under-estimating the quality of a competing line.

Supplies of Canadian cheese were considerably smaller during April this year than last, being 33,376 cwts., as against 79,334 cwts. in 1904. Buyers have been very cautious, too, for quotations are about 10s. per cwt. above the price in May last year. This does not refer to Canadian cheese in particular, although that also is very high priced.

Several British importers have expressed a desire to get into touch with Canadian shippers of eggs, and there are possibilities of a larger business than previously being done when the season opens up. This is about September, when the Russian supply is falling off, and trade is otherwise somewhat slow. Some information as to the method of packing suitable to this market and further details will be given later on.

DAIRY INDUSTRY OF DENMARK.

TO get an adequate conception of the magnitude of the dairying industry in Denmark one has only to refer to the exports of pork and butter to Great Britain during 1901, 1902 and 1903, which were as follows:

	1901—lbs.	1902—lbs.	1903—lbs.
Pork, fresh	7[illegible]9,622	1,422,024	1,006,432
Pork, salted and smoked	130,[illegible]88,944	156,536,780	175,899,470
Butter, regular packing in tubs, &c.	176,722,830	181,906,888	205,312,155
Butter, hermetically sealed in cans	1,695,836	1,465,955	1,451,987

When these figures are compared with the area and population of Denmark it will be readily seen that it ranks foremost of any country in the world as an exporter of dairy products. The secret of success is unquestionably the high grade and uniformity of the Danish product, brought about by carefully studying methods of production and the requirements of the different markets.

Royal Danish Agricultural Society.

The Royal Danish Agricultural Society is paying particular attention to the production of bacon, butter and cheese. As far as bacon is concerned, this society follows up the question as to what breeds of hogs are most suitable, what kind of feed produces the best quality of pork, the best age to butcher, salt, smoke, pack, etc. The Danish farmers have also learned that it pays to work together, and in different parts of the country have started co-operative slaughter-houses combined with salteries and smokeries, where the most particular cleanliness, etc., is observed. Thereby the most uniform quality is produced. As with bacon so with butter and cheese, much care being taken to produce the highest grade. At the expense of the Royal Danish Agricultural Society, a number of young men and women employed in agricultural work are given courses in their respective lines, such courses lasting for three years, during which time the pupils must take active part in the work they wish to study either on one of the large farms or creameries.

Danish Government "Aids."

The Danish Government distributes money each year as "traveling-aids" to a great many country people who are interested in the different branches of dairying and agriculture to assist them in visiting agricultural schools or experimental farms.

"The Royal Danish Farming Association" advertised in January, 1904, that the Government would distribute such "traveling-aids" to dairy men for their further education. There were 388 applications received in response, and of these 127 were allowed amounts varying from 100.00 kroner to 300.00 kroner ($27 to $80). The total amount thus distributed was 19,825.00 kroner, or $5,825, which amount was allowed to people with special qualifications in the branches they had chosen. This is considered to be money well spent, even if the visit is short. By repeating these financial distributions every year, there will be in time a great number of intelligent people, who not alone during their future practice will make use of what they have thus learned, but other people with whom they get in touch will learn from them in turn.

The System of Co-operation.

It may be taken for granted that it is the co-operative butcheries and dairies which, through their homogeneous and careful preparation of the products, have aided principally in obtaining for them such a prominent place in the foreign markets. Besides, the activity of the "Landokonomiske Laboratorium (Agricultural Laboratory)," has had an important influence on the good results achieved. The natural conditions for the development of a homogeneous production are consequently very marked in a small country like Denmark, where the co-operative movement, so to speak, embraces the whole country.

In other countries with larger area and more different nature, such a co-operative work cannot be practiced so easily. Possibly also the Danish national character, which easily lends itself to a common guidance, has contributed much to the attainment of the great development of the agricultural or farming areas of Denmark.

THE BACON SITUATION.

The domestic bacon trade continues steady and without special feature, the tendency being to brighten up as the Summer season approaches. The English market shows considerable improvement and Canadian packers are looking forward to more satisfactory trade conditions from now on. The average quotation for Canadian bacon in England to-day is 54s. Killings of Danish hogs are keeping up surprisingly considering the season of the year.

WILL BE CONFINED TO U.S.

Reference was made in this paper some time ago to the discovery that a brand of Camembert cheese can be manufactured in America exactly the same as the French product. According to a prominent Canadian produce dealer Canadian cheese makers are not likely to take up the manufacture of Camembert. The demand for imported cheese is not nearly so large in Canada as in the United States, and it is a question whether the manufacture of Camembert would be profitable in Canada. As long as Canadian cheese makers can hold and expand existing markets for their products, it is hardly likely that they will be inclined to dabble in foreign brands

N. B. Markets.

St. John, N.B., June 14, 1905.

THE clerks are happy. The Saturday half-holiday is quite general, and will be even more so for the months of July and August. Unfortunately, the retail grocery clerks are not in it. They tried it one year, and it did not work to the satisfaction of the trade. The closing of the stores, except on Saturday, throughout the year at seven, in place of nine, ten and eleven is greatly appreciated both by those who keep the stores and their employes. There is just a fair business, sugar being again slightly lower.

Oil—The low price of burning oil still rules. But this does not counteract the effect of increased daylight on this branch of trade. Lubricating oils are freely sold at unchanged prices. There is a good business reported, though the big shipments have been largely made. Paint oils are higher. Linseed cannot yet be called high, but to replace turpentine dealers would have to pay big figures. Local receipts of cod oil are very small.

Salt—Some fair cargoes of Liverpool coarse salt continue to be received. Prices have been firmly held. Not only has first cost been quite high, largely owing to high freights, but the import business here is largely in the hands of two houses, and they have been working under an agreement. In fine salt the sale is largely for Canadian. The creameries, in particular, handle Canadian salt.

Canned Goods—Dealers advise sale for peas very light. In corn and tomatoes stocks are not large. Americans are freely offered. This tends to prevent higher prices, which otherwise must have ruled. American tomatoes are tending higher. While a fair stock of salmon is still held, some interest is manifest in the prospect for the coming season. Lobsters are very high. Fruits are unchanged. Meats are selling quite freely. Domestic sardines are unchanged. Other lines of domestic canned fish are very firm.

Green Fruit—Oranges and lemons are higher. The latter, however, are still quite cheap. Bananas are also higher to import, but the retail price is not affected. Sales are large. In pines this is never an active market. Strawberries are coming in more freely and show better quality. All green stuff lower.

Dried Fruit—There is but little spot business doing. Seeded raisins are quite a large stock. In other grades of raisins stocks are light. Currants have a fair sale. Prices are unchanged. Figs are very dull. Small prunes are more firmly held. Apricots and peaches show little business. Evaporated apples move slowly, with prices unchanged. Onions are lower. New goods begin to occupy attention. Orders for peels are being quite freely booked. There is a wide range in the price of citron. Market is higher than last year. Dates are quoted at the same price. Figs are rather lower. Prunes are considerably higher, particularly the small sizes. Apricots are well below last season's price. Peaches are about the same. California loose muscatels are higher. New seeded not quoted.

Sugar—Dealers were disappointed when prices were again quoted lower. The situation is not satisfactory. There is this advantage that the season of largest demand will shortly open.

Molasses—A further small cargo of Porto Rico arrived during the past week. There is a good stock held. Prices are unchanged. Barbadoes is not a large stock.

Fish—While there has been a fair catch of gaspereaux, it is far below the average, so there will be a small pick of alewives. Shad have been scarce. Salmon are not coming in freely. It is yet quite early. Dry codfish continue very high. The outlook is not favorable. There are no pollock. Fishermen selling their catch where even better prices rule. Pickled herring are scarce and high. Smoked are, however, low. The large season for finnan haddies is over.

Flour, Feed and Meal—Flour is unchanged. Business is quiet. Feed has little sale. Bran is quoted rather lower. Oats are very high and hard to get. Cornmeal is higher. Oatmeal is dull in the local market, which is overstocked. Outside market is firm at full figures. Beans are quiet and market rather unsteady. In yelloweyes sale is limited. Barley and peas unchanged.

MAGIC



SODA

OR SALERATUS IS THE BEST.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904

YES

Eggs AND Butter

THAT'S WHAT WE WANT

IN ANY QUANTITY
and at ALL TIMES

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

PROVISION AND DAIRY MARKETS.

TORONTO.

Provisions—An active demand and steady prices are noted for all kinds of cured meats. The tendency, if any, is towards additional firmness, and for goods in small lots slightly higher prices rule than quoted below. The cold weather has had a tendency to interfere with the sale of fresh meats. Mutton is quoted 1c. lower than a week ago, yearling lamb 1 1-2c. below last quotations, and hogs have advanced to $9.25. Spring lamb is selling at 16c. We quote the following:

Long clear bacon, per lb	$0 10½
Smoked breakfast bacon, per lb	0 13
Roll bacon, per lb	0 10½
Small hams per lb	0 13½
Medium hams, per lb	0 13
Large hams per lb	0 12½
Shoulder hams, per lb	0 10
Backs, per lb	0 15½ 0 16
Heavy mess pork, per bbl	16 00 16 50
Short cut, per bbl	19 50 20 00
Shoulder mess pork, per bbl	14 50 15 00
Lard, tierces, per lb	0 09½
" tubs "	0 10
" pails "	0 10½
" compounds, per lb	0 07½ 0 08
Plate beef, per 200-lb. bbl	11 00 11 50
Beef, bind quarters	9 00 10 00
" front quarters	5 50 7 00
" choice carcases	7 25 8 50
" medium	7 00
" common	6 00 7 00
Mutton	0 09
Lamb, yearling	0 12½
Spring lamb	0 16
Veal	0 07 0 09½
Hogs, street lots	9 25

Butter—Deliveries of butter have been fairly free during the week, and prices rule practically as last advised. There is perhaps a tendency towards higher prices in creamery solids and dairy prints. We quote:

	Per lb.
Creamery prints	0 19 0 20
" solids, fresh	0 18 0 19
Dairy prints	0 15 0 17
" large rolls	0 15
" in tubs	0 15 0 16

Cheese—Offerings of new cheese have been fairly free during the week, and as a result the price of large cheese and twins is down 1-4c. The make of cheese is steadily increasing. The present month is regularly the big month for cheese making, and as the pasture is exceptionally good this year a record will probably be made. Our quotations are as follows:

	Per lb.
Cheese, large, new	0 09¾
" twins, "	0 10

Cheese Board Report.

(For week ending June 12.)

Board.	Boxes.	Price.
Woodstock	100	0 09
Peterboro'	4,537	0 09½
Stirling	960	0 09 3-16
Picton	1,500*	0 09¼
Pertb	2,150	0 09¼ 0 09 5-16
Napanee	900*	0 09¼
Listowel	1,770	0 09¼ 0 09¼
Ottawa	1,603*	0 09½ 0 09 5-16
Iroquois (sold on street)	1,180	0 09 3-16
Brockville	6,000*	0 09¾
"	200	0 09 5-16
Belleville	2,715	0 09 5-16
Cowansville	766	0 09¼
"	63	0 09¼
Cornwall	1,508	0 09 5-16
Alexandria	1,178	0 09 5-16
Vankleek Hill	1,555	0 09 5-16
Canton, N.Y.	2,200	0 09
Russell	1,270	0 09 5-16
Watertown	7,670	0 09 0 09¼

* White and colored.

MONTREAL.

Provisions—Market for live hogs is easier, packers buying at $6.90 to $7.00. Dressed hogs quiet and not much doing anywhere. Prices $9.25 to $9.50. The week, so far, has been a quiet one for hams and bacon, with prices easier. It is expected with the approach of warm weather the demand for both hams and bacon will improve. Everyone is looking for lower prices on account of the Spring makes coming shortly.

Canadian short cut mess pork	$19 00 $20 00
American short cut clear	19 00 20 00
American fat back	19 00 21 00
Bacon, per lb	0 12 0 14
Hams	0 11½ 0 13
Extra plate beef, per bbl	11 50 12 00
Lard, Boar's Head" brand, tierces, per lb	0 06¾
" " ½-tierces, per lb	0 07
" " 60-lb. fancy tubs	0 07
Cases, 20 3-lb. tins, per lb	0 07¾
" 12 5-lb. tins "	0 07¾
" 6 10-lb. tins "	0 07½
20-lb. wood pails, each	1 45
20-lb. tin pails, each	1 35

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	2 10	2 20
" tubs	0 10	0 10½
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08½	0 09½
" cases (24 3-lb. tins)	0 08¾	0 09¾

Cheese—The cheese market continues steady and firm. A slightly easier feeling, however, is noticeable in some quarters. Finest Quebecs sold at 9 1-4 to 9 3-8, and finest Ontarios 9 1-2 to 9 5-8. Country markets are steady, cable orders coming in more freely, but bids were too low to meet holders' views.

Butter—Butter market has held firm, though tending slightly easier. Receipts are good and local demand very heavy. Choicest Townships creamery sold at 19 to 19 1-4c., and fine 18 1-2 to 19c. Weather conditions are improving, and this should have result of increased make and easier prices. Dealers are all at sea as to the situation, and can offer no reliable excuse for the maintenance of high prices.

Finest creamery	0 19 0 19½
Fine	0 18½ 0 19
Medium	0 18 0 18½
Fresh rolls	0 17 0 18
Fresh dairy tubs	0 16½ 0 17

Eggs—Market steady and firm. Receipts keeping light. Prices range high at country points, buyers claiming having to pay as high as 15 1-2c. in some cases, though 15c. seems to be about what is generally ruling. On local market straight gathered sold at 16 to 16 1-2c., and wholesale No. 2 14 to 15c., selects bringing 16 1-2 to 17c. for No. 1 and extras 19c.

ST. JOHN.

Provisions—Barrelled pork is very dull. There is rather a reaction in prices. Beef has a very small sale, price is firm. Canadian is being quite largely used. In pure lard, prices are high. Some American pure lard is seen. Refined lard is higher. Smoked meats have a fair sale at full figures. In fresh meats, beef is rather higher. Little western now seen. Some particularly good domestic is offered. Mutton is dull and price is lower. Lamb sells quite freely, though price is still high. Veal is rather scarce. Full prices are asked.

Mess pork, per bbl	$17 00 $19 00
Clear pork "	17 00 19 00
Plate beef "	14 00 15 00
Domestic beef, per lb	0 08 0 09
Western beef "	0 09 0 10
Mutton "	0 08 0 10
Veal "	0 06 0 08
Lamb, each	3 00 4 50
Pork "	0 07 0 08
Hams "	0 13 0 14½
Rolls "	0 10 0 13
Lard, pure, tubs "	0 10½ 0 10½
" " pails "	0 10½ 0 11
Refined lard, tubs	0 08 0 08
" " pails	0 08½ 0 09

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.



REFRIGERATORS Useful to every one. 40 different styles. Silver medal, Quebec, 1901. Diplomas: Toronto, Ottawa, Montreal
C. P. FABIEN,
Merchant and Manufacturer.
3167 to 71 N. Dame St., Montreal, Can.
Write for Illustrated Catalogue.

REFRIGERATORS

FOR
Butchers and Grocers
Any Size. All Guaranteed to do the work
Write for Catalogue and Prices.
Eureka Refrigerator Co.
Limited
54 and 56 Noble St.,
TORONTO - - CANADA

Butter Tubs
BEST WHITE SPRUCE
50—30—20 lb.
ORDER NOW
WALTER WOODS & CO.
Hamilton and Winnipeg.

BUTTER

When you have one or 100 tubs write us for price

The WM. RYAN CO., Limited

70 and 72 Front St. E., Toronto.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

MONTREAL.

Butter—At this season quite a lot of new butter goes direct to consumer or retail buyer, this meaning a less active market, with prices not as firm. Really good stock brings full figures.

Creamery butter	0 22	0 23
Best dairy butter	0 20	0 21
Good dairy tubs	0 18	0 20
Fair "	0 17	0 18

Eggs have a fair sale. Full prices still rule.

Eggs, hennery	0 24	0 25
" case stock	0 16	0 17

Cheese—Price a little lower. Only twins wanted. The quantity made in the province is likely to be small.

Cheese, per lb	0 11	0 12

VANCOUVER.

Butter—Local creamery is in great supply and at prices asked is readily sold. The ruling figure is from 25 to 30c. Local dairy is also fairly well supplied at about 25c. for choice. The increase in number of creameries is responsible for the reduction of quantity of dairy butter offering. Local produce is so plentiful, owing to the advanced season and splendid grazing that eastern stock is practically shut out at this season. Local fresh eggs are jobbing at not more than 25c., and fairly well supplied yet. Not many eastern eggs are being handled now. Poultry is plentiful of local growth at 35 to 50c. for broilers and 75c. for large chickens. Cold-storage chicken, 15c. per lb.

WINNIPEG.

Creamery Butter—Supplies are large now and of good quality. Prices have been further reduced. We quote:

Finest fresh creamery, in 56-lb. boxes		0 21
" " in 28-lb. boxes		0 21
" " in 14-lb. boxes		0 21
" " in 1-lb. bricks		0 22

Dairy Butter—Also in good supply and of better quality. The local houses are paying country merchants following prices:

Dairy, assorted pkgs., selected	0 14	0 15
" " round lots		0 13½

Cheese—Prices have been further reduced. We quote:

Finest Manitoba, large		0 11
" Ontario, "		0 12

Lard—Prices as quoted last week continue unchanged. We quote:

Lard, 50-lb. pails, per pail		5 25
" 20-lb. " "		2 15
" 3-lb. tins, per case 60 lbs.		6 70
" 5-lb. " " "		6 60
" 10-lb. " " "		6 50
Pure lard in bbls, per lb		0 10½

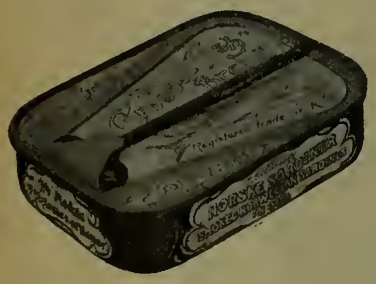
Cured Meats—Hams, backs and bellies have been advanced 1-2 cent per lb. Other prices are unchanged. We quote:

SMOKED MEATS.

Hams, selected stock, special mild cure		0 16
Bacon, " " "		0 17
Backs, " " "		0 13
Picnic, " " "		0 09½
Hams, sugar cured, assorted sizes		0 13½
" heavy, 20 to 30		0 13
Picnic, " assorted sizes		0 08½
Shoulders, "		0 08½
Bacon, " breakfast bellies		0 14
" " breakfast backs		0 12
" " Wiltshire sides		0 15½
" " spiced rolls, long		0 10
Manitoba butts		0 09½
" " skinned		0 10
" " boneless and rolled		0 11
" rolls, boneless		0 11

Balance of quotations continue unchanged from June 9.

The English Tea, Meat & Provision Co., Winnipeg, have assigned to C. H. Newton.



All Grocers Should Stock

THE STAVANGER PRESERVING CO'Y'S

Crossed Fish Brand

Norwegian

Smoked Sardines

Selected Fish—Pure Olive Oil—Patent Decorated Tins

AGENTS FOR CANADA

British Manfrs. Agency Co., - - Vancouver. B.C.

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

JOHN LETHEM & SONS,

LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

JAMES MARSHALL,

ABERDEEN, - SCOTLAND.

Cables, Halcyon. Codes, A. B. C., 5th ed., Scattergood. Consignee for all kinds of Canadian produce. Personal attention and prompt returns guaranteed.

I want to secure **Sole Agency** for **Britain** for Canadian manufacturers of **Wooden Ware** or similar lines. References **A 1.** Splendid connections.

A. S. DUFFUS, JR.,

9-10 St. Mary-at-Hill, LONDON, E. C.

DAVID SCOTT & CO.,

Est. 1873. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of

CANNED GOODS.

T. A.—Scottish, Liverpool.

GRIFFIN & CULVERWELL,

Brokers, invite consignments of general produce, especially BUTTER, CHEESE, AND ALL FOOD PRODUCTS. Correspondence invited. References given. WRITE US.

139 REDCLIFFE ST., BRISTOL, ENG.

This space $15 per year.

Telegraphic Address, "Fondants, London."

A. E. SOWERBUTTS & CO.

PROVISION IMPORTERS

33, Tooley Street, London Bridge, S. E.

Bankers: Hill & Sons, 66, West Smithfield.

GEORGE LITTLE LIMITED

Canadian Produce Importers,

MANCHESTER.

BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

E. BIERMANN & CO.,

FRUIT AND PRODUCE BROKERS,

5th Ed. A.B.C. Code,

CARDIFF, WALES.

APPLES AND ALL KINDS OF FRUIT AND PRODUCE.

ALEXANDER CRICHTON,

15 Stanley St., LIVERPOOL, England, CANNED GOODS AND DRIED FRUIT BROKER. And at St. Magnus House, London, E.C. T. A., "Acriton, Liverpool." Code, A. B. C., th Ed.

HAMBURG.

Kaiser Wilhelmstrasse 74-78.

Neubeck & Schipmann,

Commission Agents and Merchants.

HAMILTON WICKES & CO.,

Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

GEO. R. MEEKER & CO.

11 and 12 Bedford Hotel Chambers, Covent Garden,

LONDON, W C. - - - ENGLAND

European representatives and distributors, Earl Fruit Co., California, U S.A.

SPECIALTIES,

FRESH, DRIED and CANNED FRUITS

T.A.. Emulate.

Codes, A.B.C. and Lieber's.

THOS. BOYD & CO.,

28 KING ST., - LIVERPOOL,

are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England

We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER.

We sell cost, freight and insurance. Western Union Code.

LONDON, LIVERPOOL, GLASGOW.

Salter & Stokes, 19-20 King St. W. Smithfield, 226-7 Central Market, E.C., London, Eng.

IMPORTERS OF CANADIAN

CHEESE, BUTTER, EGGS AND POULTRY.

Reference, London City and Midland Bank, West Smithfield. We buy outright.

Quaker Canned Goods

There are millions in it

Although it is our usual custom to keep our business to ourselves, the following is such good advertising material that we for this occasion depart from our invariable rule.

We consider it good advertising material in this respect, that it is impossible for any business to show such a growth as this without there being extraordinary merit in the goods.

Then also consider that these results have been accomplished almost without advertising, without ourselves having any travelers, all this business coming to us right here in our office in Bloomfield either by wire, telephone or through the mail.

We absolutely used little or no brains or energy in selling the goods, all our faculties in this respect being used in packing goods superior to our competitors. The results prove pretty conclusively that if you have the quality, the selling part will take of itself.

Pack in	1900,	one	million	two	hundred	thousand	cans
"	1901,	"	"	8	"	"	"
"	1902,	2	"	4	"	"	"
"	1903,	3	"	3	"	"	"
"	1904,	3	"	9	"	"	"
Probable "	1905,	5	"	cans			

The following are the wholesale firms distributing Quaker Canned Goods, commencing at Halifax and concluding at Dawson :

Billman, Chisholm & Co.,	Halifax	Randall & Roos,	Berlin
Dearborn & Co.,	St. John, N.B.	Jno. Garvey,	London
Mathewson's Sons,	Montreal	Codville & Co.,	Winnipeg
Geo. Robertson & Son,	Kingston	Hudson's Bay Co.,	Vancouver
H. P. Eckardt & Co.,	Toronto	Hudson's Bay Co.,	Victoria
Geo. Watt & Sons,	Brantford	Hudson's Bay Co.,	Dawson

Bloomfield Packing Co., Limited

A MONEY-MAKING DEPARTMENT.

A VERY important factor to the retailer is a well-assorted line of china and glassware. Very little attention is paid to this money-making department by the majority of merchants, their stock being kept up on the top shelves or at the back of the store where little or no attention is paid to them by customers, unless looking for something in that line.

This is a mistake; and let the merchant who is in the habit of doing this put his stock on a table in the front of his store, where it can be easily inspected, and he will soon notice a substantial increase in profits, which will be an incentive to a greater effort along this line.

A nicely-arranged table of decorated china will appeal almost to everyone and many a prosperous store owes its beginning to a table of bright, sparkling glassware.

ETURNED
JN 19 1905



Crockery and China Department, G. T. Rogers, Cranbrook.

The accompanying illustration shows the china and crockery department in a Western Canadian general store that would do credit to even the most pretentious city china store. Some readers of The Grocer may think a similar arrangement is impracticable in their case, principally on the ground of expense. All that is required, however, is neat shelves, a table or two, and a nicely-assorted display of crockery and china. The wicker furniture and palm jardiniere contribute in no small measure to the excellenee of the general effect. Such an attractive eorner in a store serves no end of purposes. It goes without saying that sales of crockery will be easily effected. What is more, one can hardly imagine a more ideal waiting room ior the weary shopper. Mrs. Jones wanders to an easy chair after she has eompleted her purchases, and the chances are more than ever that before she leaves the store she will spy something in the way of china, bric-a-brac, etc., which she will be unable to resist the temptation of buying.

UP-TO-DATE ADVERTISING FIRM.

ADVERTISING is an art. This ready saying, common enough in print in these days when the art of advertising is being made much of by those who worship at its shrine "for what there is in it," needs modification in another direction, without in any degree lessening the import of the expression. Firms advertise and advertise without getting proper results commensurate with the financial expenditure. The Grocer in its long, varied and extensive experience in matters relating to advertising, has had occasion to comment upon many up-to-date, appropriate and efficacious methods employed by manufacturers dealing with grocers' sundries. Among the many that have passed under its notice, one of the most up-to-date and effective advertisers is the firm of John Dwight & Co., New York, Syracuse, Montreal and Toronto, manufacturers of "Cow Brand" baking soda. It is through the courtesy of the Canadian representative, R. S. Tyas, that The Grocer was given an insight into the system employed by this firm, and without divulging any of the methods, it may be stated that the class of advertising is one of the best adaptable, and the quality of the material used undouhtedly of a superior charaeter. In company with Mr. Tyas, The Grocer representative paid a visit to the Montreal branch of John Dwight & Co., at their packing, storing and shipping warehouses at Pt. St. Charles, Montreal. As this reference will only deal with the advertising feature of the Canadian business, no mention, laudable though it would be, of the management of the packing and shipping department will be made. In the large rooms devoted to the storing of advertising material, The Grocer was shown premiums of all kinds, all of them useful and valuable to the merchant and consumer,—handsome lithographed hangers, pen-knives, fountain pens, pocket combs, pencils, etc. One of the handsomest advertising sets is a eollection of lithographed cards of champion prize winners (dogs), all of them in natural colors and true to life. This set is so artistic that every lover of animal life will value the set highly. All of these premiums are distributed by John Dwight & Co. to purehasers of their products, and merchants throughout the land have appreciated these presents highly. Mr. Tyas, whose personality and genial manner is known wherever business is to be done in Canada, has removed to Montreal from Toronto in order to direct the growing interests of his firm from this port, where all the most convenient packing and shipping facilities are afforded his company.

TRADING STAMP BY-LAW

As a result of legislation obtained by the Retail Merchants' Association at the recent session of the Legislature, E. M. Trowern, secretary, has prepared for the city, town and village councils of Ontario a draft by-law for the regulation and restriction of the use of trading stamps and coupons hy merehants. The measure which he recommends for adoption is as follows:

"No person shall, in the City of Toronto, give, sell, distribute or receive trading stamps, coupons, or other similar devices, and no person, firm or corporation engaged in trade or business shall give, sell or deal in such trading stamps, coupons, or other similar devices. Provided, however, that this by-law shall not apply to any merchant or manufacturer who places in or upon packages of goods, or delivers to purchasers of goods, sold or manufactured by him, at the time of sueh purchase, tickets or coupons, which bear upon their face the plaee of delivery thereof, together with the cash or merchantable value of the same, and are redeemable at any time, and only by the merchant or manufacturer giving them, and only at the store or faetory where such goods were sold or purchased."

The penalty for breach of the by-law is to be $50 and costs for each offence, or in case of default, imprisonment for a period not exceeding six months.

At a recent meeting of the Bridgewater, N.S., Board of Trade it was definitely deeided to hold a big celebration in that town on July 1, with preliminary sports on June 30. A managing committee was appointed composed of Dr. Stewart, chairman; C. J. Cragg, secretary; C. L. Freeman, assistant secretary; Mayor Wilson, Arthur Roberts, G. M. Boyd, R. M. McDormand, W. K. Stoddart, L. C. Gelling, G. A. Hubley, Frank Davison, V. J. Paton, J. L. Nelson and A. C. Barnaby.

ARE YOU A DOUBTING THOMAS?

Do you **believe** what we **say** about

Blue Ribbon *Ceylon* Tea

If you **don't** you had **better** get to work and **compare** it with **all** the other **Teas.** We will wager **your** conclusion will be:

ONLY ONE BEST. BLUE RIBBON'S IT.

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons

Hamilton Pottery **HAMILTON, ONT.**

THIS SPACE IS TOO SMALL

TO PERMIT OF DETAILS BEING GIVEN OF

B. H. M.

THE CROCKERY "SNAPS"

we are now offering. They **INCLUDE**

WHITEWARE in best, 2nds and 3rds,
DINNER SETS, FANCY EARTHENWARE,
MAJOLICA WARE, ENGLISH TEA POTS,
GERMAN CHINA, BOHEMIAN WATER SETS, etc.,

WE REPEAT OUR QUESTION OF LAST WEEK:

Would you not consider
Goods from stock
at 10 per cent. Discount
From Import Prices
with a freight allowance
in addition ***"SNAPS?"***

☞ ***LISTS ON APPLICATION.***

BARNARD & HOLLAND CO.

CORISTINE BUILDING

Crockery Importers and Manufacturers' Agents

MONTREAL

ESTABLISHED IN 1842

BE ON THE LOOK-OUT

To Arrive in a Few Days :

500 Cases "Red Cross" Pears, in syrup, 2s, per doz. - - **$1.00**

300 Cases "Red Cross" Greengage Plums, in syrup, 2s, per doz. **1.15**

While they last!

The washing season is on—Here is something for you :

477 Cases "Empire" Soap, brown color, 100 x 10 oz. bars.

5 cases, **$2.25** cs. ; **25** cases, **$2.00** cs.

(Freight paid to any boat or railway point.) TERMS : 1% 10 days or Net 30 days.

THE MOST UP-TO-DATE FIRM IN CANADA. QUICK SHIPPERS.

L. CHAPUT, FILS & CIE.

WHOLESALE GROCERS AND IMPORTERS OF TEAS, WINES AND LIQUORS MONTREAL

TRADING STAMP BY-LAW.

The preparation of a by-law to further restrict, or practically prohibit, the use of trading stamps was ordered by the Toronto City Council June 12.

Messrs. DuVernet & Co., representing several merchants and citizens, wrote in part as follows, on the question: "We submit that the legislation in question is the most obnoxious form of class legislation, and passed at the instance of a small section of the retail merchants, who are desirous to thereby meet the competition of their more progressive and enterprising business rivals. If a merchant is willing to give a customer five per cent. off the retail price of goods sold by him as a bonus for cash payments, why should this action be penalized and the general public be prevented from obtaining a discount at the instance of retail merchants who are too penurious to offer such a bonus to increase their trade?

"If the by-law is passed we deem it only right to the Council to state that we have received instructions to test the validity of such a by-law and the legislation upon which it is based, and carry the matter, if necessary, to the Privy Council."

Mr. H. Reid addressed the Council in opposition to the proposed by-law. He charged Mr. Trowern, representing the Retail Merchants' Association, with making "vicious" statements. The coupon business was no "fake."

"The worst fake that was ever introduced into the commercial community," was Mr. Trowern's definition of the trading stamp business. In his opinion the premiums were "a lot of rubbish." He would like to know what hundred merchants Mr. Reid referred to as favoring the stamps, for the members of the Retail Merchants' Association, consisting of the "most respectable fellows," were opposed to the stamps.

"How many members have you in Toronto?" asked Controller Spence.

"We have 1,500," he replied.

The motion ordering a by-law was then passed.

CHAT WITH P.E. ISLANDER.

AN interesting visitor to the Toronto offices of The Grocer on Friday, June 9, was Mr. F. S. Chandler, representing the Charlottetown Condensed Milk Co., Charlottetown, P.E.I.

Mr. Chandler spoke feelingly of the movement among the residents of Prince Edward Island for a tunnel to connect the island with the mainland of New Brunswick. It is difficult for a westerner to appreciate the inconvenience the trade down there have been subjected to during the past year on account of inadequate transportation facilities. For over 61 days at one time the island had no communication with the mainland. During this period no less than 400 cars loaded with merchandise for Prince Edward Island business houses were lying side-tracked at Pictou, and the railway companies were obliged to refuse freight for P.E.I. points. Mr. Chandler's recitation of the hardships he endured in crossing the Straits of Northumberland during the Winter season of 1904-05 were interesting in the extreme, even if it was difficult to reconcile icebergs and traveling over ice-floes at the rate of a mile an hour, with the ordinarily accepted notions of progressive Eastern Canada. The "tunnel" is a vital question with the citizens down there, and no effort will be spared in securing the co-operation of the necessary interests.

EFFECTING READJUSTMENT.

The Canada Biscuit Co., Toronto, have made an assignment for the purpose of reorganizing the company. Their assets are nearly double their liabilities, the exact figures being as follows: Assets $173,000, liabilities $95,500. No question of the solvency of the company is involved, and the step is taken solely to satisfy certain shareholders, who think that after four years they ought to be in a position to declare a dividend. The factory at King and Bathhurst streets will run as usual, and there will be no interruption in the business.

Owing to typographical error quotations on "peanut butter," medium size, in last week's issue of The Grocer were given as $1.60. They should have been $1.90.

Art Signs.
Martell-Stewart Co., Montreal.

Baking Powder.
Gillett, E.W., Co., Toronto.
McLaren's, W. D., Montreal.
Royal Baking Powder Co., New York.

Baskets.
Oakville Basket Co., Oakville, Ont.

Biscuits, Confectionery, Etc.
Christie, Brown & Co., Toronto.
Cowan Co., Toronto.
Greig, Robert, Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Rose & Laflamme, Montreal.

Blue and Black Lead.
Douglas, J. M., & Co., Montreal.
Keen's — Frank Magor & Co., Montreal.
Oakey, John, & Sons, London, Eng.
Reckitt's—Gilmour Bros. & Co., Montreal.

Brooms and Brushes.
Lind, Kerrigan & Co., London, Ont.

Canned Goods.
Belleville Canning Co., Belleville, Ont.
Bloomfield Packing Co., Bloomfield, Ont.
Old Homestead Canning Co., Picton, Ont
Turner, James, & Co., Hamilton.

Cans.
Acme Can Works, Montreal.

Cash Registers.
National Cash Register Co., Dayton, O.

Chewing Gum.
Little Bode's Slot Machine Co., Montreal

Cigars, Tobaccos, Etc.
American Tobacco Co., Moutreal.
Empire Tobacco Co., Montreal.
McAlpin Consumers Tobacco Co., Toronto
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Sherbrooke Cigar Co., Sherbrooke, Ont.
Tuckett, Geo. E., & Son Co., Hamilton.

Cocoanut.
Downey, W. P., Montreal.
Greig, Robt., Co., Toronto.

Cocoas and Chocolates.
Cowan Co., Toronto.
Epps, James, Co., London, Eng.
Mott, John P., & Co., Halifax, N.S.
Peters'—Lamont, Corliss & Co., Montreal.
VanHouten's—J. L. Watt & Scott, Toronto

Computing Scales.
Dean & McLeod, Hamilton.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
St. Charles Condensing Co., Ingersoll.

Crockery, Glassware and Pottery.
Barnard & Holland, Montreal.
Campbell's Sons R., Hamilton, Ont.
Gowans, Kent & Co., Toronto

Dairy Produce and Provisions
Bates Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Hamilton.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Educational Dept.
Metropolitan Business College, Ottawa.
St. Margarets College, Toronto.

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Bickle, John W., & Greening, Hamilton.
Black Bros. & Co., Halifax.
James, F. T., Co., Toronto.
Sovereign & Lynx Brands.
Stavanger Preserving Co., Toronto and Vancouver.
Tippet, A. P., & Co., Montreal.
Todd, J. H., & Son, Victoria, B.C.
Winnipeg Fish Co., Winnipeg, Man.

Fly Pads and Paper.
Kay Bros., Limited, Stockport. Eng.
Thum, O. & W., Co., Grand Rapids, Mich.
Wilson, Archdale, Hamilton, Ont.

Foreign Importers.
Biermann, E., & Co., Cardiff, Wales.
Bowyer T. B., & Co., London, Eng.
Boyd, Thos., & Co., Liverpool, Eng.
Crichton, Alexander, Liverpool, Eng.
Duffus, Alex. S., London, Eng.
Griffin & Culverwell, Bristol, Eng.
Hall, R. C., & Co., London, Eng.
Lethem, John, & Sons, Leith, Scotland.
Little, Geo., Manchester, Eug.
Marshall, James, Aberdeen, Scotland.
Meeker, George R., & Co., London, W.C.
Neubeck & Schipmann, Hamburg, Ger.
Salter & Stokes, London, Eng.
Scott, David, & Co., Liverpool, Eng.
Sowerbutts A. E., & Co., London, Eng.
Whiteley, Muir & Co., Liverpool, Eng.
Wickes, Hamilton, & Co., London, Eng.

Fruits—Dried, Green, and Nuts.
Adams, E E., Leamington, Ont.
Dawson Commission Co,, Toronto.
Distributors Co., Toronto.
Gibb, W. A., & Co., Hamilton.
James, F. T., Co., Toronto.
Jemmett, E. L., Beamsville, Ont.
Leak, J. W., Scarborough.
McWilliam & Everist, Toronto.
Rattray, D., & Sons, Montreal.
Robinson, O. E., & Co., Ingersoll.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.

Grain, Flours and Cereals.
Frontenac Cereal Co., Kingston.
Greig, Robt., Toronto.
Lake Huron & Manitoba Milling Co., Goderich.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Chaput, L., Fils & Cie., Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Turner, James, & Co. Hamilton.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa.

Hides.
Page, C. S., Hyde Park, Vt.

House Insect Destroyer.
Common Sense Mfg. Co., Toronto.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fixtures.
Walker Pivoted Bin and Store Fixture Co., Toronto.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Greig, Robert, Co., Toronto.
Imperial Extract Co., Toronto.
Smith, E. D., Winona, Ont.
Upton, Thos., & Co., Hamilton.

Loose Leaf Ledgers.
Crain, Rolla L. Co., Ottawa.

Manufacturers' Agents, Brokers and Commission Merchants.
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Balogna Lime Works Co., Barbadoes, B.W.I.
Cameron, J. McA., Vancouver, B.C.
Carman, Joseph, Winnipeg, Man.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Hughes, A. J., Montreal.
Kyle, C. E., Toronto.
Lambe, W. G. A., & Co., Toronto.
Lawson, Reginald, Winnipeg.
Leake, J. W., Scarborough, Eng.
McDougall & Lemon, Owen Sound, Ont.
McPhie, Norman D., Hamilton, Ont.
Millman, W. H., & Sons, Toronto.
Moir, John A., Montreal.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Patrick, W. G., & Co., Toronto.
Radiger & Janion, Victoria and Vancouver, B.C.
Rattray, D., & Sons, Montreal.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Tippet, A. P. & Co., Montreal.
Tucker, E St. G., Halifax, N.S.
Vancouver Warehouses Limited, Vancouver, B.C.
Watson, Stuart, Winnipeg, Man.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Mince Meat.
Bates Mfg. Co., Toronto.
Wethey J. H., St. Catharines.

Mops.
Tarbox Bros., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Medicines.
Mathieu, J. L., Co., Sherbrooke, Que,

Pickles, Sauces, Relishes, Etc.
Belleville Canning Co., Belleville, Ont.
Colson, C. E., & Son, Montreal.
Greig, Robert, Co., Toronto.
Heinz, H. J., Pittsburg, Pa.
Holbrook & Co., London, Eng.
Lucas, Steele & Bristol, Hamilton.
Lytle, T. A., Co., Toronto.
Merchants Mfg. Co., Toronto.
Paterson's— Rose & Laflamme, Montreal
Purnell, Webb & Co., Bristol, Eng.
Sutton, G. F., Sons & Co., London, Eng.
Warren Bros. & Co., Toronto.

Polishes—Metal.
Anglo-Canadian Supply Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Oakey, John, & Sons, London, Eng

Polishes—Stove.
Morse Bros., Canton, Mass.

Refined Cider.
Wilson, W. H., Co., Tillsonburg, Ont.

Refrigerators.
Eureka Refrigerator Co., Toronto.
Fabien, C. P., Montreal.

Salt.
Canadian Salt Co., Windsor, Ont.
Cerebos Salt.
Toronto Salt Works, Toronto.
Verret, Stewart, & Co. Montreal.

School Supplies.
Weese, G. A., & Son, Toronto.

Soap.
Balfour & Co., Hamilton, Ont.
Tippet, A. P., & Co., Montreal.

Sparklet Syphons.
Davidson & Hay, Toronto.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
Maiden, J. H., Moutreal.

Sugars, Syrups and Molasses.
Canada Sugar Refining Co., Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Imperial Maple Syrup—Rose & Laflamme Montreal.
Rattray, D., & Sons, Montreal.
"Sugars" Limited, Montreal.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Braid, Wm., & Co., Vancouver, B.C.
Capstan Mfg. Co., Toronto.
Ceylon Tea Traders' Ass'n.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H & Sons, Montreal.
Japan Tea Traders' Ass'n.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton, Ont.
Lumsden Bros., Hamilton.
Salada Tea Co., Montreal and Toronto.
Todhunter, Mitchell & Co., Toronto.
Wood, Thos., & Co., Montreal.

Telephones.
Bell Telephone Co.

Typewriters.
United Typewriter Co., Toronto and Montreal.

Vinegars.
Wilson, W. H., Co., Tillsonburg.

Washing Compound.
Gillett, E. W. Co., Toronto.
Keen's—Frank Magor & Co., Montreal.
Winn & Holland, Montreal.

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Woode, Walter, & Co., Hamilton.

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CANADA TOO CONSERVATIVE.

IT is to be hoped that Canadian exporters will not be unduly long in learning to profit from the advice of the commercial agents stationed by the Dominion Government in the great export centres of the world with a view to building up Canada's foreign trade. Our manufacturers have been accused again and again of being woefully slow in adapting themselves to the requirements of foreign markets as well as lacking in enterprise in following up an opportunity once it is created. If one is to judge from the latest report of J. S. Larke, commercial agent for Australasia, there is still much room for improvement on this score. He says: "The usual crop of complaints has reached me this month. One is in reference to the old complaint of improper packing. A number of machines were ordered with definite instructions as to how they were to be packed. In due course an invoice was received with a covering letter stating that the instructions respecting packing were absurd, that they had made a study of it and had shipped in the manner they had found to be right. When the goods arrived half of them were found to be broken. Had the instructions sent been followed, the loss would have fallen upon the buyers, but under the circumstances it must fall on the shipper. It must be borne in mind that while Australians may occasionally make mistakes in their directions, they have had a much greater experience in the requirements for long ocean voyages than the majority of Canadians and their instructions are based upon this experience.

"Another is the refusal to meet the market. A Canadian manufacturer was assured of a good trade in boots and shoes if he changed his shape a little. He declined to do so.

"In another instance an article was getting fairly introduced with excellent prospects before it, but it was cutting into the trade of a United States manufacturer. The latter launched into liberal advertising, and not only regained his trade, but now has a very large share of it. The Canadian firm refused to expend any money in this way and has lost his trade, though his goods were right and his prices below the successful rival. Buyers admit this, but say 'people ask for the other and we must sell what they want.'

"In one instance a failure was due to shipping goods made of inferior material and much below samples. In another case it was a refusal to reduce prices when others did so. In some of these instances this state of things was accompanied by sharp comments upon the incapacity of the agent, as otherwise he would have secured a large trade. In some cases this is undeserved, as the agents have done their best. A Canadian would be unwise to do business if he cannot see a profit in it, and he has the right to say that he will only do it upon his own terms, but he should not be disappointed if he fails to meet with success when he declines to meet the conditions essential to success."

THE FRENCH TREATY.

IN connection with the proposed revision of the French treaty, the Maritime Merchant makes the valuable suggestion that the preference be made to apply only to French goods imported direct through Canadian ports, a similar rule to the one governing importations of Canadian goods into France.

Although a revision of the treaty along general lines would undoubtedly improve existing conditions, some such change as the one suggested is necessary if New York is to be effectually hindered from dumping into Canada surplus stocks of currants, Valencia raisins, Malaga fruits, filberts, etc., which pay specific duties. Canada's importations of these lines amount to $600,000 yearly, and the dumping of such goods on the Canadian market by New York houses tends to demoralize domestic trade.

PURE FOOD LAW.

IN our last issue reference was made to the laxity of the Inland Revenue Department in enforcing the provisions of the Pure Food Act. The case of the consignments of damaged walnuts salvaged from the Allan liner Parisian, which had been partially sunk in collision in Halifax harbor some weeks ago, was instanced. In this case certainly remissness was shown by the inspectors of the Inland Revenue Department.

During the past week auction sales were held in the City of Montreal in which partly-damaged groceries were sold, and by this time are no doubt in consumption. That a part of these goods consisted of canned goods which might ordinarily be supposed to be undamageable does not excuse the offering of other lines for sale. In the case of bottled goods, such as pickles, sauces, liquors, etc., the likelihood of serious injury is not so apparent, or likely to cause damage to the consumer, but cereals and other prepared foods packed in bags and cartons should under no circumstances be allowed for sale unless inspected and passed upon by the health authorities as fit to enter into consumption.

The local health officers of the City of Montreal, under the able management and sharp eyes of Dr. Dagenais, are confiscating every week thousands of pounds of meat, fish, game, vegetables, etc., that have passed into the hands of retail merchants through the commission houses and importers, and it is not asking too much from the Federal Government to see that proper inspectors are appointed to watch just such cases as that of the Parisian's cargo. It is an easy matter to do this, as the manifests of all imports are in the hands of the Customs authorities, and before any goods going into consumption are allowed to be offered for sale, inspection should be insisted on. In the case of wearing apparel and raw materials used for manufacturing purposes, where the damaged goods are not taken into the system, it would not, of course, be ex-

pected, or be just, to destroy them.

The Grocer hopes in the interests of the trade, as well as the consumer, that Hon. L. P. Brodeur, Minister of Inland Revenue, will take the time to look into this matter of damaged goods, and put into effect measures that will put a stop to the practice complained of.

TEA STANDARDS FOR CANADA.

FROM time to time during the past ten or twelve years, the subject of the establishment of tea standards for the guidance of Canadian importers and the protection of Canada's tea trade has received spasmodic attention at the hands of the importers of teas and the wholesale grocers. Some years ago there was every hope that something definite would materialize, and the steps taken then warranted the opinion that influence would at last be brought to hear upon the Government at Ottawa and an act put upon the statute books. But after petitions had been circulated and signed by the interests concerned; after a visit had been paid to Ottawa, and the matter laid before the authorities, the petition seemed to get lost in the archives or pigeon holes of the departments.

The opening of the new tea season seems to us a good time for the trade to get together and endeavor to secure the establishment of tea standards for Canada. While there may be difficulties in the way of agreeing upon a set of standards at once, these difficulties should not be insurmountable, and in order to open the way, we would suggest the adoption by the Customs Department of the United States standards. Any changes necessary owing to the non-importation of certain teas in Canada that obtain consumption in the United States, could be made later. If necessary, a commission of expert teamen might be selected by the merchants and importers, who could meet and select standards and then be authorized to lay their decision before the Government.

There certainly is cause for complaint on the part of importers of teas owing to the non-existence of tea standards at present, as buyers have no guarantee that teas bought will be allowed to pass by the Customs. In many ways losses are sustained by shippers as well as importers. It is not our purpose to enter into details with which the tea trade are thoroughly familiar, but to call upon importers to consider the establishment of tea standards towards a finality.

That the adoption of tea standards by the United States Government has done much towards keeping out of that country cheap, trashy and injurious teas, is an established fact. During 1904 only 11,824 packages of imported tea were refused admission to that country. In 1898 the rejected packages numbered 31,397. No stronger argument need be made than the foregoing statement of the benefit that has been conferred upon the tea trade and the consumer. We are not conversant with the modus operandi of the American standards, but it seems to us that what was done by the importers to the south can be done by the Canadian tea traders. The Grocer is desirous of assisting the importers in this matter and will be pleased to publish aay letters on the subject with suggestions as to the manner in which it may be best to establish the standards.

TAXING COMMERCIAL TRAVELERS

THE Act imposing a tax on non-resident commercial travelers having no place of business in Canada, which recently went into force in Quebec, is on account of the ambiguity of certain of its clauses causing no end of dissatisfaction among the trade. For instance, one section of the Act says that "any person not residing in the province who is desirous of acting as a commercial traveler by soliciting or taking orders for, or selling goods, wares, or merchandise other than intoxicating liquors, or by advertising or offering such goods for sale, by sample, catalogue, price-list, for a person, firm or corporation having no place of business in Canada, shall first obtain a license therefor from the collector of provincial revenue from the district in which he begins his operations in the province."

An enactment of so sweeping a nature has rightfully called forth the indignation of a large share of the business community of Quebec, who, partial as they may be to Canadian manufacturers, do not relish the notion of having any restriction placed upon free trade communication with other countries. Enquiries have poured in to the Comptroller of Provincial Revenue, who in turn interprets the "mischievous" clause as not applying to the transaction of business "by correspondence," although it does make liable non-resident travelers of foreign firms coming into Quebec to do business.

It need hardly be remarked that the restrictions on the whole are without precedent. To prohibit foreign business houses not represented in Canada from sending samples here or catalogues, or price-lists, and to say they shall not advertise in a Canadian newspaper unless they get out a license costing three hundred dollars a year is sure to meet with opposition from the home as well as the foreign trade. It would seem further, that to the framers of the law there is something to be gained by business correspondence, exclusive of the use of price lists, catalogues, etc., although how it obtains is not apparent to the trade generally.

CRIPPLING INDUSTRY.

THE gross injustice that can be inflicted by a corporation upon private enterprise and industry is being shown in the discrimination of freight rates against Canadian manufacturers and business men. That such should be true and that actual harm has been done from this source may not be generally known, yet it remains that within the past fortnight the American Cereal Co. posted a notice in its works at Peterboro that the mills would be closed indefinitely, or until satisfactory adjustment of freight rates could be made. It is stated that they have no lack of orders or export consignments, but excessive freight rates are the sole cause of closing down. This is a fertile subject of investigation for the Railway Commission, and it is hoped that the matter will be taken in hand without delay, as to whether the charges of the railway companies are really menacing industry in such a manner. It is a serious matter and a question in which not only the manufacturer but the retailer and the consumer are vitally interested.

DISCRIMINATING AGAINST CANADA.

A SHORT time ago reference was made in this paper to a report that the direct steamship line sailing from Canada to South Africa was discriminating against Canadian shippers in favor of U.S. exporters.

The explanation of this irregularity would seem to be that there are several American exporting firms who have agents in Canada. These buy Canadian produce and ship the same to South Africa under their own American designation, when, in reality, it is of Canadian origin. Again, contractors are required under Government contract to give Canadians ten days preference, but Canadian shippers, it is claimed, engage space and, being unable to fill it, often sell their space to American exporting firms, and, of course, the steamship companies cannot refuse such cargoes. Up to within a short time ago, the steamships went out with half and three-quarter cargoes, and had it not been for the American produce shipped to South Africa from Chicago the Government would have been required to pay a much heavier subsidy to main-

tain the line than they have. As yet there is absolutely no return cargo. Within the last few months, however, every ship has gone forward with a full cargo, and all the Canadian traffic offering has been accepted.

Nearly all the large American exporting companies have distributing agents in South Africa. Canadians have not, and doubtless it would appear to one in South Africa that practically all the business is being sent forward by American firms as American produce. Speaking roughly, it is estimated that at least half the Canadian produce sent to South Africa goes from United States exporting firms, who buy in Canada. With reference to the large shipments of American hogs to South Africa, it is interesting to note that Canada increased her shipments of bacon to Great Britain from $4,000,000 in 1901 to $9,000,000 in 1904, while those from the United States have gradually fallen in the same years from $45,000,000 to $30,000,000. Canadian bacon is taking the market from the United States in Great Britain, on account of the superior quality of the former product, while the cheaper U.S. article is going to South Africa and other countries—a line of trade Canadian shippers are not anxious to cultivate. The Kaffirs want cheap bacon, and the Americans are in a position to supply their requirements. ,

FOREIGN SERVICE OF CANADA.

Those in charge of Canada's foreign commercial service deserve praise for the excellent work they have accomplished during the short time the system of commercial agencies has been in existence. To further perfect this service an arrangement has recently been made whereby Canadian commercial agents in foreign countries will undertake to translate into the English language, or into the foreign tongue, any correspondence Canadian firms may desire to hold with foreign firms. The Dominion Government is certainly sparing no pains in its efforts to assist Canadian exporters in foreign markets. It rests with the exporters themselves to make the most of the exceptional opportunities provided by the federal authorities.

DISCRIMINATION IN SUGAR PRICES.

CONSIDERABLE dissatisfaction has been expressed in certain quarters because the Dominion Wholesale Grocers' Guild, it is claimed, decides "what the freight rate (or price for sugar with rate added) shall be to every village, town, city, railway siding or wharf in the Dominion, regardless of the Summer or Winter freight charges by railway, boat or other carrier, and absolutely without considering the location of the place as to distance. By way of illustration the rate from Montreal to Toronto is fixed at 8c., from Montreal to Peterborough at 11c., while from Montreal to Port Hope it is 22c."

Although the whole question is much involved, in principle it simmers down to this: Is the wholesale trade the best medium for the distribution of goods from the manufacturer to the retail trade? If so, its interests have to be taken into consideration, and a wholesale distributing point treated somewhat differently from an ordinary point of consumption. In order to arrive at a uniform basis for the regulation of prices, the Guild have arranged what is known as "equalization rates," which are added to refiners' prices. In doing this an average is struck between say the rate from one of the Montreal refineries to a wholesale distributing centre, like Toronto, and then from Toronto to the actual point of consumption, say Port Hope, this average being the basis for regulating the Port Hope price-list. In some instances the rate from the refinery to the consuming point is more than from the refinery to the wholesale point of distribution. The reason is because the goods have to be shipped from the refinery to the wholesale point, and back again to the point of consumption. This accounts for the rate from Montreal to Port Hope being 22c., while that from Montreal to Belleville, the nearest wholesale distributing point to Port Hope, is only 8c. It must also be remembered that the freight rates established by the railroads out of Montreal to points east and west are considerably lower than from Toronto. A readjustment of this irregularity has been under discussion by the Toronto Board of Trade for some time, their contention being that the minimum basis on which freights are levied does not warrant the existing differences.

On the whole the position of the Guild is that under the equalization rate both the retailer and consumer are better treated than they were under the old regime when it was possible for a dealer to buy in large lots direct from the refiner and undersell his competitors. They further claim that with the exception of perhaps a few less-favored points away from distributing centres the trade have no grievance. The refiners make only a fair profit, and as for members of the guild, they can hardly be said to be a combine for purposes of self-aggrandisement with their percentage on sales averaging nothing more than four per cent.

As for the contention that the Guild will not permit sugar to be sold f.o.b. at refineries, etc., such an allowance would be contrary to the spirit of the present arrangement. It is also an error to suppose that the guild adjust the freight rates to suit their own convenience regardless of Summer or Winter charges. Any one conversant with the sugar business knows that there are separate freight schedules for Summer and Winter, in addition to the various equalized rates.

CANADIAN MANUFACTURERS OFF FOR ENGLAND.

WHEN the Allan liner Victorian left her docks at Montreal on Saturday morning, June 10, she bore away with her the largest touring party that has ever left Canada. Not only was it the largest in point of numbers, but also one of the most important to the interests of Canada. The party, consisting of 280, numbered among it the heads of some of Canada's most prominent manufacturing and commercial concerns and was in every way representative of industrial Canada. The excursion arranged by the Canadian Manufacturers' Association has in view a well-planned tour of the industrial and commercial centres of England, and during the journey will visit Birmingham, Liverpool, Manchester, Bradford, Sheffield, London, Glasgow and Leeds, winding up the tour in London to participate in the Dominion Day celebration, July 1, at which Lord Strathcona is to preside.

The party is in charge of Mr. R. J. Younge, general secretary C.M.A., with the President, Mr. W. K. George, and Vice-President Mr. C. C. Ballantyne.

On arriving at Liverpool the party will be taken in special train for a ten-days' tour visiting the midland manufacturing centres.

The Victorian was decorated in gala garb, as this occasion is an event in the history of the first trans-atlantic turbiner. Mr. Hugh A. Allan and Mr. Geo. Hannah, general passenger agent Allan line, were present to see the distinguished party safely off. Needless to say the party had every comfort and convenience arranged for them.

Among the passengers more or less closely allied to the grocery and kindred trades were: Messrs. C. C. Ballantyne, Montreal; W. C. Breckenridge, Hamilton; J. Scott Chisholm, Halifax, N.S.; A. E. Dalton, Toronto; Jaffray Eaton, Owen Sound; H. Douglas Eby (The Eby, Blain Co., Limited,) Toronto; W. L. Edmonds (Vice-President MacLean Publishing Co.); T. H. Estabrooks (Red Rose Tea) St. John, N.B.; Roy L. H. Ewing (S. H. & A. S. Ewing), Montreal; J. D. Flavelle, Lindsay; G. W. Ganong, St. Stephen, N. B.; Robert Greig, Toronto; John Hendry, Brantford; Arthur Lyman, Montreal; D. J. McKinnon, Toronto; J. D. Nasmith, Toronto; C. R. Somerville, London; F. F. Telfer, Collingwood.

Before the Victorian sailed a deputation from the Montreal Branch of the C.M.A., headed by Chairman J. J. McGill, waited on President W. K. George and presented him with an address wishing bon voyage.

TENDER ACCEPTED.

Tenders were opened on Saturday morning last for the brick work of the new biscuit and confectionery factory of Foley, Lock & Larson, of Winnipeg. The contract was awarded to Sharpe & College, and work on the new structure is to be rushed ahead with all possible speed. It is the aim of the firm to have the factory in operation by the first of October.

There's a vast amount of difference in Teas

Some Good—Some Bad—Some Indifferent

But

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CEYLON TEA

Could never by any possible chance have attained its enormous sale of 13,500,000 packets annually unless the Quality and Value were "WITHOUT A FLAW." And remember—this is a growing business—new sale records being constantly established.

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Single and Double Grinders

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No. 65

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

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BRANTFORD STARCH WORKS, Limited

BRANTFORD, Canada

MARKETS AND MARKET NOTES

Quebec Markets.

GROCERIES.

Montreal, June 15, 1905.

TRADE conditions during the week show no change; business is only moderately good, and not what was looked for by the trade. Hopes had been entertained that with the advent of the warm weather a considerable stimulus would be given to business. The fact also that farm produce and dairy products were bringing good prices should cause buying on a freer scale, but so far nothing encouraging has developed. The sugar market has been so unsettled that not only the retailers but the jobbers have held off placing any large orders for their season's requirements. No change to date is noted in price; market is easy. Somewhat better business is looked for now that the first small fruits are arriving, and dealers cannot much longer hold off buying. Teas have shown a better business during the week. Japans, new season's May pickings, are in, and June's expected shortly, these latter ranging in price around 25 to 27c. Ceylon and India greens and blacks are steady and held firm. Some good trading was done during the week in Ping Sueys, some 2,000 packages changing hands. These were low grades. Molasses unchanged and little business going. Spices show a tendency to advance, particularly in peppers, gingers and nutmegs. Canned goods are very quiet, the arrival of fresh fruits restricting business in canned fruits. Vegetables also are quiet, tomatoes only seeming to keep up. American packers of tomatoes have advanced their prices, which means that no changes will be likely until new Canadian pack is in. Canned salmon are being booked at confidential prices. The situation at the coast is dealt with in another paragraph. Foreign dried fruits are void of news. Fresh fish are coming in, and business is good with the dealers. Rice and tapioca are meeting with better demand, as usual during the warm weather. Provisions are tending easier, the supply of live hogs being better. Hams and bacon working up in volume owing to warm weather demand. Flour trade is fair. The s.s. Birmingham, which sailed for South Africa last week, took about 10,000 bags for that market, and larger quantities are booked for this month's sailings. The same steamer also carried 4,072 bags of bran. Country produce, such as honey, maple syrup, beans, etc., are all on the quiet side. Hay is almost dead stock, and prices have eased off $1 per ton. Evaporated apples also quiet on account of arrivals of fresh fruits. The new style 2-lb. package (20 to the case) seems likely to become a favorite with the trade and the consumer.

Sugar—The sugar market continues unchanged. There has been some improvement in the demand from country buyers, which is no doubt due to the arrival of small fruits. It is reported that American refiners have been storing sugars in Canada in large quantities for some time past, with what object in view is not apparent. It may be that this has a tendency to keep prices easy, though the foreign beet and raw sugar market has lately shown an improvement.

Granulated, obls.	$5 15
" ½-bbls	5 10
" bags	5 10
Paris lump, boxes and bbls.	5 65
" " ½-boxes and ½-bbls.	5 75
Extra ground, bbls.	5 50
" " 50-lb. boxes	5 70
" " 25-lb. boxes	5 80
Powdered, bbls	5 30
" 50-lb. boxes	5 50
Phoenix	5 10
Bright coffee	5 00
" yellow	4 95
No. 3 yellow	4 90
No. 2 "	4 75
No. 1 " bbls.	4 65
No. 1 " bags	4 70
Raw Trinidad	4 50
Trinidad crystals	4 85 4 90

Syrups and Molasses—The Barbadoes market remains quiet, as the demand is not heavy. There is, nevertheless, always a little changing hands nominally at 35c. car-load lots. There are also some offerings of Porto Rico and cheaper grades of molasses, which are quoted at from 2c. to 3c. per gallon less than Barbadoes. The demand for these is, however, limited in this market. Corn syrups are quiet, and there seems to be little demand at present.

Barbadoes, in puncheons	0 38
" in barrels	0 40½
" in half-barrels	0 41½
New Orleans	0 22 0 35
Antigua	0 33
Porto Rico	0 45
Corn syrups, bbls.	0 02¾
" ½-bbls.	0 02¾
" ¼-bbls.	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

Tea—Cable from Yokohama under date 10th inst. reports Japan market at present is anywhere from 2c. to 4c. under that of last season, crop good. Smith, Baker & Co. in their latest circular state that though the season opened up well, as far as the quality of teas was concerned, it is something of a disappointment in quantity produced and the rapidity with which the quality is declining. It was at first thought to be only a late season, by reason of the tardy appearance of warm weather, but something else must be sought for as the cause of the known shortage in growth of choice early leaf. The one thing apparent is that the trade must adapt itself to a limited supply of choicest teas. The joint shortage at Kobe and Yokohama, as compared with the receipts at the same time last year, is 28,500 piculs, and with 1903 is 39,400 piculs, to which must be added a probable shortage in purchases for native shipments at Shidzuoka, operations there being kept secret. The general condition of the tea market during the past week has been somewhat better. There has been no inquiry, and offers which would have been accepted some weeks ago are now turned down by the dealers, thus showing a better tone. Ceylon greens and blacks are practically unchanged. No cable advices are at hand. Indian market, which opened lately, furnishes meagre reports and of an indefinite character. Chinas, both black and green, are ruling low, and there is not much business doing in same. The market in Japan has advanced from 1 1-4c. to 2c. per lb. for May teas. The report is current that there will be few, if any, cheap teas marketed in Japan this season, planters finding it unprofitable, and no attention is paid by farmers to other products. Locally Japan teas show a better tone, and there does not seem to be a rush by holders to dispose of any surplus low-grade teas carried. From all appearances the market is still strongly in buyers' favor.

Japans—Fine	0 26	0 28
Medium	0 20	0 24
Good common		0 18
Common	0 12½	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders'	0 12	0 12
Congous—Kaisows		0 12
Pakling boxes	0 12	0 14

Coffee—Coffees show no change. Business is about as usual. No striking features are apparent in New York market, where a good deal of speculative coffee is being worked up and down by interested speculators. Prices are unchanged.

Good Cocutas	0 10	0 10½
Choice "	0 11½	0 12½
Jamaica coffee	0 10½	0 11
Java	0 18	0 22
Mocha	0 17	0 20
Rio	0 09½	0 11

Spices—Spices show a tendency to improve, following latest New York advices, where market has been very active with good business in peppers, black and white. As the crop reports are coming in to a close, the actual shortage is becoming more clearly defined. The total amount of pepper is less than the actual world's consumption by several thousands of tons. This would indicate a striking possibility of higher prices. An advance in pepper may be looked for in the near future. Cloves in better demand. Nutmegs are slated for an advance. Gingers are in better demand, and owing to short crop will likely show higher prices.

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger	0 12	0 20
Cloves, whole	0 17	0 30

Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 25	0 50

Canned Goods—Canned goods situation is practically unchanged. There is not much business doing in any special kind, and trade is only fair. No new prices have yet been made by the Canadian Canners, Limited, and any business being done is of a confidential character. No reports are at hand as yet as to the prospects of the crop or pack. Canners, as usual, are insisting upon having orders placed early in order to insure same being filled, as late orders will only be accepted on condition of early orders being completed. The latest news from American markets is of an advance in tomatoes about 2 1-2c. per dozen, so that there will be no cheaper tomatoes until the Canadian pack is ready for delivery. In salmon no fixed prices are as yet handed out by the association (B.C packers) $4.75 and $5.00 f.o.b. coast are indicated as opening prices. Considerable sales have been made on private terms, quotations to be determined later by the association, when the extent of the run is more definitely ascertained. In this connection we notice complaints have been made by the Board of Trade at Vancouver that unscrupulous shippers are, and have been, in the habit of labelling inferior grades of fish with a higher class of label than the quality warranted. To such an extent has this been carried, that it was the subject of a motion made and carried by the Vancouver Board of Trade, to the effect that such practice was reprehensible in itself, as well as calculated to damage the reputation of B.C. salmon. It is to be hoped that the protest of the Board of Trade will have the effect of preventing a repetition of this practice by the culprits. The latest reports at hand from the coast would indicate that the run of fish has not been as extensive as was anticipated, but there is ample time yet for the season to keep up its record, as this should be a banner year.

	Per doz.
Corn, 2-lb. tins	$1 20
" 2-lb. sucotash	1 25
Gallon corn	5 00
Tomatoes, 3-lb. tins	1 30
Gallon tins	3 60
Sugar beets	$0 85 0 95
2's Asparagus Tips	2 50
2's Beans, Golden Wax	0 80
2's " Refugee or Valentine	0 82½
2's " Crystal Wax	0 92½
2's Peas, No. 4 "Standards"	0 82½
2's " No. 3 "Early Junes"	0 85
2's " No. 2 "Sweet Wrinkled"	0 95
2's " No. 1 "Extra Fine Sifted"	1 30
2's Table Spinach	1 40
Pears—Flemish Beauty, Bartletts and pie in 2, 2½ and 3's	$1 15 $2 20
Peaches—White, yellow and pie, 1½'s, 2's, 2½'s, 3's.	1 25 2 82½
Gallon pears	3 15 3 67½
" peaches	3 55 4 50
Pumpkins, 3-lb. tins	0 72½
" gal	2 50
3-lb. squash	1 00
2's Cherrics, red, pitted	2 20
2's " red, not pitted	1 75
2's " black, pitted	2 20
2's " black, not pitted	1 75
2's " white, pitted	2 40
2's " white, not pitted	2 00
2's Currants, red, heavy syrup	1 57½
2's " red, preserved	1 77½
Gals. " red standard	4 75
Gals. " red, solid pack	7 00
2's " black, heavy syrup	1 75
2's " black, preserved	2 05
Gals. " black, standard	4 00
Gals. " black, solid pack	8 00
2's Gooseberries, heavy syrup	1 62½
2's " preserved	1 85
Gals. " standard	7 25
2's Lawtonberries, heavy syrup	1 57½
2's " prescrved	1 85
Gals. " standard	4 97½
2's Pineapple, sliced	2 25
2's " grated	2 35
3's " whole	2 50
2's Plums, Damson, light syrup	1 00
2's " heavy syrup	1 20
2½'s " " "	1 57½
3's " " "	1 85
Gals. " " standard	2 95
2's " Lombard, light syrup	1 05
2's " heavy syrup	1 35
2½'s " " "	1 62½
3's " " "	1 90
Gals. " " standard	3 15
2's " Green Gage, light syrup	1 15
2's " heavy syrup	1 47½
2½'s " " "	1 72½
3's " " "	2 00
Gals. " " standard	3 45
2's " Egg, heavy syrup	1 52½
2½'s " "	1 80
3's " " "	2 10
2's Raspberries, red, heavy syrup	1 40
2's " " preserved	1 60
Gals. " " standard	5 00
Gals. " " solid pack	8 00
2's " black, heavy syrup	1 35
2's " " preserved	1 50
Gals. " " standard	4 75
2's Rhubard, preserved	1 15
3's " "	1 90
Gals. " standard	2 62½
2's Strawberries, heavy syrup, 1903 pack	1 47½
2's " 1904 pack	1 60
2's preserved	1 75
Gals. " standnrd	5 50
Gals. " solid pack	3 50

Rice and Tapioca—Rice market unchanged. The Summer demand, which is generally a little better than other seasons of the year, has commenced to make itself felt. Tapioca is reported scarce on this market, and there is some inquiry for it. This article also is subject to large consumption in the warm weather.

B rice, in 10 bag lots	2 95
B rice, less than 10 bags	3 05
C rice, in 10 bag lots	2 85
C rice, in less than 10 bag lots	2 95

Foreign Dried Fruits—In dried fruits generally there is practically little to report, the movement being of a dull character. Valencia raisins are still offered at very low prices for London account, but without finding easy buyers. Currants, however, show more activity at steady prices. Shelled walnuts have recovered from a temporary depression, and as the hot weather is now at hand it is not likely that import orders will be given, consequently holders are in a fairly good position in regard to stocks in cold storage. California dried fruits are given under special heading in this week's issue.

Valencia Raisins—		
Fine off-stalk, per lb	0 05	0 06
Selected, per lb		0 06½
Layers, "	0 07	0 07½
Dates—		
Dates, Hallowees, per lb	0 04	0 04½
Californian Evaporated Fruits—		
Apricots, per lb		0 13½
Peaches, "		0 10½
Pears, "		0 13
Malaga Raisins—		
London layers		2 00
"Connoisseur Clusters"		2 50
" ½-boxes		0 80
"Royal Buckingham Clusters," ½-boxes		1 10
" boxes		3 50
"Excelsior Window Clusters,"		4 50
" " " ⅛s		1 35
Californian Raisins—		
Loose muscatels, per lb	0 07½	0 08
" " seeded, in 1-lb. packages	0 08	0 09
" " 2 crown		0 06
" " 3 crown		0 06½
" " 4 crown		0 08

Prunes—	Per lb.
30-40s	0 08½
40-50s	0 08
50-60s	0 07
60-70s	0 06
70-80s	0 06
80-90s	0 05
90-100s	0 05
Oregon prunes (Italian style), 40-50s	0 08
" " 50-60s	0 07
Oregon prunes (French style), 60-70s	0 06
" " 90-100s	0 04
" " 100-120s	0 04
Currants—	
Filiatras, uncleaned	0 04½
Fine Filiatras, per lb., in cases	0 04½ 0 05
" " cleaned	0 04½ 0 05½
" " in 1-lb. cartons	0 05½ 0 06
Finest Vostizzas "	0 06½ 0 07½
Amalias "	0 06
Sultana Raisins—	
Sultana raisins, per lb	0 06½ 0 08
" " 1-lb. carton	0 09
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 13
Four crown, fancy, 10-lb. boxes	0 09
Three crown	0 07 0 07½
Glove boxes, fine quality, per box	0 11
Fancy washed figs, in baskets, per basket	0 20
" pulled figs, in boxes, per box	0 22
" stuffed figs, " "	0 28
12-oz. boxes	0 06½ 0 07

Fish—An interview with the leading fish dealers shows that trade is in a fine condition. Demand for fresh fish of all kinds is good, and supply is ample for requirements. Gaspe salmon is arriving freely, and prices have fallen off a little during the past week. They are expected to become still easier when larger quantities arrive. Canadian mackerel is in season at low cost. Fresh halibut is a little scarce, and price has advanced. More brook trout is coming, and will sell at easier figures. There is little doing in salt herring, in fact no stocks of consequence are on the market. Salt salmon, skinless and boneless cod, are freely arriving in fair-sized lots, and are meeting with ready sales at quotations. Demand for smoked fish is said to be small. There are three fast days this week (Ember days), and owing to this dealers have fine prospects of business.

Fresh mackerel, per lb	0 08
Shad, each	0 20
Gaspe Salmoo, per lb	0 18
Sturgeon	0 09
Boiled lobsters	0 14
Dore, fresh	0 07½
Fresh white fish	0 07½
Lake trout	0 07½
Brook trout	0 18
Fresh salmon, B. C	0 16
Choice select bulk oysters, per gal	1 50
Haddies	0 07
Bloaters in boxes, 100 fish	1 00
Yarmouth bloaters, 60 fish per box	1 10
Smoked herring, per box, new	0 11
Fresh haddoek, per lb	0 04
Fresh pike	0 06½
Fresh halibut	0 12
Fresh steak cod	0 05
No. 1 Labrador herring in 20-lb. pails	0 80
" " " half bbl	3 00
No. 1 Holland herring, per half bbl	6 50
No. 1 Scotch herring, " "	6 50
" " per keg	1 00
Holland herring, per keg	0 65 0 75
No. 1 salt mackerel, pail of 20 lbs	2 00
Skinless cod (100-lb. cases), per case	5 50
Boneless cod, 1 and 2-lb. blocks, per lb	0 06
" fish " "	0 05½
" fish, loose, in 25-lb. boxes	0 04½
Labrador salmon, half bbl	9 00
" " (200 lbs.) bbls	17 00
" " large (300 lbs.)	24 00
B.C. salt salmon, bbl	15 00
" " ½ bbl	8 00
Lake trout, salt, 100 lbs	4 50
Sea trout in bbls, 200 lbs	10 00
" half bbls	5 50
Marshall's kippered herring, per doz	1 40
Canadian kippered, per doz	1 00
Canadian ¼ sardines, per 100	3 75
Canned cove oysters, No. 1 size, per doz	1 30
Canded cove oysters, No. 2 size, per doz	2 25

California Dried Fruits—In conversation with The Grocer, A. B. Tippet & Co., Montreal, Canadian agents for Griffin & Skelly, speaking generally of the California dried fruit situation, advise as follows: The outlook, generally speaking, for California dried fruits is favorable, with a good crop in almost everything, with the exception of prunes and pears. Prunes will scarcely run, according to all appearances, more than 50 per cent. of last year, and the prospect is therefore that prices will range higher than the extremely unprofitable and ruinous ones of 1904, and it is expected that the advance will be about 3-4 to 1c. per lb. above last year's figures. The apricot crop, on the other hand, is excessively large, and while a

Peaches, pie, 3's		1 25
Cherries, red, pitted, 2's		2 20
" " not pitted, 2's		1 75
" English black, pitted, 2's		2 20
" " " not pitted, 2's		1 75
" white wax, pitted, 2's		2 42
" " " not pitted, 2's		2 00
Lawtonberries, heavy syrup, 2's		1 57½
" preserved, 2's		1 75
" standard gal		4 97½
Plums, Damson, light syrup, 2's		1 00
" heavy syrup, 2's		1 30
" " 3's		1 85
" Lombards, light syrup, 2's		1 05
" " heavy syrup, 2's		1 35
" " 3's		1 90
" green gage, light syrup, 2's		1 15
" " heavy syrup, 2's		1 47½
" " 3's		2 00
" egg, heavy syrup, 2's		1 52½
" " 3's		2 10
Pineapple, sliced, standard, 2's		2 35
" extra " 2's		2 47½
" grated, " 2's		2 62½
Raspberries, red, heavy syrup, 2's		1 40
" " preserved, 2's		1 60
" black, heavy syrup, 2's		1 35
" " preserved, 2's		1 50
Rhubarb, preserved, 2's		1 15
" " 3's		1 90
" " gal		2 62½
Strawberries heavy, syrup, 2s		1 60
" preserved, 2's		1 75
Lobster, talls		3 50
" 1-lb. flats		3 85
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Sockeyes—		
1-lb. talls, 5 cases and over		1 77½
1-lb. talls, less than 5 cases		1 80
1-lb. flats, 5 cases and over		1 90
1-lb. flats, less than 5 cases	1 87½	1 92
½-lb. flats, 5 cases and over		1 17
½-lb. flats, less than 5 cases		1 20
Salmon, "Clover Leaf."		
Chums	0 95	1 00½
Sardines, Sportsman ¼s		0 14
" ½s		0 23
" Portuguese ¼s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½s	0 35	0 38
" Domestic, ¼s	0 03½	0 04½
" " ½s	0 09	0 11½
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies, per doz		1 00
Haddies, per case	4 00	4 50
Kippered herrings, domestic		1 00
" " imported	1 45	1 50
Herrings in tomato sauce, domestic		1 00
" " " imported	1 40	1 45
California ripe olives, tins, per doz		4 50
Corned beef, 1s, per doz		1 45
" 2s, "		2 60
" 6s, "		7 80
" 14s. "		18 00
Lunch tongues, per doz		2 75
Potted meats, ½s, "	0 47½	0 50
" ½s, "	0 85	1 00

Sugar—The condition of the sugar market remains practically unchanged from last week. Although the consumption is normal for this season of the year, the trade, in view of the uncertainty of the situation, are buying from hand to mouth and only for immediate requirements. At present there are no particular indications, and it is hoped that the fruit canning season will soon begin to be an influence in improving local conditions. A number of parcels of West Indian sugar for future shipment were sold in Toronto during the week. In last week's issue occurred slight typographical errors in quotations on Redpath's and Acadia granulated, which are corrected this week. We quote the following prices:

Paris lumps, in 50-lb. boxes	5 88
" in 100-lb. "	5 78
St. Lawrence granulated	5 23
Redpath's granulated	5 23
Acadia granulated	5 18
Berlin granulated	5 18
Phoenix	5 08
Bright coffee	5 08
Bright yellow	4 98
No. 3 yellow	4 98
No. 2 "	4 83
No. 1 "	4 73

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

Syrups and Molasses—Trade continues seasonable and prices unchanged from last week both in syrups and molasses. We quote as follows:

Syrups—		
Dark		
Medium	0 33	0 34
Bright	0 35	0 37
Corn syrup, bbl., per lb		0 02½
" ½-bbls "		0 02¾
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 28	0 35
" " ½ bbls	0 30	0 35
" open kettle	0 45	0 50
Barbadoes, extra fancy	0 45	0 50
Porto Rico	0 42	0 48
West Indian	0 32	0 35
Maple syrup—		
Imperial qts		0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

Coffee—The coffee market tends to the quiet side this week with prices unchanged and no features to record. We quote:

	Per lb.	
Green Rios, No. 7	0 10	0 10½
" " No. 6		0 11
" " No. 5		0 11½
" " No. 4		0 12
" " No. 3		0 12½
" Mocha	0 21	0 23
" Java	0 22	0 35
" Santos	0 11	0 13
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
Green, Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracaibo	0 16	0 23

Teas—Prices for commonest teas are hardening a little, and are now, or more correctly have been during the past month, at the lowest point they have touched since the month of June, 1900. On the other hand teas possessing quality are scarce and high and Ceylons of character that a year ago were worth 25c. in London, are now worth 36c., while commonest teas are at their lowest point. Local trade is satisfactory and there are no additional changes to record. We quote the following prices:

Congou—half-chests, Kaisow, Moning	0 12	0 60
caddies, Pakling	0 19	0 40
Indian—Darjeelings, Pekoe souchongs	0 20	0 22
" Pekoes	0 25	0 30
" Orange Pekoes	0 35	0 45
Indian—Assam, Orange Pekoes	0 25	0 40
" Pekoes	0 18	0 20
" Pekoe Souchongs	0 16	0 18
Ceylon—Broken Orange Pekoes	0 22	0 40
Orange Pekoes	0 22	0 29
Pekoes	0 18	0 24
Pekoe Souchong	0 14	0 16
China Greens—Gunpowder, cases, extra first	0 35	0 42½
" half-chests, ordinary firsts	0 22	0 28½
Young Hyson, cases, sifted, extra firsts	0 37½	0 47
" cases, small leaf, firsts	0 30	0 37
" half-chests, ordinary firsts	0 22½	0 32½
" " seconds	0 22	0 24½
" " thirds	0 15	0 17
" " common		0 14
Pingsueys—Young Hyson, ½-chests, firsts	0 25	0 30
" " seconds	0 16	0 18
" half-boxes, firsts	0 25	0 30
Japan—½ chests, finests May pickings	0 34	0 38
Choice	0 31	0 36
Finest	0 27	0 29
Fine	0 24	0 27
Good medium	0 19	0 21
Medium	0 17	0 19
Good common	0 18	0 19
Common	0 13	0 14
Dust	0 06	0 08

Spices—The usual volume of trade in spices is reported with no changes in quotations from last week. We quote as follows:

Spices—

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 25	0 35
" white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 14	0 17
Cassia	0 21	0 25	Mace	0 80	0 90
Nutmeg	0 45	0 75			

Rice and Tapioca—An advance of from ⅛ to ¼c. is reported in tapioca this week, as much as ¼c. higher for Sept. delivery having been paid during the week. The reason is because primary markets are becoming bare of supplies. We quote as follows:

Rice and Tapioca—

	Per lb.			Per lb.
Rice, stand. B	0 03¾	0 03¾	Tapioca, staple	0 03¼
Rangoon	0 03¾	0 03¾		
Patna	0 05	0 05½	" double goat	0 05½
Japan	0 05½	0 06½	Carolina rice	0 08 0 08½
Sago	0 03¾	0 04	Louisiana rice	0 05 0 07

Foreign Dried Fruits—The prune market continues to put on additional firmness and the local trade report that small sizes, say 90 to 100's and 100 to 120's, are hardly obtainable. There has been an advance in Valencia raisins of 3 shillings per cwt. This advance during the week is largely the result of stocks at Denia being exhausted, the only available supplies now being at London, Eng. W. Rogers, of Denia, writes in regard to the new crop of Valencia raisins that the outlook for a good crop is bright and that if expectations are realized the market will doubtless open at a moderate figure. Shipments will probably commence at about the same date as last season.

Smyrna shippers of layer figs are as usual in the market with offers agreeing to sell figs still on the trees at fixed prices. The usual method of describing figs for export is to describe the width of figs packed in layers, 2 inches by 2½ inches, etc., but as figs can be split from stem to top on the underside and stretched much beyond the size of honestly-packed goods, quotations on this basis are sometimes misleading. Readers of The Grocer are advised to take quality and honest packing of fruit into account when making purchases. As to quality, the reputation of shippers in this regard must carry weight, and some of the most reliable pickers now describe their figs not only by breadth, but by length, and also by the number of figs to the pound. A small fig if stretched beyond its natural width will not give proportionate length and will show a greater count to the pound than honestly-packed figs of the same width. Thus some check is placed on dishonesty if only buyers will take care to protect themselves. We quote:

Prunes—

	Per lb.			Per lb.	
100-110s		0 04½	60-70s	0 05½	0 06
90-100s	0 04½	0 04¾	50-60s	0 07½	0 07½
80-90s	0 05	0 05½	40-50s	0 08	0 08½
70-80s	0 05½	0 05¾	30-40s	0 09	0 09½

Candied Peels—

	Per lb.			Per lb.	
Lemon	0 08½	0 10	Citron	0 15½	0 17
Orange	0 09½	0 10½			

Figs—

Elemes, per lb	0 08	0 0 13

Apricots—

	Per lb.	
Californian evaporated	0 14	0 15

Peaches—

	Per lb.	
Californian evaporated	0 13	0 13½

Pears—

California evaporated, per lb	0 15

Currants—

	Per lb.			Per lb.	
Fine Filiatras	0 04¼	up	Vostizzas	0 07	0 07½
Patras	0 06	0 06½			

Raisins—

	Per lb.	
New selects	0 05	0 05½
Sultana	0 05½	0 10
Californian seeded, 12-oz. Muscatals	0 06¾	0 07
" 1-lb. boxes "	0 07	0 08½
" unseeded, 2-crown. "		0 07½
" " 3-crown "	0 05¾	0 07
" " 4-crown "	0 07	0 08

Dates—

	Per lb.			Per lb.	
Hallowees	0 04	0 04½	Fards new cholcest	0 09	0 10½
Sairs		0 04	" new choice		0 09½

Foreign Nuts—The price of filberts has been advanced owing to reported damage to the crop and 51 shillings per sack is being quoted against former sales earlier in the season at 44 to 46 shillings. Early buyers have had the best of it in filberts now for two or three successive seasons. The peanut market continues firm, otherwise there are no other features to report. Our quotations are as follows:

(The following quotations on peanuts are for sack lots, green.)

Selected Spanish	0 08½
A 1's, banners and suns	0 08¾
Japanese Jumbo's	0 08½
Virginia "	0 10

For sack lots roasted add 1c. to above quotations. For small, 2c		
Almonds, Tarragona, per lb	0 12	0 12½
Walnuts, Grenoble, "		0 12½
" Bordeaux, "	0 09	0 10
Filberts, per lb		0 10
Pecans, per lb	0 13	0 15
NewBrazils, per lb	0 13	0 14
Cocoanuts, Jamaica, per sack		4 50
Italian Chestnuts, per lb		0 08

Bird Seed—As this is a staple on the market there is naturally very little variation from week to week. We quote the following prices:

Canary seed, per lb	0 06	0 07
Hemp "		0 04½
Cottam's		0 08
Brock's		0 07½

Dried and Cured Fish—There is a lull in the market for this article, and the trade report light sales in the aggregate. We quote as follows:

Boneless fish, per lb		0 04½
Cod fish, 1-lb. bricks		0 06½
Boneless cod, per lb	0 08	0 10
Quail-on-toast, per lb		0 06
Flitched cod fish, in cases of 100 lbs., per lb		0 06
Labrador herring, per bbl	6 00	6 50
" " per ½ bbl.		2 85

Evaporated Apples—The ruling price for evaporated apples ranges about 6¾ to 7c. This market is quiet and without interesting features.

Fresh Fish—A seasonable demand is reported for all varieties of fresh fish. Prices continue unchanged, and there are no new varieties on the market. We quote:

Fresh halibut, per lb		0 09
" haddock "		0 06
" trout "		0 07½
" cod steak, per lb		0 07
" lobsters, boiled, each		0 15
" B.C. salmon, per lb		0 20
Shrimps, per gal	1 15	1 25
White fish, per lb		0 08

Country Produce.

Eggs—Reports from the country indicate that the run of eggs at the present time is exceptionally light. Farmers say they are short of feed, and are not cultivating the poultry trade as much as they ordinarily do at this season of the year. Be that as it may, however, the fact remains that deliveries are only light to fair, and the tendency will be to divert supplies to the cities, leaving the dealers and packers through the country in an unenviable position without available supplies for pickling. Prices rule about 16 1-2 to 17c., fully 1c. higher than for the corresponding period a year ago. We quote as follows:

New laid eggs, per doz	0 16½	0 17

Beans—The demand for beans is easing off, and this article is attracting less interest if anything than during the last month. The wholesale trade are asking slightly higher prices than a week ago. We quote:

Beans, handpicked, per bush	1 80	1 85
" prime, No. 1	1 65	1 70
" prime, No. 2	1 50	1 60
" Lima, per lb	0 07	0 07½

Honey—Honey is dull, and nominal quotations rule unchanged from last week. We quote:

Honey, extracted clover, per lb	0 07½	0 08
" sections, No 1, per doz	1 90	2 00
" " No. 2, "		1 65
" Buckwheat, per lb	0 05	0 06
" " sections per doz	0 75	1 00

Maple Products—Late in the season as it is, small arrivals of 1905 maple syrup were noted this week. As might be expected, actual trade is slow. We quote:

Maple sugar, 1 lb cakes, per lb	0 09	0 10
" large cakes in tubs, per lb		0 08
Maple syrup, per imperial gal		0 90
" " wine gal		0 65
" " imperial quarts		0 25
New maple syrup, per imperial gal		1 50
" " per wine gal		0 85

Seeds—The seed trade is practically confined now to Hungarian and millet, and business is of small proportions, with quotations unchanged from last week. We quote:

Hungarian, per 100 lbs	2 60	2 70
Millet "		2 50
Orchard grass		14 00
Seed corn, Dent varieties, per bush	0 70	1 00
" Flint " "	1 25	1 30

Grain, Flour and Breakfast Foods.

Grain—Moderate trading continues, and the only feature in grain this week is an advance of 2 1-2c. in oats. We quote the following prices:

All on track Toronto.		
Manitoba wheat, Northern No. 1		1 08
" " " No. 2		0 05
" " " No. 3		0 94½
Red, per bushel, new		1 02
White " "		1 02
Barley " "	0 50	0 52
Oats " "	0 47½	0 48
Peas "	0 77	0 78
Buckwheat " nominal	0 63	0 64
Rye, per bushel, " "	0 66	0 67

Flour—The market shows a better tone, and prices hold steady, although business is in no great volume. Quotations are as follows:

Manitoba wheat patents, per bbl. in bags	5 20	5 50
Strong bakers " "	5 00	5 20
Ontario wheat patents " "	4 80	4 90
Straight roller " "	4 75	4 80

Breakfast Foods—Trade is quiet, and with the exception of the regular staple trade there is very little to report. Quotations continue unchanged.

Oatmeal, standard and granulated, carlots, on track, per bbl	4 90
Rolled wheat in boxes, 100 lbs	2 90
" " 50 lbs	1 50
Rolled oats, standard, carlots, per bbl., in bags	4 35
" " " " " in wood	4 60
" " " " for broken lots	4 60
Rolled wheat, per 100-lb. bbl	3 00
Cornmeal	3 35
Split peas	5 00
Pot barley, in bags	4 00
" in wood	4 25

Hides, Skins and Wool—There is not much activity in the market this week, and prices continue as last advised. Receipts of new clip wool have been light, partly on account of the wet weather, and partly because smaller buyers in the country are picking up offerings, believing in the speculative possibilities of the situation and offering higher prices. We quote the following:

Hides, No. 1 green steers, per lb		0 10
" " 2 " " "		0 09
" No. 1 green, per lb		0 09½
" " 2 " "		0 08½
Country hides, flats, per lb	0 08	0 08½
Calf skins, No. 1, selected		0 11
" " No. 2		0 09
Deacons (dairies), each		0 80
Sheep skins		1 25
Lamb skins, each		0 30
Shorn pelts "		0 25
Rendered tallow, per lb	0 04	0 04½
Unwashed wool, new clip, per lb		0 14
Wool-washed fleece		0 22
Pulled wools, super, per lb	0 21	0 23
" " extra "	0 22	0 24

PERSONAL MENTION.

Mr. G. Ray is opening up a grocery business in Beeton.

Mr. J. Bowman, Barrie, is starting in the grocery business.

Mr. C. Stone has opened up a choice stock of groceries in Cannington.

Mr. J. B. Smith, a well-known retired grocer, of London, Ontario, is dead.

Mr. C. S. Blackwell, of the Park, Blackwell Co., Toronto, has returned from England.

Mr. F. C. McMurtry, of the McMurtry Co., Midland, spent a few days in Toronto this week.

Mr. F. A. Haddy, of Bowmanville, was in Toronto for a few days this week calling upon the trade.

Mr. J. H. Devaney, of Warren Bros. & Co., Toronto, left on June 15 for England. He expects to be gone for six weeks.

Mr. A. G. McNabb, Barrie, has sold his grocery business to Mr. Armson. Mr. Armson was for years associated with Mr. C. Perkins in the grocery trade.

Mr. S. C. Lindo, wholesale and retail provision and liquor merchant, Kingston, Jamaica, was in Toronto this week and paid a visit to the offices of The Grocer.

In last week's issue of The Grocer, under the heading of "Among the Travelers," appeared an item concerning Mr. J. P. Moylen, of John Sloan & Co., Toronto. It should have read Mr. J. B. Mayled.

Mr. F. K. Warren, of the Dominion Molasses Co., Halifax, was in Toronto this week calling upon the trade. He was introduced on the street by Mr. G. Musson, sen., of G. Musson & Co.

Mr. W. H. Millman, of W. H. Millman & Son, Toronto, left on Wednesday for a business trip to Montreal. He was accompanied by Mrs. and Miss Kathleen Millman, who are en route to the old country, where they will spend the Summer.

Mr. W. E. Foreman, Vancouver, is a visitor to Montreal this week. Mr. Foreman, who is traveling representative for Comfort Soap in British Columbia and the Northwest Territories, is making his stay with Mr. F. D. Cockburn, Westmount, the eastern representative of Pugsley, Dingman & Co.

Mr. W. H. Plummer, general merchant, Sault Ste. Marie, has been appointed by the Board of the Consolidated Lake Superior Company as one of the Government's representatives, in succession to Mr. N. W. Rowelll, K.C., resigned. Mr. Plummer is also mayor of The Soo.

Mr. G. W. Shoemaker, representing the A. Colburn Co., Philadelphia, was a caller upon the trade of Montreal during the week. Mr. Shoemaker, who has called upon the grocery and spice trade of Canada in the interest of his firm, reports the spice situation as showing a decided improvement, prices which have been very low tending upward.

Mr. Andrew H. Ewing, of S. H. Ewing & Sons, Montreal, has met with a sad loss in the death of his young son, Murray Hamilton, last Saturday, June 10. The child had been ill for some weeks, but was thought to be recovering when he caught a severe cold, which developed into pneumonia. Mr. and Mrs. Ewing have the sympathy of a host of friends in their sad bereavement. The Grocer extends its sympathy to Mr. Ewing.

Mr. J. W. Bates, of The Bates Manufacturing Co., Limited, Toronto, was a caller at the Montreal offices of The

Grocer this week. Mr. Bates is making a canvas of the trade, introducing the "Peacock" brand of mince meats, cream cheese, unfermented wines, sauces, etc. This is Mr. Bates' first trip to the east, and his success so far warrants the belief that his company's products will obtain as favorable a reception as in the west. Mr. Bates left for Ottawa on Saturday.

Mr. T. H. Estabrooks, of St. John, well-known to the trade as the proprietor of "Red Rose" tea, has left for a holiday in the old country. He will be away for about two months, a part of which time he will probably spend on the continent. This is the first holiday Mr. Estabrooks has allowed himself for many years. He is one of the hardest working men in Canada, and has not labored in vain. "Red Rose" tea is now a familiar name all over Canada. We feel sure the good wishes of the trade will accompany Mr. Estabrooks on his travels.

Mr. T. T. Cartwright, who formerly represented the E. W. Gillett Co., Limited, in the Maritime Provinces and Newfoundland, and later managed the Newfoundland branch of the Vim Tea Co., has severed his connection with that firm and joined the executive of the Thomas Smyth Co., Limited, wholesale grocers and provision merchants, St. John's, Newfoundland. Mr. Cartwright will have charge of the sales department, and will specially devote himself to the tea business of the company. The many Canadian friends of the genial T. T. C. will be pleased to hear of his advancement, and The Canadian Grocer joins in wishing him and the company success.

Mr. Daniel Hockin, secretary Simson Bros. Co., Limited, Halifax, N.S., was a caller at the Montreal offices of The Grocer this week, in company with Mr. J. H. Maiden, Montreal representative. Mr. Hockin is making a trip through Quebec and Ontario, visiting the larger cities in the interest of his company, and with especial attention to Sovereign Lime Juice. In conversation with The Grocer, Mr. Hockin stated that Sovereign Lime Juice is growing in such demand in the districts in which it has been placed before the public that they are practically pushed to the utmost to supply the demand. The merits of Sovereign Lime Juice are acknowledged by dealers in the eastern states, and a large and growing export trade has resulted. Mr. Hockin left for Ottawa on Thursday.

Mr. J. Arthur Irwin, Mr. Charles B. Tranton and Mr. A. E. Woodward, all of Liverpool, England, spent a few days in Montreal during the past week on their homeward journey from a trip through the United States and Canada. In company with Mr. F. D. Cockburn, of Comfort Soap fame, several of the prominent wholesale grocery houses of the city were visited, and the gentlemen expressed themselves as surprieds at the perfection of system, handsome sample rooms, etc., they visited. Mr. Irwin's firm conducts some one hundred grocery and provision stores in Liverpool, and Mr. Tranton's house some fifty odd stores in the same city. Mr. Woodward is connected with Edward Young & Co., distillers, Liverpool, whose reputation is world wide. They expressed regret at the shortness of time at their disposal, as they would like to have made a more extended tour of the Canadian business centres.

HINTS TO BUYERS.

E. D. Marceau, wholesale tea and coffee merchant, Montreal, reports the arrival of 25 half chests of Condor V., extra fine quality, which he quotes at 25c.

White & Co., Limited, Toronto, handled their first car of peaches, plums, apricots for the season at auction last Monday, June 12.

Lucas Steele & Bristol, Hamilton, advise shipment of Lipton's goods to hand. They report the general opinion that Lipton's jellies are among the best jelly powders on the market.

The Dawson Commission Co., Toronto, are in receipt of a car each of Misissippi tomatoes, Texas potatoes and North Carolina potatoes.

White & Co., Limited, Toronto, received their first car Florida watermelons for the season. The stock was of good size and ripe.

The Distributors' Co., Toronto, advise arrivals of domestic strawberries. Owing to rainy weather the fruit has not been coming forward as freely as might be expected.

C. Kyle, Toronto, reports the arrival of two cars Spring salmon, Skeena River brand, also a car Flag brand, sockeye salmon, squats and flats.

Eleme figs are being sold by H. P. Eckardt & Co., Toronto, at low prices.

Buyers of canned pineapples should communicate with H. P. Eckardt & Co., Toronto, who are offering special value.

The firm of L. Chaput, Fils & Cie., Montreal, have to arrive shortly, 200 cases L. A. Price, Bordeaux, French peas and mushrooms. Quality of these goods is the best known and imported. Prices are simply too low.

L. Chaput, Fils & Cie., Montreal, are booking orders now for new pack canned salmon for future delivery. They promise some interesting prices to buyers.

A SAD ACCIDENT.

A sad and unfortunate accident happened about six o'clock on Tuesday evening, June 13, whereby the youngest son of Mr. D. T. Williamson, of Brantford Starch Co., of Brantford, lost his life by drowning at Rosebank, where his parents had just moved to their Summer cottage. The little fellow was playing with some small children on a dock and fell in and was drowned before he could be rescued. Mr. Williamson was in Owen Sound at the time and received the sad news by telephone. We know his many friends throughout the Dominion will join with The Grocer in extending sympathy.

CLOSING AMERICAN BRANCH.

The American branch of the condensed milk industry of Henri Nestle, of Switzerland, which is located at Fulton, N. Y., is to be closed permanently on July 1. This is the result of an agreement between the Borden Condensed Milk Co. and Henri Nestle, who is now left without the competition of the Borden firm in Europe. It is thought that the trade agreement which restricts the selling of the products of the two rivals to their respective home markets will be beneficial to both. While the Nestle people claim to be well satisfied with their sales in America it is thought that the main object of their establishing the large plant at Fulton was to drive out American competition from France and Switzerland which they have succeeded in doing.

GOOD TO THE LAST BIT.

The A. F. MacLaren Imperial Cheese Co., Limited, Toronto, are issuing to the trade a fac-simile of an advertisement which will appear in the July number of The Ladies' Home Journal. It represents a sturdy youth of the MacLaren clan scraping the inside of a jar of MacLaren's cheese to the last morsel, and in artistic finish is equal to anything in the way of pictorial advertising that this firm have yet attempted.

B. C. Markets.

Vancouver, June 8, 1905.

THE era of development of British Columbia, which has now been fully reached, is that in which not only the requirements of the province in many lines of produce of the farm, orchard and ranch are supplied from home industry, but a considerable surplus is available for shipment to markets where a demand exists.

Of course, the principal product thus showing a surplus is fruit. The advance in the development of the fruit industry is marked by the fact that not only are various districts of the province organizing their local associations to handle the output of individual ranches, but each of these local associations is sending out representatives to dispose of the fruit direct to dealers in the Northwest and Manitoba.

The coast districts, including Victoria and the Fraser Valley, are each fully organized, and, of course, in the Okanagan district the various settlements are well ahead in this method of selling. The latest district to enter the competition is the Kootenay, with the City of Nelson as the centre. All along Kootenay lake and river from Nelson to the Kootenay Landing, there are scattered ranches from which considerable quantities of fruit are being sent in marketable condition. The first season for this district shows what may be done in a section of the province which has hitherto not been seriously counted as a factor in agriculture.

The new district is said to be preparing to market a surplus of 4,000 cases of strawberries in the Northwest. This, after supplying the demands of Nelson, Rossland, Trail and other cities. Tributary to the Nelson district of Kootenay is a section along the Kootenay River to Robson, and along the Columbia, as well as some appreciable area along Slocan river and lake. In

addition to the strawberries and other small fruit, this new district expects to ship three or four cars of tree fruit, cherries and plums chiefly, this year. Many orchards set out of recent years are not yet in full bearing. The great advantage this section has in competing for the trade of Southern Alberta is that it is not more than 24 hours from the farthest part of the market it hopes to reach. That is a big advantage. Other parts of British Columbia are two days from the same localities. Of course the Okanagan and the Salmon Arm districts, on the main line of the C.P.R., are not more than a day from the part of Alberta centring round Calgary. These two sections never had a better promise of a bountiful fruit crop. Already large quantities of strawberries are being sent forward, and cherries are coming in rapidly. Unfortunately, in some of the older parts of the Okanagan late frosts caught the cherry trees, and the fruit half-formed from the blossom was badly injured, so that the quantity marketed will not be nearly as large as it would otherwise have been. The manager of one of the largest ranches near Vernon said that he did not expect more than a tenth of what he would have had.

On the main line towards the coast, at Yale, Spences Bridge, and other points, strawberries and early cherries are being marketed, while all the coast districts and the island are now in the thick of the strawberry picking season. It is worth noting in connection with the organization of local selling associations that a uniform price is fixed, and is being obtained to the manifest advantage of the producer, while the consumer pays no more than under former conditions, when shipments were haphazard.

* * *

There has been a decision arrived at on the part of the canners of Fraser River to pay 12 1-2c. per fish for sockeye salmon on the Fraser in the early part of the run, that is from July 15 to August 1. After that the price is to be 10c. for the remainder of the season. So far as known, the fishermen, both Japs and white, are satisfied with the arrangement.

* * *

Following the settlement of the question of dyking charges in the rich Pitt Meadows district, a large section of that land is to be placed in the market by the owners, to be sold for settlement. It is close to the City of Vancouver and directly on the line of the C.P.R.

* * *

Atlantic oysters and lobsters are to be transfered to the beds of the British Columbia coast for propagation. A large consignment is to be sent under the supervision of the Dominion Department of Marine and Fisheries from New Brunswick and P.E. Island. Ten selected areas on Vancouver Island and the mainland are to have the transplanted bivalves and crustaceans stocked on them.

* * *

Though the Japanese Government has raised the rate of import taxes on staples being shipped into that country, commencing July 1, it is the opinion of Mr. B. W. Greer, general freight agent of the C.P.R. here, that there will be no falling off in quantity of goods shipped by the Canadian route to Japan. Bookings for freight to be shipped in the near future have increased, instead of diminished. The recent heavy stocking up of Japanese merchants is, in his opinion, not at all because of the expectation of the tax, but because of increased demand in the home market for the goods.

* * *

In the Peachland district, on Okanagan Lake, there has been a recent business change of considerable importance, the Peachland Trading Co., Limited, with W. A. Lang as general manager, has taken over the business formerly operated by Mr. Lang, as well as the Trepanier Creek Saw Mill, and the general store and saw mill of H. McDougall & Co. This merger embraces practically all the mercantile business interests there, and the new company is strongly financed and capitalized at $60,000.

* * *

At Summerland, not far from Peachland, the Summerland Supply Co., Limited, has turned over the flour and feed business to the Summerland Fruit Co., Limited, a new organization which will also ship all the fruit from the district.

* * *

No doubt exists any longer as to the beginning of active operations on the lines of railway to be built into the Similkameen by the C.P.R. and the Great Northern. The contractor for the former line is already making contracts for supply of materials and provisions for a large crew of employes for the projected line which is to run from Spences Bridge to Nicola Lake this year. The Great Northern approaches the Similkameen district from the opposite direction, the south, and has already two hundred men and teams at work in that section. The G.N. branch is expected to reach Hedley this season.

N. S. Markets.

Halifax, N.S., June 12, 1905.

NO special change is noted in the grocery market over last week. Collections still continue slow, but the dealers have made allowance for this, knowing the condition of affairs. The volume of passing business is only fair, and far from expectations at this season of the year. The outlook for future business is bright, and the crop prospects are good. If the crops turn out well, business is bound to become brisk. The produce market is very quiet at present, but steady. Butter is coming in more freely, and prices are a little easier. The best dairy stock in tubs is quoted at 20 and 21c. Creamery prints and boxes are marked at 22 to 23c., and for extra choice prints 24 cents is asked. The local demand is good, and considerable export business is being done. The price of cheese remains unchanged. Heavy exports of eggs still continue to the Upper Provinces, particularly to Montreal. Buyers are still on the island gathering in all the stock available at 16 cents. There is only a fair supply of Nova Scotia eggs coming in, and the demand is good. Prices quoted are 16 to 17 cents.

Potatoes—The market is well supplied. Several cargoes of P.E. Island stock are at the wharves. They are quoted at 30 cents to jobbers. One whole cargo of 700 bushels was sold at auction this week for 25 cents per bushel. There are some excellent New Brunswick potatoes on the market, quoted at $1 per barrel of 2 1-2 bushels. The export demand is light. Advices from Trinidad say that the market is well supplied with Nova Scotia potatoes. The last shipment from here by the steamer Truro realized $1.22 per 100 pounds. On P.E. Island prices are so low that the farmers will not ship them, and there are thousands of bushels lying in the cellars. Some are feeding them to stock, and others are boiling them and mixing them with meal to feed the hens. Quotations for the Boston market are about 32 cents.

Fruit—American strawberries were in abundant supply during the week. In fact the market was overstocked with fair quality berries. There was much cutting in prices, the berries dropping from 25 to 18c. per box. The demand was slow, and the dealers preferred to dispose of them at any reasonable figure rather than have them spoil completely and result in a total loss.

Molasses—The high price of molasses is still maintained. Large importations continue to be made, and more are expected. The market is very firm, and from the present outlook will continue so. During the week a Lunenburg schooner from Porto Rico landed at Halifax 408 puncheons, 3 barrels and 32 tcs. of molasses. Prices quoted here follow: Barbadoes 40 to 42, choice Porto Rico 38 to 40, extra choice Porto Rico 40 to 42, fancy Trinidad 42 to 44, choice Trinidad 35 to 36.

Fish—All seasonable fish continues in good supply at about the same prices as last quoted. The close lobster season has come into force on the western shore, and the last shipments to the American market were made on Wednesday.

Fruit Crop—Heavy frost during the week did much damage to small fruit, and also to the apple trees. The early varieties, especially in King's County, will suffer severely. In the lower locations the trees suffered the most damage, as they were in full bloom. Some of the orchardists in King's estimate that the ravages of frost will reduce crop fifty per cent. The late varieties will not be seriously affected. In the more westerly districts of Digby and Annapolis, the frost was not so severe. The hope is held out, however, that the blossoms of the early varieties will show some recovery. The wholesale grocers of Sydney have agreed to close their places of business at one o'clock on Saturday afternoons, except the months of November, December, April and May.

MANITOBA MARKETS.

Special Report from the Winnipeg Office of THE CANADIAN GROCER.

(Market quotations corrected by telegraph up till 12 a.m. Thursday, June 19th, 1905.)

WEATHER conditions continue favorable throughout the entire west, and the crop reports issued by the railways are very encouraging. With good prospects for an unprecedentedly large harvest, and with immigrants coming in by the thousands, the western trade are in optimistic mood, and all branches of the wholesale trade are experiencing an increased demand. It is true that money is still tight, but relief is expected when the season's crop has been marketed.

There are not many price changes to record. Sugar dropped 10 cents the latter part of last week, and it seems probable that any further changes will be declines. The trade are still buying in small quantities, and are probably wise in doing so. Further reductions have been made in Malta Vita, and the price is now $3.25 per case. There is a good demand for various lines of tinned meats for picnics, and some new quotations will be found below.

Sugar—Another decline of 10 cents applying to all points has reduced sugar to a basis of $5.80 for Montreal granulated in barrels. Subject to further possible changes recorded in our "Last Minute Manitoba Markets" we quote as follows:

Montreal granulated, in bbls	5 80
" " in sacks	5 75
" yellow, in bbls	5 30
" " in sacks	5 25
Wallaceburg, in bbls	5 70
" in sacks	5 65
Icing sugar in bbls	6 40
" " in boxes	6 60
" " in small quantities	7 00
Powdered sugar, in bbls	6 20
" " in boxes	6 40
" " in small quantities	6 65
Lump, hard, in bbls	6 50
" " in ½-bbls	6 60
" " in 100-lb cases	6 50

Canned Goods—There are no special features in the canned goods market. Prices are steady. We quote:

Apples, 3's, 2 doz. cases, per case	2 15	2 20
Cherries, red pitted, 2's, 2 doz		4 40
Currants, red, 2 doz. cases, per case		3 35
" black, " "		3 75
Gooseberries, " "		3 50
Lawtonberries, 2's, " "		3 35
Pears (Bartletts), " "		3 50
Peaches, 2's, " "		3 75
" 3's, " "		3 75
Raspberries, red, " "		2 90
" black, " "		3 00
Strawberries, " "		3 50
Plums, Lombard, 2 doz. per case		2 35
" green gages, 2 doz. case, percase		2 50
Pineapples, 2's, sliced, 2 doz. cases, per case		4 25
" 2's, whole, " " "		3 75
" 2½'s, whole, " " "		4 50
" 2's, grated, " " "		4 50
Tomatoes, 3's, per 2 doz. cases		2 85
Corn, 2's " "		2 50
Peas, 2's " "		1 90
Beans, 2's " "	1 90	1 95
Salmon, finest sockeye, per case		7 00
" humpback, "		3 75
" cohoes, "		5 25

Picnic Goods—There is a strong demand at present for a variety of goods, such as canned and potted meats, etc., which may be generally described as "picnic goods." We quote:

Boneless chicken, lb. tins, per doz		3 25
" turkey " "		3 25
" ducks " "		3 25
Canned chicken (Man. Can. Co.) per doz		3 25
" turkey "		3 25
Corned beef " 2's "		2 75
" " 1's "		1 55
Potted meats, 1's, per doz		0 55
Veal loaf (Libbey's), ½ lb., per doz		1 25
" " 1 lb. "		2 50
Ham loaf " ½ lb. "		1 25
" " 1 lb. "		2 50
Chicken loaf " ½ lb. "		1 85
" " 1 lb. "		3 05
Lunch tongue (Clark's), 1's, "		3 00
" (Aylmer), 1's, "		2 90

Up, Up, Up,

That is how the sales of Clark's Meats are going.
Business men in all parts of the country recognize that there are no better lines anywhere.
They are handsomely packed, perfectly reliable, and every tin guaranteed.

That's Why

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS **COCOA**

"White Dove" Cocoanut

To the Wholesale Trade:

We are after your business. If you are after the retail customers who are looking for high-class goods, you should sell **"WHITE DOVE" COCOANUT.**

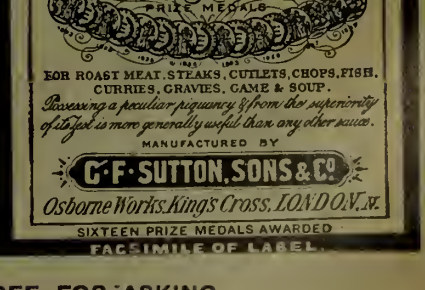
THE MOST ATTRACTIVE PACKAGE ON THE MARKET.

W. P. DOWNEY, 26 St. Peter St., Montreal

TRADE MARK
This design a guarantee of quality

"CRYSTAL BRAND" VEGETABLE PARCHMENT
TASTELESS, ODORLESS, WATERPROOF, PURE, CLEAN, JUST RIGHT FOR BUTTER WRAPPERS
SAMPLES AND PRICES FOR THE ASKING.
CANADA PAPER CO. TORONTO LIMITED MONTREAL

G·F· SUTTON SONS & Co's WORCESTERSHIRE SAUCE A1 QUALITY



SAMPLES AND TERMS FREE FOR ASKING

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words each insertion,	1 year	$30 00
" " "	6 months	17 00
" " "	3 months	10 00
50 " "	1 year	17 00
" " "	6 months	10 00
25 " "	1 year	10 00

AGENCIES WANTED.

EXPERIENCED business man, thoroughly in touch with Northwest trade, is about to establish high-class brokerage business and desires confidential correspondence with manufacturers and others having good lines to put on market in Manitoba and new provinces; best bank and general references. Address "XXX," Box 1299, Free Press, Winnipeg, Canada. (24)

FOR SALE.

AS a going concern, a general grocery, dry goods and gents' furnishing establishment, in town of 5,000 in western Ontario, doing a business of $50,000 cash per year, grocery stock about $4,000, dry goods and furnishings about $10,000. Apply Box 311, Kenora, Ontario; two businesses can be separated. (f)

CHEAP flour mill, 75-bbl. capacity, new plan-sifter, good water power and steam as auxiliary, water power lumber and shingle mill, two dwelling houses and 13 acres, village property, also farm of 150 acres, with first-class buildings, in high state of cultivation. Apply to W. P. Tolton, Waldemar, Ont. (f)

SITUATIONS VACANT.

FIRST-CLASS flour barrel cooper, give references and state wages. Meyers Milling & Elevators, Ltd., Cornwall, Ont. (f)

MILLER, for 75-bbl. custom and merchant mill, steady employment for good man, state wages. Address Box 53, Brussels, Ont. (f)



Any quantity of fish shipped. ADDRESS—Mail P. O. Box 791, WINNIPEG, Man.

Sliced smoked beef (Libbey's), ½-lb. tins, per doz			1 80
" " "	1-lb. tins, "		3 10
" " "	1-lb. glass, "		3 35
Chipped " "	½-lb. tins, "		1 45
" " "	1-lb. tins, "		2 50
" " "	1-lb. glass, "		3 05
Sliced bacon, "	1-lb. tins, "		3 10
" "	1-lb glass, "		3 25

Lime Juice—There is the usual good Summer demand from the trade. We quote:

"Montserrat," pints, per doz		4 25
" quarts, "		7 00
Local brands, pints. "		2 50
" quarts, "		4 50

Salad Dressings—Summer trade is brisk. We quote priees as follows:

Durkee's, per 2-doz. case	7-00
Royal, small, per doz	2 85
" large. "	4 75
Vinegar (C. & B.), bottles, pints, per doz	1 20
" " " quarts, "	2 10

Spices—Staple lines are experiencing the usual steady demand, but there are no new features of note. The new goods are not yet on the market. We quote:

Pepper, black, per lb	0 20
" white, "	0 28
Cayenne, "	0 21
Cloves, ground "	0 25
Cassia, "	0 18
Allspice, "	0 14
Ginger, "	0 18
Cloves, whole	0 25

Rice, Tapioca, Etc.—Demand is normal and priees are steady. We quote:

Rangoon rice, per lb	0 03¾ 0 03¾
Patna " "	0 04½
Tapioca, per lb	0 03¾
Sago, "	0 03¾

Pot and Pearl Barley—Prices are quoted as follows:

Pot barley, per sack	2 45
Pearl barley, per half sack (49 lbs)	1 70
" " sack	3 40

Syrups and Molasses—The local trade is steady and featureless. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case.		2 00	2 10
" " 5-lb tins, per 1 "		2 40	2 50
" " 10-lb tins, per ½ "			2 25
" " 20-lb tins, per ¼ "		2 15	2 25
" " ½ barrel, per lb.			0 03½
" " Sugar syrup, per lb			0 03½
"Kairomel" syrup, 2-lb. tins, per 2 doz. case			2 20
" " 5-lb. " " "			2 65
" " 10-lb. " " "			2 40
" " 20-lb. " " "			2 45
Barbadoes molasses in ½-bbls, per lb			0 04
New Orleans molasses in ½-bbls, per lb			0 02½
" " in barrels			0 02½
Porto Rico molasses in ½-bbls., per bbl.			0 04½

Coffee—Priees are steady since the recent advance. We quote:

Green Rio, per lb	0 10½ 0 11½
Roasted, per lb	0 13

Cocoa and Chocolate—The price of Baker's chocolate in 1-2-lb. packages is now 37c., and 1-4 and 1-2-lb. packages of cocoa are sold at 42c. per lb.

Jam—Upton's jam is quoted at 50c. per pail in Winnipeg. The Brandon price is 52c., the priee in Calgary and Lethbridge, 57c., and the Edmonton price is 60c.

Nuts—Still quoted as follows:

Almonds, per lb.	0 12½
" (shelled), per lb	0 28
Filberts	0 11
Peanuts,	0 11½
Jumbos	0 14
Walnut, per lb	0 12
" (shelled) "	0 25
Pecans, per lb	0 15 0 16
Brazils, per lb	0 16

Foreign Dried Fruits—There are no new features in the foreign dried fruit market. Prices continue as follows:

Valencia raisins, Trenor's, per case f.o.s	2 00
" selects	2 20
" layers	2 25
California raisins, muscatels, 3 crown, per lb	0 06½
" " " 4 "	0 07½
" " choice seeded in ¼-lb. packages per package	0 06½
" " choice seeded in 1-lb packages per package	0 08 0 08½
" " fancy seeded, 1-lb. packages, per package	0 09½

Prunes, 90-100 per lb	0 04½
" 80-90 "	0 04½
" 70-80 "	0 05½
" 60-70 "	0 05½
" 50-60 "	0 06
" 40-50 "	0 07½
" silver "	0 08½
Currants, uncleaned, loose pack, per lb	0 05½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 06½
" Vostizzas, uncleaned	0 06½
Hallowee dates, new per lb	0 05½
Figs, cooking in bags, per lb	0 03½ 0 04
Apricots, choice (present delivery), in 25-lb. boxes, per lb	0 13½
Apricots, standard (present delivery), in 25-lb. boxes, per lb	0 12½
Apricots, choice (July delivery), in 25-lb. boxes, per lb	0 10½ 0 11
Apricots, standard (July delivery), in 25-lb. boxes, per lb	0 10 0 10½
Peaches, choice, " "	0 12½
" standard " "	0 12
Pears, (choice halves) " "	0 12½
Nectarines, choice " "	0 11
Plums, choice (dark pitted) per lb	0 10
Candied Peel—Lemon peel, per lb	0 09
Orange "	0 09½
Citron "	0 14

Fish—Priees continue as follows:

Lake Superior trout	0 09
Gold eyes "	0 03
Blue fish "	0 18
Mackerel "	0 15
Red snapper "	0 15
B.C. salmon "	0 10
Halibut "	0 10
Flounders "	0 06
White fish (L. Winnipeg), per lb	0 05½
Pickerel	0 05½
Jackfish	0 03½
Finnan haddie	0 09
"Halifax" brand salt cod, fish cakes 24-1's "	0 11
"Acadia" " " 20-1's "	0 09
"Bluenose" " " " 20-1's "	0 07
"Acadia" " " 2-lb. boxes "	0 09
" " " 4-lb. " "	0 09
" " shredded, 24 cartons, per box.	2 00
" " " bulk, in 15-lb. boxs.	0 08
Large Labrador and Nfld. salt herrings per 100 lb.	5 00
" " " per 20-lb. pail.	1 20
Salt mackerel, in 20 or 30-lb. pails	0 12½
Finnanhaddie, in 15 or 30-lb. boxes	0 08
Smoked balibut strips	0 11
Kippered gold eyes, per doz	0 45
Yarmouth bloaters, 60 in box, per box	1 75
Lobsters, fresh boiled, per lb	0 25
Caviar, extra, small jars, per jar	0 40
Frog legs, 6 doz. in box, per doz	0 40

Evaporated Apples—Prices are still as follows:

Evaporated apples (choice), 50-lb. case	0 07½
" " (fancy), "	0 07½
" " (choice), 25-lb. case	0 07½
" " (fancy), "	0 07½

Beans—Hand-picked beans are still quoted at $2.10 to $2.15 per bushel, and the ordinary grade at $2.

Butter Tubs—The range of prices is as follows:

Tubs, wooden hoops, 2 in nest, per nest	0 40	0 45
" " 3 " "	0 70	0 73
" wire hoops, 2 " "	0 60	0 63
" " 3 " "	0 90	1 00

Buckwheat Flour—Quoted at $1.70 per half sack.

Breakfast Cereals—There has been a further reduction in Malta Vita, which is now quoted at $3.25 per case. Prices are:

Rolled Oats, 80-lb. sacks, per cwt	2 10
40-lb. " "	2 15
20-lb. " "	2 20
8-lb. " "	2 50
Cornmeal, in sacks, per cwt	1 65
" in ½ sacks, "	1 70

Maple Products—New maple syrup from the Eastern Townships in Quebec Province is selling at $5 for 5-gallon tins. Sugar in quarter and half-pound cakes is selling at $3 per 25-lb. box.

Honey—Prices are as follows:

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, 8 in case, per tin	1 00
" " 60-lb tins, per lb	0 07
Fancy comb honey, 2 doz. to the case, per doz.	2 50
" " " " per case,	4 75

Eggs—Jobbers are paying 13 1-2 cents per dozen for eggs delivered in Winnipeg.

A meeting of the creditors of J. A. Seguin, grocer and liquor dealer, Montreal, is to be held June 16; consent of assignment has been filed.

GOOD STOREKEEPING

When you hand out Royal Baking Powder to a customer

You know that customer will be satisfied with his or her purchase;

You know that your reputation for selling reliable goods is maintained; and

You know that customer will come again to buy Royal Baking Powder and make other purchases.

It is good storekeeping to sell only goods which you know to be reliable and to keep only such goods on your shelves.

ROYAL BAKING POWDER CO., NEW YORK.

Sales of late

Valencia Oranges

have exceeded our most sanguine expectations. As we advised you, make no mistake including a box or two in your orders. See you do so.

McWILLIAM

Mc. AND E.

EVERIST

TORONTO, ONT.

Pineapple demand very heavy ; but supply keeping up. Have lots arriving this and next week.

FRUIT AGENCY WANTED IN BRITAIN

Green and Canned, not Jams

House, with **20 years' connection,** in N.E. of England wants sole selling agency for that district. Unimpeachable business and bank references given. Only first-class firms represented.

J. W. LEAKE, - SCARBOROUGH

30 BARWICK STREET

Tel. Ad. "Leake, Scarborough."

The Stratford Wholesale Grocery Co., Limited

WANT

POTATOES

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886

DRIED APPLES

We pay the highest market prices for bright dry quarters and make peompt remittance.

THE W. A. GIBB CO.

Packers and Exporters

5-7 Market St., HAMILTON

GREEN FRUITS AND VEGETABLES

THE consensus of opinion among the leading fruit growers of the Niagara district is that this year is going to see a bumper crop of fruit, better than for some years past, with the exception of apples. The culture of the latter grows less and less every year, for the reason that apple trees are more susceptible to the San Jose scale than any other fruit tree, and apples have been bringing such a low price that growers are warranted in changing over to other fruits. The recent dull weather has had the effect of holding back the strawberry season which is now fully two weeks later than last year. With the advent of warm, sunny weather, a fine crop is expected.

Grapes are a little backward in growth, but this should not prevent a heavy crop. Peaches are practically out of danger; the fruit is setting nicely and there should be a large crop. Plums look well, and prospects point to a crop above the average. Pears will be about average. The prospect for cherries is excellent, notwithstanding the fact that rot has appeared in one or two localities. In apples, red varieties will be short, but there will be a good yield of green. Summer and Fall apples on the whole will be medium. Raspberries, currants, and other small fruits look promising.

* * *

Planters in the neighborhood of Tampico, Mexico, are again turning their attention to banana growing for export. Some years ago boats left Tampico regularly with cargoes of bananas, but, due to low prices and other difficulties, the trade fell off and the production was consequently stopped. Now, however, it is being revived, and the chances are that it will soon reach its former importance. The Mexican banana is of superior quality and should find a ready market in Canada.

* * *

By an order-in-council dated June 9, 1905, the following sections of the Act respecting the packing and sale of certain staple commodities were assigned to the Minister of Agriculture, Ottawa, for administration. In order to protect the public and box and basket manufacturers now complying with the law, directions have been issued to have these provisions enforced:

1. Every box of berries or currants offered for sale, and every berry box manufactured aad offered for sale, in Canada, shall be plainly marked on the side of the box, in black letters at least half an inch square, with the word "Short," unless it contains when level-full as nearly exactly as practicable (a) at least four-fifths of a quart, or (b) two-fifths of a quart.

2. Every basket of fruit offered for sale in Canada unless stamped on the side plainly in black letters at least three-quarters of an inch deep and wide, with the word "Quart" in full, preceded with the minimum number of quarts, omitting fractions, which the basket will hold when level-full, shall contain, when lever-full, one or other of the following quantities' (a) fifteen quarts or more; (b) eleven quarts, and be five and three-quarter inches deep, perpendicularly, inside measurement, as nearly exactly as practicable; (c) six and two-thirds quarts, and be four and five-eighths inches deep, perpendicularly, inside measurement, as nearly exactly as practicable; or (d) two and two-fifths quarts, as nearly exactly as practicable.

3. Every person who neglects to comply with any provision of this section, and any person who sells or offers for sale any fruit or berry boxes in contravention of this section, shall be liable, on summary conviction, to a fine of not less than twenty-five cents for each basket or box so sold or offered for sale.

ONTARIO MARKETS.

Green Fruits.

Toronto, June 15, 1905.

AN active business in all kinds of fruit is reported during the week, with supplies of California deciduous fruit arriving on the market as well as domestic strawberries. The first car of California fruit sold on Monday, June 12, or two weeks earlier than last season, bringing fair prices. There is a new crate on the market for plums and apricots, about the shape of the ordinary peach box and containing three baskets instead of four. The new crate has an advantage over the one formerly used in that it is more convenient for handling and shipping. The first case of domestic strawberries arrived on the market on June 9. This is considerably later than the beginning of the strawberry season a year ago, and is due entirely to the cold, damp Spring. With warm, dry weather from now on, arrivals of domestic strawberries ought to be liberal. The Toronto fruit market will not be open until Tuesday, June 20, which is fully a week later than last year.

Arrivals of lemons are light and the market has firmed in New York until prices have advanced to from $3.50 to $4. A similar advance is expected here in a few days. Cantaloupes and water melons have arrived on the Toronto market and are selling for $3 to $4.50 a crate, and 45 to 50c. a crate, respectively. We quote as follows:

Havana pines per case	2 50	3 05
Florida pines, per case	2 50	3 25
California navel oranges, per box	3 00	4 50
Oranges, Mediterranean sweets, per box	3 25	3 50
" late Valencias	4 25	4 75
Sorrento oranges, per case	3 50	4 00
New messina lemons, 300's, per box	2 25	3 00
" " 360's, per box	2 25	2 50
Bananas, large bunches, crated	1 50	2 00
Bananas, 8's, per bunch, crated	1 10	1 25
Bananas, 7-hand bunches, off track	0 75	0 90
Red bananas, per bunch	2 00	2 25
Apples, Winter varieties	2 50	5 00
Domestic strawberries, per quart	0 13	0 14
California apricots, "	1 35	1 50
" peaches' "	1 25	1 50
" plums, "	1 30	1 60
Cantaloupes, per crate	3 00	4 50
Watermelons, each	0 45	0 50

Vegetables.

As the season advances imported stuff is slowly giving way to domestic veg-

etables. Green-house lettuce, hot-house cucumbers and imported spinach are all out of the market and domestic spinach is selling at 25c. per bush. Domestic cauliflowers are quoted for the first time this week at from 75c. to $1.25 a doz. Texas and Mississippi tomatoes are in evidence in the local vegetable market, selling at $1.50 per case of four baskets. North Carolina cabbage has come into the market for the first time this season and green peas are quoted at $1.50 per hamper.

Outdoor lettuce, per doz. bunches	0 20	0 25
New radishes, per doz. bunches	0 20	0 25
Dry Mint, per doz bunches	....	0 20
Parsley, " "	....	0 20
Sage, per doz.	....	0 20
Savoury, per doz	....	0 15
Carrots, per bag	....	1 00
Bermuda onions, per crate	1 25	1 40
Egyptian onions, per sack	2 50	2 75
Green house water cress, per doz.	....	0 25
Potatoes, carlots on track Toronto, per bag	0 55	0 65
Potatoes, per bag	....	0 75
" car lots, Eastern and Michigan	0 66	0 67
Parsnips, per bag	....	1 00
Cabbage, per doz	0 50	1 00
Turnips, per bag	....	0 75
Outdoor rhubarb, per doz. bunches	....	0 20
" onions	....	0 15
Florida tomatoes, per case	2 50	3 00
Mississippi and Texas tomatoes, per case	1 25	1 50
New beets, per doz. bunches	....	0 40
Spinach, domestic, per bush	....	0 25
Asparagus, per basket	....	1 25
Mushrooms Illinois, per lb	0 80	0 90
Baltimore potatoes, per bbl	3 00	3 50
Texas potatoes, per bush	....	1 50
New carrots, per doz. bunches	....	0 75
Waxed beans, per bush. box	....	2 75
Baltimore cabbage, per bbl. crate	2 00	2 25
North Carolina cabbage, per crate	2 00	2 25
Green peas, per hamper	....	1 50
Cauliflowers, per case	2 00	2 25
" domestic, per doz	0 75	1 25

QUEBEC MARKETS.

Green Fruits.

Montreal, June 14, 1905

A tour of the wholesale dealers shows the fruit trade is not as brisk this week as last. Demand in general is a little slack. Nine cars of bananas arrived last week and were rapidly swept off the market. Still more are coming, but dealers claim they do not sell very quickly, owing to their green condition and their rather small size. There are great quantities of pineapples on the market and they are selling well enough at low prices. Plums and peaches are also coming this week. Strawberries at an auction sale last week brought 14c. The demand for oranges has dropped. California cherries are in larger quantities and enjoying fair demand. We quote:

Plums, crate	2 25	2 50
Peaches, box	....	2 00
Apricots, crate	....	1 75
Apples, bbl	5 00	6 50
Dates, per lb	....	" 04½
California cherries, box	....	2 75
Bananas	1 50	2 25
Cocoanuts, per bag of 100	3 00	3 25
Pineapples, 24 to case	....	2 90
" 30 to case	....	2 35
Jamaica grape fruit, per box	5 00	5 50
Florida grape fruit, per box	....	5 00
California navel oranges, per box	4 00	4 25
New Messina lemons 300's	2 25	2 75
" " 360's	....	2 00
Apples Winter varieties	4 00	7 00
Sweet potatoes, per bbl	....	6 00
Tomatoes, Floridas, crate	....	2 75
Strawberries	0 12	0 14
Canteloupes, per crate	....	6 00

Vegetables.

Vegetable market is in a pretty good condition. Canadian radishes are on the market in fair quantities, but seem to be moving slowly, demand for them having dropped, prices have become easier. Cucumbers are selling at from $3.50 to $3.75 and beans at $3.50 per bush. Demand for them is very fair. Cabbage is coming and meeting with ready demand. Canadian asparagus is not in in quantities sufficient to meet requirements. Five carloads of tomatoes in small boxes, 4 basket carriers, sold from 90c. to $1. Cranberries are practically out of the market as only a few

California Fruit

OPENING OF THE SEASON

We beg to make the important announcement that we will again be

Headquarters for California Deciduous Fruit

We have 3 cars arriving for next week.

PEACHES, PLUMS, APRICOTS

Send your orders to us and get first selection.

WHITE & CO., Limited — WHOLESALE FRUIT, PRODUCE AND FISH, Phone Main 4106 — TORONTO

W. B. STRINGER AND J. J. McCABE

We can now quote you Verdelli "St. Nicholas" Lemons. Do you want a car? The Verdelli crop this year is light, and stock is not expected to be quite as fine as last season. But, as usual, "St. Nicholas" Brand will represent the Best there is in Italy.

W. B. STRINGER & CO. - WHOLESALE FRUIT BROKERS. 61 Front Street East, TORONTO.

PINEAPPLES

NOW is best time to buy. Next car due THURSDAY, best Fruit, all sizes.

OUR FIRST CAR LATE VALENCIA ORANGES. Due Saturday, the celebrated "GOLDEN ORANGE" brand. Packed exclusively for us in Canada.

HUGH WALKER & SON, - GUELPH, ONT.

BUY YOUR BERRIES

The first Canadian Strawberries arrived last Saturday and more are coming in this week. We are nicely stocked.

GET OUR PRICES.

The F. T. JAMES CO., Limited, 76-78 Colborne St. TORONTO

A CHOICE SELECTION

CAR NEW POTATOES CAR TEXAS TOMATOES
CAR FLORIDA TOMATOES

Prices right. Potatoes to be had by bushel and barrel. Tomatoes considerably cheaper this week.
This is the time and this is the place to buy your Pineapples.

THE DAWSON COMMISSION CO., LIMITED, FRUIT, PRODUCE AND COMMISSION MERCHANTS
Corner Market and Colborne Streets, - TORONTO

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

SUCCESSORS TO

Husband Bros. Co., Toronto; S. M. Culp, Beamsville; C. P. Carpenter & Son, Winona; Griffith & Woolverton, Grimsby; Titterington Bros., St. Catharines.

SPECIAL THIS WEEK

CANADIAN STRAWBERRIES

Best Berries. Cheapest Price. See us about Strawberries.

A-I HOTHOUSE CUCUMBERS
75c. per dozen.
NEW CABBAGE Ready in a few days. $1.75 per half-barrel crate.
E. E. ADAMS
LEAMINGTON, - - ONT.

DEALERS!
"CROWN" BRAND
STRAWBERRIES
are the choicest fruit. Fresh berries are carefully packed and shipped to you quickly. Prices close. Write or wire for quotations.
E. L. JEMMETT
GROWER, PACKER, SHIPPER
"CROWN" BRAND FRUITS
BEAMSVILLE, - - ONT.

"QUEEN BRAND"
Our stock is rapidly disappearing, and we intend clearing out the balance this month. Before placing your order, write us for prices on Peas, Gallon Apples, Catsup and Raspberry Pulp in gallon tins.
It is worth your while to drop us a postal.
Belleville Canning Company
BELLEVILLE, ONT.

SIGNS AND SHOW CARDS
Have you ever realized the advertising value in your Show Windows, and that you could talk to the thousands of people passing your Store with bright, attractive Show Cards? We can supply Show Cards and Price Tickets at low prices. Write for our Catalogue which shows you as well hundreds of other styles of Signs.
The Martel-Stewart Co. Ltd.
681-683-685 Craig Street, - Montreal, Canada

barrels are kept in storage for ship orders.

Florida tomatoes, crate	2 50	3 00
" celery "	....	4 00
" " doz.	....	0 75
Charleston cucumbers, basket	....	3 50
Bermuda onions, per box	....	2 25
New cabbage, per crate	2 00	2 50
Green and wax beans	....	3 50
Canadian Asparagus, doz. bunches	....	3 50
Potatoes, carlots	....	0 55
Less than carlots	0 65	0 70
Bunch lettuce, per doz. bunches	....	0 75
Canadian radishes, per doz. bunches	....	0 10
Mint, per doz. bunches	....	0 10
Parsley, " "	0 35	0 75
Sage, per doz	....	1 00
Savory, per doz	....	1 00
Beets, new, per doz	....	1 25
Egg plant, per dozen	....	2 00
Green onions, per doz	....	0 15
Egyptian onions, per bbl	....	2 50
Yellow onions, in 80-lb. bags, per bag	....	2 50
Green house water cress, per doz	....	0 50
Green cucumbers, per basket	2 50	3 00
Green cabaage, crate	....	2 00
Waxed beans, per bush	....	3 50
Cauliflowers, home grown, per doz	....	2 50
Green peppers, per basket	....	0 75
Spinach, per bbl	....	2 25
Cucumbers, per doz	0 50	0 75
Texas onions, crate	....	2 00
Cranberries, per bbl	....	10 00

VANCOUVER.

Green Fruits.

The season for local strawberries is now well advanced, and those from Hood River, Oregon, are out of the market from now on. The local crop is bountiful, and yet, owing to heavy demand for shipment to the Northwest, where a ready market at high prices awaits the fruit, local quotations are not expected to drop much this year. $2 per case is looked on as the standard.

Cherries from California are plentiful, and local fruit is also coming in rapidly. The latter is always high, as there is never half enough to meet orders from the Northwest. Prices are about $2 per crate for California, with locals offering in small quantities at about the same figures.

Peaches, apricots and plums are in from California in limited quantities. Prices are still fancy, and much above what regular quotations will be a little later.

Vegetables.

Old potatoes still find sale, though the new stock is coming in from California yet. The price for the latter is 2 1-2 to 3c. per lb., while old stock sells at $20 to $30 per ton as to quality.

All sorts of green vegetables are in large supply, and at very liberal prices. Rhubarb is all local, of course, and is very cheap at 3c. per lb., and less.

MANITOBA MARKETS.

Green Fruits.

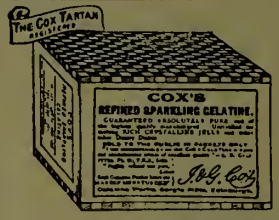
Prices continue as follows:

Oranges, fancy Washington navels, 96's per case	....	3 25
Oranges, fancy Washington navels, 112's, per case	....	3 50
Oranges, fancy Washington navels 126's, per case	....	4 00
Oranges, fancy Washington navels, 150's, per case	....	4 50
Oranges, fancy Washington navels, 176's to 250's	....	5 00
Bitter oranges (for marmalade), 200's and 240's.	....	2 50
Bananas, fancy Limons, per bunch	3 00	3 50
Pineapples, per doz	2 50	3 00
Strawberries, quarts, 2 doz. in case, per case	3 00	3 50
Cal. cherries, 2 doz. in case, per case	....	3 00

Vegetables.

Parsley.... "	....	0 40
Mint..... "	....	0 45
Native onions, per lb	....	0 04
Carrots, per bush	....	0 40
Beets, "	....	0 80
Turnips "	....	0 40
Potatoes "	....	0 65
Celery, per doz	....	1 20
Florida tomatoes, 6 baskets in crate, per crate	....	4 50
Lettuce, per doz	....	0 50
Radishes "	....	0 50
Cucumbers "	....	2 00
Green onions, per doz	....	0 40
Egyptian onions, per lb	....	0 04½
New California cabbage, per lb	....	0 04
Australian onions, per lb	....	0 05

DIAMOND BRAND
MAPLE SYRUP
IS NOT A COMPOUND
It is not only Pure, but it has that delicious flavor of fresh Sap Syrup direct from the sugar bush.
All Jobbers.
Sugars Ltd., = Montreal



AFTER SIXTY YEARS
A New Form of
COX'S CELATINE
is
COX'S INSTANT POWDERED GELATINE
dissolves instantly in hot water. No soaking required. First in solubility, strength and purity.
Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "
J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH.

"SATISFACTION"
(THAT'S IT)
Wrapped up in every package of
San-Toy Starch
Satisfaction to your customers means satisfaction to you. Ask your Jobber or write to
J. H. MAIDEN
MONTREAL

WE IMPORT
Canned Goods, Apples, Grain, Maple Syrup and all Canadian products.
WE EXPORT
English and Continental Groceries, Sweetmeats, Oils, Colours, Chemicals, etc.
Let us hear from you.
T. B. BOWYER & CO.
80a Fenchurch Street, London, Eng.

CORKS——

—We have special job lots of Grocery Corks, all sizes and shapes.
—Will be pleased to submit samples and prices suitable for grocery
—trade. You are often asked for corks; why send your customers
—to the drug stores when you can supply them?

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.



IF YOU BUT KNEW

wha saleable delicacies

SHIRRIFF'S MARMALADES

are you would not put off ordering them. We know and so do other grocers. Are you going to join the ranks? Try a few tins of our

SHREDDED MARMALADE

IMPERIAL EXTRACT CO.
TORONTO



Capstan Brand

PURE MOCHA AND JAVA GROUND

COFFEE

Put up in 1-lb. tins, with a very attractive label, and is giving perfect satisfaction. Ask your wholesale grocer for it, and be convinced of its high-grade quality.

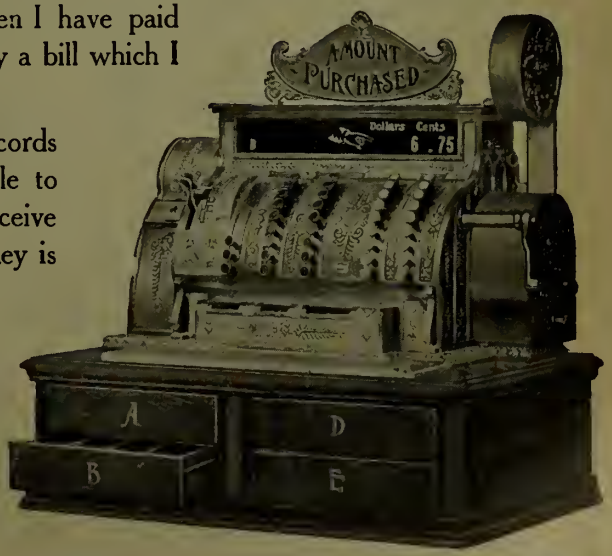
CAPSTAN MNFG. CO., Toronto, Ont.

Protect Your Customers and Increase Your Business

A customer who occasionally pays on account gives the following reason for preferring to trade with a merchant who uses a National Cash Register:

"I would go out of my way to trade with a merchant who uses a National Cash Register. I have had so much trouble because my account has not been credited when I have paid money on account and I have been asked so many times to pay a bill which I knew had been paid.

"The National Cash Register owned by Mr. Hardy records all money I pay on account at the time I pay it. It is impossible to credit that payment to anyone else. For further protection I receive a receipt printed automatically by the register when the money is received and recorded."



A National Cash Register increases your trade and your profits by preventing mistakes and avoiding disputes with customers.

Let our representative call and explain our system to you.

Cut off here and mail to us today

NATIONAL CASH REGISTER COMPANY, DAYTON, OHIO

I own a_____. Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy.

Name _____

Address _____

No. Clerks _____

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

YOU NEVER KNOW
how Canadian manufacturers are improving their methods unless you
TRY their PRODUCTS

MOTT'S
Chocolates
MADE IN CANADA
equal the best imported.

John P. Mott & Co.
HALIFAX, N.S.
SELLING AGENTS:
J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO. JOS. E. HUXLEY, WINNIPEG.

We beg to advise the Grocers of the Dominion that we are making the finest

MILK CHOCOLATE

produced in the world, and are using pure Canadian Milk.

COWAN'S COCOA
(Maple Leaf Label)
Absolutely Pure.

THE COWAN CO., LIMITED
TORONTO

BEAUCE
MAPLE SUGAR
FINEST PRODUCED

D. RATTRAY & SONS
Import and Export Agents
QUEBEC Montreal OTTAWA

LONDON, ENGLAND, FRUIT LETTER

(Special Correspondence)

THE prospeets for Canadian fruit-pulp on the British market are not very bright. Large stocks of pulp are still on hand, left over from last season, and holders are selling at almost any priee when opportunity offers. Some of the large English jam manufaeturers have despatched their pulp buyers to inspeet the home fruit erops, but in spite of this the jam industry is about as dull as it eould be.

H. & T. Walker, of London, Eng., who are large importers of pulp, attribute this state of affairs, in no small degree, to the South Afriean war. Previous to the outbreak of hostilities, manufaeturers over here were building up a big trade in jam with South Africa, but during the war business was at a standstill and, in order to keep faetories going, those firms who had previously been eultivating their export trade turned their attention to the home market. The supply naturally became greater than the demand, and the jam-making industry has fallen off in eonsequence. Whether it was that Australian pulp shippers did not study the requirements of the market suffieiently carefully, or whether they were hoping for a reaetion which never eame, it remains a faet that they sent over to England far more pulp than could be used, so that importers were greatly over-stocked. As a niatter of fact, a eonsiderable quantity of pulp was reshipped to Australia.

It is, perhaps, a little too early to say anything definitely about the prospeets for Canadian green and fresh fruits on the British markets, for the trade over here are still dealing in old stocks, whieh, however, are being disposed of very satisfactorily. The weather has been very changeable, and domestic fruit-growers have been full of anxiety as to the welfare of their erops. On the whole, however, the English fruit crop is likely to be a good one, but this will not affeet the import of Canadian apples to any serious degree.

The outlook for Canadian eanned goods on the British market is decidedly unsatisfactory. This is a matter whieh deserves the most serious eonsideration on the part of Canadian eanners, for so long as canned goods are offered on the British market as they are now, the business done will undoubtedly be infinitesimal eompared with what might be aceomplished were other methods used. Canadian eanners eannot reasonably hope to do good business under their present selling arrangements. It is a mistake to think that canned goods can be sold in England directly to the dealers without any regard to brokers and commission men, and this policy reveals a lack of knowledge of trade eonditions in the Old Country. Brokers and commission men have far too much influence with dealers to be overlooked in the way they are by Cannadian eanners.

"We don't find any fault with Canadian goods," remarked one large importing firm to The Groeer correspondent, "but we do complain of the attitude of Canadian canners towards us middlemen. Still, as far as our own prosperity is eoncerned, it doesn't worry us in the least. The bulk of the dealers have come to us all the same, and we just push other canned goods and leave Canadian stuff to take care of itself."

If Canada were the only country in the world able to ship canned goods to England, things might be different, but, as it is, brokers and others over here stoek United States and other makes and in their own interests elub together almost uneonseiously in order to keep out Canadian brands. Inquiry amongst the best concerns shows that they have, to no small extent, got the dealers in their power, for when a dealer asks a middleman for some line which Canada does not produee the latter declines to sell unless he is going to have orders for other lines whieh Canada does produce as well, so the dealer has to give way. Neither British dealers nor British middlemen are fond of eombines, for they don't like to be dictated to, and, as one man remarked, "trade without eompetition (legitimate competition, the Englishman would say,) almost ceases to be trade at all."

Until Canadian eanners made their present arrangements for selling on the British market, Old Country buyers were willing customers, for the goods were of fine quality and the packages attraetively gotten up, but when they found they were going to be eompelled to take what was offered them without having the alternative of going elsewhere for Canadian goods they preferred to buy from other countries, where they could choose for themselves. When, however, Canadians ean see their way to meet the requirements of the British markets, no doubt Canada will be able to make very much greater strides in her export trade in canned goods, but meanwhile other nations are getting a hold on the market whieh will never be loosened, and the United States in partieular is building up an enormous business.

Mr. Marshall, president of the Canadian Canners, Limited, was seen in regard to the above letter, and stated that so far as his eompany was eoneerned there was no ground for the complaint. They did not sell to the retail trade but through the regular channels of trade, in fact through the same parties who had handled the goods of their different factories before the consolidation.

GUM MAN'S TOURING TRIP.

Mr. A. Bodenweiser (Bode), of the Little Bode's Slot Machine Co., Montreal, has just returned from a four weeks' business trip to the eoast. Mr. Bode visited Winnipeg, Calgary, Vancouver, Victoria, San Francisco, Portland (Oregon), Seattle, Minneapolis, St. Paul and Chicago. In all of the Canadian cities a very large business is reported by Mr. Bode. His opinion of Winnipeg is that it is bound to become one of the largest commereial eentres of Canada and every evidence is on hand that its merehants possess all the eharacteristics of push and wide-awake business ideas that make for greatness. Mr. Bode was struck with the readiness of approach and promptitude of the Winnipegonians,—keen for business always, and entertaining after business hours. As an enthusiastic advertiser of Winnipeg and the west, Mr. Bodenweiser must be put down as a success.

OPENING FOR CANADIAN FIRMS.

James Methven, Son & Co., London, England, report to The Canadian Grocer representative that there is a good market in Britain for sueh Canadian confectionery houses as are looking for a field to increase their export trade. The demand is a growing one, and United States manufacturers are busy making themselves known amongst British consumers. It is mainly the medium-priecd eandies and eonfectionery that are required. The American methods of paeking are not, as a rule, suitable for the English market, but United States firms are always ready to go out of their way to seeure business, whieh is one of the reasons why they eommand the attention of British buyers.

TRAVELERS' GALA DAY.

THERE is to be a warm time in Hamilton around July 14 and 15, the oceasion being the gala day that is being planned by the Hamilton travelers. There are 700 of the ubiquitous fraternity in the Ambitious City and since some time back in the Winter Mr. Smye has been lying awake nights thinking out new and startling features for the entertainment of the boys. Mr. Smye is the president of the eommittee having the affair in hand, Maj. J. H. Herring is treasurer, and Mr. G. G. Austin secretary. The headquarters of the eommittee are at the Royal Hotel Cafe and eorrespondence directed there will be promptly attended to.

The fun will begin on the evening of July 14 with a concert in the Drill Hall, and eertain mysterious attraetions that have not yet been divulged.

Saturday morning at 10.30 a proeession will form at the Drill Hall, to mareh through the eity and finally take the eleetric ears for the Brant House, where a programme of sports will be run off. These sports will inelude ball games between Toronto and Hamilton travelers and between Toronto and Hamilton old boys. The committee positively refuse to give any details as to the other sports on the programme, but something highly interesting and characteristie is suspeeted.

Travelers will appear in eostume wearing white duck trousers and hat, with dark eoat. It is also learned that three or four bands have been seeured and that a pony parade is expected to be perpetrated. The prizes, it is said, will be numerous, eostly, etc.

The Hamilton travelers are extending their hospitality on this oeeasion to their brethren everywhere and extend through The Grocer a cordial invitation to all the fraternity from whatever part of Canada to be present. A good time is guaranteed.

CAPITAL STOCK INCREASED.

Foley, Lock & Larson, of Winnipeg, are increasing their capital stock from $300,000 to $500,000. This has been rendered necessary in view of the large capital expenditure on the new biscuit and eonfectionery factory which this firm are building in eonnection with their present warehouse. A cut of the Foley, Loek & Larson building, as it will appear when the addition is completed, appeared in the Export Number of The Grocer.

Spring Drink

VAN HOUTEN'S COCOA

Spring Food

The Grocer who recommends Van Houten's Cocoa confers a favor on his customer that the latter will appreciate.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - MONTREAL

E
D S

STRAWBERRIES

fresh from the field sent to you by quickest despatch. Wire order before noon from almost any place in Ontario, for berries in the field, and they will be at your door by daylight next morning, fresh and sound. Time is money. As for quality my success depends on that. I know if I fail in quality I lose your trade, so I hustle for the best berries.

I am now also putting up the **Finest Strawberry Preserves** made in Canada, which are besides the equal of imported goods. Try a sample order.

E. D. SMITH'S

FRUIT FARMS

WINONA, - - ONT.

TOURING CANADA.

A REPRESENTATIVE of The Grocer had the pleasure of meeting Mr. D. Impart, of London, Eng., and Mr. E. J. Day, of Harrogate, Yorkshire, Eng., in Toronto this week. Both gentlemen are representatives of the Natural Food Co., Niagara Falls, and are paying a flying visit to Canada. In company with Mr. Hewitt they made a thorough inspection of the Niagara Falls plant earlier in the week, enjoying the hospitality of the management. They are delighted with the "home of shredded wheat and triscuit," and say there is nothing that can touch it in the Old Country. There is a steadily-increasing demand for prepared cereal products in England, thanks to the enterprise of Canadian and American manufacturers in introducing them to the British trade, and to subsequrnt advertising campaigns which have been carried on in a big way. It is the exception rather than the rule in England when walls of buildings, omnibuses and every inch of available space are not brilliant with resplendent pictorial advertisements of some new commodity which must sooner or later become a household word in the land. Shredded wheat and triscuit have been successfully established in the English market for about six years and are becoming second in popularity to none as they become better known throughout the trade.

VISITOR FROM SPAIN.

The Grocer had the pleasure of an interview on Monday, June 12, with Mr. Henry Vincke, of the firm of Miquel, Vincke & Meyer, San Felin de Guixols and Palafrugell, Spain, the largest manufacturers of beer corks in the world. Over eight hundred employes are directly engaged in the cork industry controlled by his firm. Shipments are made to all parts of the world, the United States and Japan being the largest consumers of corks. Business is also done on an extensive scale with Argentina, Brazil and Chili, as well as Australia and Canada. This is Mr. Vincke's second visit to Canada. Some member of the firm makes an annual tour of the world, as the business is one of world-wide connection, Mr. Meyer making the tour last season. Besides the Spanish houses, the firm have a large branch in the City of Mexico. While in Montreal Mr. Vincke made his commercial headquarters with S. H. Ewing & Sons.

Home Tastes

We sometimes taste our own Biscuits, and are surprised not at the **quality** but at the **price.** Such **quality sells.**

PERFECTION CREAM SODAS

are emblematic of "perfect" biscuits.



It does not matter at which meal,

PERFECTION CREAM SODAS

are delicious.

3-lb. Cards or Tins.

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

OLD HOMESTEAD ON TOP

¶ It just took Old Homestead Canned Goods one season to get to the top of the canned goods trade of Canada. Plenty of room there—always is at the top—and so the Old Homestead Company is duplicating its plant and will this year turn out double the quantity of Old Homestead Canned Goods packed last season. The greater quantity of the pack is already sold.

What is the Explanation?

¶ The explanation is simple. The Old Homestead people set out with the determination of putting up the finest goods on the Canadian market. This was easy because they were in the centre of the best fruit and vegetable district in Canada; they had the benefit of years of experience; a new factory built on the most approved lines and fitted out with the latest improved machinery; and a process man who knows his business down to the ground.

¶ Naturally Old Homestead goods set a new standard. The trade recognized their superiority at once and put them in stock.

¶ The handsome labels and their inherent merit did the rest. They proved the come-again kind—made friends for the grocer who sold them.

THAT'S WHY OLD HOMESTEAD GOODS ARE IN DEMAND—
WHY YOU SHOULD MAKE THEM YOUR PREMIER BRAND.

SEND FOR SAMPLE OF OUR LABELS

THE OLD HOMESTEAD CANNING CO.
PICTON, ONT. LIMITED

The orders will come right to

YOUR STORE

Orange

25c.

JUMBO

25c.

Meat

If you stock up and "strike out."

THE
Frontenac Cereal Co.
Limited
KINGSTON, - Ontario

Flour and Cereal Foods

BIGGEST CROP ON RECORD.

THE total acreage under all crops in the Canadian West this year is estimated at about 5,800,000 acres as compared with 4,500,000 acres a year ago. Allowing 1,300,000 acres for coarse grains, this leaves 4,500,000 acres seeded to wheat. Four and a half million acres at twenty bushels to the acre will give the west a crop of 90,000,000 bushels, the largest crop the west has ever produced.

The crop outlook in Great Britain remains on the whole very good, although there are not wanting reports that here and there the promise has deteriorated somewhat during the past month. The growing grain has stood the recent unseasonable cold without appreciable deterioration and in France and on the continent generally the outlook is above the average.

The United States Government crop report indicates a Spring wheat area of 17,613,000 acres, an increase of 472,000 acres over a year ago. The average condition on June 1 was 93.7, as compared with 93.4 last year, 95.5 on June 1, 1903, and a ten years' average of 94.4. The average condition of Winter wheat on June 1 was 85.5, as compared with 92.5 on May 1, 1905, 77.7 on June 1, 1904, 82.2 at the corresponding date in 1903, and a ten years' average of 79.2.

As figured by the statistician of the New York Produce Exchange, the Government report indicates a yield of 428,011,000 bushels of Winter wheat, comparing with the May estimate of 460,706,000 bushels, and with last year's harvest, 332,000,000 bushels. The indication on Spring wheat is for a crop of 299,421,000 bushels, against a crop of 219,164,171 bushels in 1904. The total estimated wheat crop is 727,432,000 bushels, comparing with last year's harvest of 552,399,517 bushels.

FUTURE OF BRITISH MILLING.

American millers will have to give up marketing flour in the United Kingdom in a few years. Then will come formidable competitors for the home trade of the United Kingdom from Argentina and Canada, with illimitable wheat fields. But Milling sees the vanquishment of these new rivals through greater centralization of the home industry. Then in time, as our port millers fit themselves for the keenest competition by having high-class mills in the most economical working situations, and large enough to be worked at a minimum of cost, we expect to see them pushing trade in every possible flour market abroad.—Milling.

A PROGRESSIVE FIRM.

The Western Canada Flour Mills Co., (comprising the A. Kelly Milling Co., of Brandon, and the Lake Huron and Manitoba Milling Co., of Goderich), in addition to a 4,000-bbl. mill in the vicinity of Winnipeg, will creet a storage elevator with capacity of half a million bushels, a warehouse capable of holding 60,000 bbls. of flour, and a complete line of new elevators throughout Manitoba. The latter, together with 26 already in operation will give a total capacity of two and a half million bushels. The organization will have a total daily milling capacity of 6,500 bbls. of flour and 200 bbls. of oatmeal, and will also continue the manufacture of salt in Goderich, the present output being 200 bbls. per day. The total capital, all paid up, is $1,500,000.

INEQUALITY OF RATES.

Wheat for St. Catharines and Thorold vis Buffalo is somewhat of a novelty, and yet such is actually happening as a result of the comparatively high freight rates charged by Canadian railroads. Ontario millers complain that the rate from Goderich to Thorold is seven cents a bushel, whereas wheat can be brought from Fort William via Buffalo to Thorold at a three-cent rate.

TO HANDLE THE GRAIN.

The Canadian Northern Railway have decided to build a new line extending from Emerson, on the boundary between Manitoba and Dakota, to Vassar, on the main line between Winnipeg and Port Arthur. It is expected that the line will be ready for the wheat rush of 1905.

The tendency will be to divert the traffic of all the south-western lines from Winnipeg to a route more direct by 25 miles. The Winnipeg yards will be relieved of the congestion arising from the handling of thousands of cars from South-western Manitoba, while the main line between Winnipeg and Port Arthur will be freed from handling trains of empty cars.

CEREAL NOTES.

The Calgary Milling Co. will shortly erect a 1,000-bbl. flour mill.

The Ogilvie Flour Mills Co. estimate the wheat in farmers' hands yet to market at two million bushels.

The next few weeks will see plans completed by the Ogilvie Flour Mills Co., Limited, and the Lake of the Woods Milling Co., for extensive improvements in their respective plants.

Macaroni made from oatmeal is the latest cereal fad. It was made in France under a patent. But, however valuable a product it may have been, the manufacturers discontinued the making of it.

The Natural Food Co., Niagara Falls, N.Y., expect to have their new plant at Niagara Falls, Ont., in operation next week. The formal opening of the Canadian industry will take place on July 1.

At a recent meeting of the Cardiff Chamber of Commerce a resolution was passed urging the advantages which that port offers to Canadian flour milling firms who are contemplating building business premises in Great Britain.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

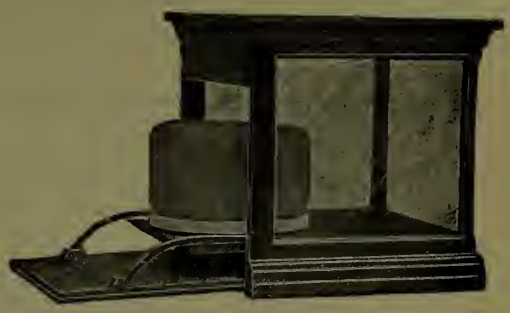
Delivered prices on application.

Lake Huron and Manitoba Milling Co.

LIMITED

GODERICH, ONTARIO.

PROFITS IN CHEESE



Mice, Insects, Dirt, Shrinkage, Samplers

The Enemies of the Grocer who sells Cheese.

Automatic Cheese Cabinets

keep the cheese as clean and fresh as when first cut, and preserve it from the ravages of mice, dirt and tasters.

Its operation is simplicity itself. Just lower the door and the cheese slides out, automatically, on its revolving base in position for cutting, retiring into the cabinet as promptly when the door is closed. The cheese is always temptingly in view, under glass.

PRICE **$7.50** F.O.B. Factory

The Cabinet is a very handsome glass, polished hardwood display case; a most attractive fixture. *Place one on your counter and it will increase your cheese sales and profits and pay for itself many times over.*

Write for folder illustrating our single and double Refrigerator Cheese and Cheese Cutter Cabinets.

The Walker Pivoted Bin and Store Fixture Co.

Factory, BRAMPTON Head Office, TORONTO

NOVELTY

DON'T BE BEHIND THE TIMES.

The only one with a certificate of analysis from the French Government, guaranteeing its purity.

EACH BOTTLE IN A CARTOON

It is up to the MODERN GROCER.



HENRI ETIENNE BOULLE,

MARSEILLES

Write for Quotations.

B. O. BELAND

1684 Notre Dame Street,

MONTREAL

RETURNED JUN 16 1905 Montreal Book 36 ge 39

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

DARK vs. LIGHT CIGARS.

A PROMINENT cigar dealer in Winona in speaking with local newspapermen on the color question as applied to cigars said: "We are having the same trouble here that they are having in every other city. The smokers will not realize that a dark cigar is not necessarily stronger than a light one, and in many cases a great deal milder.

"I have cigars in my show case which are almost black, yet they are mild enough to satisfy any new beginner in the smoking art. In making cigars tobacco of a certain grade is always used for one brand and as a rule this tobacco, although of the same flavor, is of various shades ranging from a light brown to a very dark shade of the same color.

"We are trying to educate the public to the idea that color has nothing to do with the flavor of a cigar. At first it was thought that the best plan would be to have the clerks tell the customers of the plan, but it was found through experience that this scheme wouldn't work.

"The average smoker believes that he is a fit judge of his cigars and he will not stand for any one 'butting in' and telling him what cigar to smoke. The next scheme, and the one that is being tried now with great success is to reach the smokers of the country by the newspapers.

"The time will ultimately come when there will be just as many calls for dark cigars as the light one and the dealers will not have to put their dark brands away in storage."

CUBAN TOBACCO CROP OF 1904.

El Tabaco of Cuba has compiled the following figures of the Cuban Tobacco crop. The calculation was made on all tobacco marketed from April 1, 1904, to April 1, 1905, which the trade regards as the true tobacco year instead of the calendar year on which the Government bases its compilations.

The 1904 crop consisted of 428,108 bales, classified as follows: Vuelta Abajo 250,404, Semi-Vuelta 22,995, Partidos 60,420, Matanzas 241, Remedios 88,262, Puerto Principe 748 and Santiago de Cuba 5,038. The total 428,108 bales, is larger than the 1903 crop by 75,360 bales, and larger than the calendar year amount by 12,217 bales.

TOBACCO AND WIFE WANTED.

The Hopkinsville Kentuckian says Postmaster Breathitt has received the following letter from a former Kentuckian, who now lives in Oregon. We publish it to assist the writer in supplying both his wants:

"Erwin, Orc., feb. the 5, 1905.—Mr. Postmaster: Will yo please hand this note to some old tobaco raiser. I want 5 dollars worth of home made tobaco from old Ky., for chewing. I want as tobaco as their is and as good. I want to pay what it is woth. Would like if it was twisted. Whoever get this note anser at once. I use to live in Ky., in livingston co., and if there is some good old maid or a widowed lady a Bout 35 or 40, tell them to write to me if they want to change there name for a Better one. I was married once in Ky....I got my licens at smithland, was married at love's chapel, close to caryville. I got a fine lady; I want a nother one from old Ky., they are the people and most respected. Believe me, yore friend,

"A. J. Bess.

"P.S. Say lady, if you do write send me yore picture. I am this way, quick sales and good profits. My wife has Bin dead 7 years. I have no children. By By."

MEXICAN TRADE.

"Mexico imports considerable tobacco in the leaf, as well as in the manufactured form, principally Cuban cigars and cigarettes, American cigarettes and pipe and chewing tobaccos, and some French and German cigars and Turkish and Egyptian cigarettes. For the last fiscal year the importation of Virginia leaf tobacco amounted to 2,468,773 lbs., valued at $147,131 in gold; the importation of all other tobacco in leaf was valued at $32,896 in gold. Of this 'other leaf tobacco' the United States also contributed 4,675 lbs. The Netherlands and Cuba contributed 17,332 and 15,890 lbs., respectively, and Sumatra and Germany were next in order, with small quantities from India, Belgium, Turkey, Persia and even China, part of the tobacco from various sources coming through Great Britain. Higher duties were placed on Virginia leaf last year, and this operates somewhat to change the course of the trade. In general, however, the importation of leaf tobacco into Mexico is increasing, partly through the increased consumption of foreign tobaccos, but principally through the demand for foreign leaf to blend with the native leaf in the manufacture of cigars."

SMALL CIGARS NOT CIGARETTES.

Judge H. M. Elliott, of Marion, Ind., on May 23, rendered a decision in the case of the State vs. Irwin Rohrer, charged with having several cigarettes in his possession. Rohrer made the defence that he had in his possession small cigars. The court decided that the tubular rolls of tobacco, wrapped in a tobacco leaf, could not be definitely determined as cigarettes and dismissed the defendant.

FIRE AT GRANBY.

A fire occurred last week in the stemmery of the Empire Tobacco Co.'s plant, at Granby, P.Q. The loss was fully

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

Questions and Answers

Q. Do you find cigar selling profitable ?

A. I make it profitable.

Q. Do you know that only the best leaves go into the Pebble and Pharaoh Cigars ?

A. I have reason to believe it.

Q. Will it pay you to keep up your present stock ?

A. It will pay me to increase my present stock.

Note.—J. BRUCE PAYNE, LIMITED, GRANBY, QUE. are the makers of these famous 5 and 10 cent. Cigars.

HEREBY HANGS A SIGN

T. & B. is the working man's companion.

T. & B. has the long end of the sales.

T. & B. adds to a Grocer's profit.

T. & B. can be had by all—it's **cheap.**

T. & B.

THE GEO. E. TUCKETT & SON CO., Limited, HAMILTON

covered by insurance and the damage was not great enough to cause any delay in the execution of the company's orders.

RUNNING A LOTTERY.

William Carroll, the well-known cigar dealer, Hamilton, was accused at the Police Court recently of "unlawfully selling and otherwise disposing of lots and other means or devices for disposing of certain property, to wit, cigars." He kept a Ferris wheel in his store, and the police claimed that it was a violation of the Lottery Act. As it was desired by Mr. Carroll to make a test case, he admitted the working of the wheel, and was committed for trial. He was afterwards admitted to bail in his own bond for $400. John G. Gauld defended him, and S. F. Washington, K.C., Crown Attorney, prosecuted.

CHANGE IN BUSINESS.

W. M. Robertson, of Dunchurch, Ont., has sold out his general mercantile business to the John H. Newell Co.; W. M. Robertson, in partnership with C. A. Robertson, has bought the business of his father, W. Robertson. The name of the new firm will be the Robertson Bros. Co. Mr. Robertson, sr., who is retiring from business, will reside in Toronto.

McDOUGALL

Insist upon having them.
D. McDOUGALL & SON, Glasgow, Scotland

CLAY PIPES

SWEET CAPORAL



CIGARETTES

STANDARD OF THE WORLD

Sold by all Leading Wholesale Houses.



Plain, Profitable Talks—No. IV.

ROYAL SPORT is a high-class, uniform grade cigar, made from the choicest tobacco, by skilled workmen. It retails at 10 cents. It holds the trade. The cut is typical of the solid comfort of its smokers.

HOGEN-MOGEN is our 5-center. Many of our customers sell it for a 10-center. We have confidence in these cigars. They're making our business. We co-operate in their sale.

A special proposition for you. Write to-day. It will pay you.

THE SHERBROOKE CIGAR CO.

SHERBROOKE, P.Q.

ONE HALF

SMOKING

TONKA

SOLID COMFORT

PINCHIN'S HAND-MADE

TOBACCOS

The Whole

McAlpin's

Tobaccos

McAlpin Consumers' Tobacco Co., Limited,

TORONTO.

ONE HALF

CHEWING

BRITISH NAVY

KING'S NAVY

BEAVER

APRICOT

TOBACCOS

FREIGHTS AND CHARTERS

TONNAGE is not increasing in steam, and certainly in sailing prospects there is not great encouragement. However, most of the big steamship companies at Montreal report that they are well booked up for June, and they have some for July, which goes to show that there is business doing. Not only that, but the manifests of the outgoing steamers all point to good trade in various lines.

When the s.s. Birmingham sailed for South Africa she carried an immense cargo for Durban, East London, Delagoa Bay, etc. The Lake of the Woods Milling Co. shipped some large cargoes of flour to Delagoa Bay, and the Sylvester Co., of Lindsay, seemed to have made fine business out there, for they shipped 22 cases of agricultural implements. Armour & Co. continue to pour their canned meats into the new British colony, and had on this steamer 200 cases of canned meats. L. H. Packard, of Montreal, is shipping quantities of his famous blacking to the southern ports.

Another noticeable thing was a shipment recorded as a box of catalogues from Sylvester & Co. Other Canadian firms should awaken to the use of catalogue service, which would stimulate inquiry and attract business to Canadian houses. Not long ago a commission agent complained to the office of the publishers of The Grocer to the effect that Canadians, especially firms like E. B. Eddy Co., Limited, Hull, were not getting the business that they might in South Africa.

Hay exports continue to be good, and reports from the different provinces show great possibilities for a fine crop. Lake freights have been better than usual so far in June, and the rates now being paid for grain and other products from Chicago east keep stiff.

Dairy produce is coming freely to Montreal, and the shipments are increasing every week.

OPENING BRANCH IN BOSTON.

Mr. O. Lefebvre, proprietor of Chinese Starch, was in Boston last week for the purpose of locating a factory site or premises suitable for a packing factory for Chinese Starch, for the American market. Since opening up a branch at Rouses Point, N.Y., his trade in the eastern states has increased to such an extent that a larger and more central shipping point had to be secured, and it is expected before very long a thorough canvass will be made of the eastern states. Mr. Lefebvre is a thoroughly up-to-date and energetic Canadian, and has confidence that his goods will be appreciated by the trade south of the line, as much as they are in Canada.

OPENED UP CANADIAN OFFICE.

W. A. Ross & Bro., Belfast and London, wines and spirits, and proprietors of Ross's ginger ale, soda water, etc., have opened up an office at 119 Coristine Building, Montreal. Mr. D. J. Rattray, of D. Rattray & Sons, has assumed the management of the Canadian branch.

BERTH QUOTATIONS—Montreal.

Description.	Liverpool.	London.	Glasgow.	Bristol.	Belfast.	Leith.	Aberdeen.	Dublin	Manchester.	Antwerp	Havre.
Lard, Beef, Pork, Tallow, Grease and Oleo in tierces, barrels or half-barrels	*13¼c	15/	15/9	15/	15/6	17/6	17/6	16/6	10/6	12/6	15/
Bacon and Hams, Boxed Meats, Cases of Meat, and Lard in boxes and cases	*13¼c	15/	15/9	15/	15/6	17/6	17/6	16/6	10/6	15/	15/
Canned Meats	*13¼c	15/	15/9	15/	15/6	17/6	17/6	16/6	10/6	15/	15/
Canned Goods (gallon apples, fruit, soups, vegetables, etc.)	5/	13/1½	13/1½	†15/	†15/6	15/	15/	†16/6	.....	†12/6	12/6
Oil, lubricating and other; also Wax; in barrels	10/6	12/6	15/6	15/	....	.....	.....	.....	10/6	12/6	.....
Oil-cake, Cottonseed Cake, Flour, Oatmeal, Cornmeal, Split-peas											
Starch, and Grape Sugar, in bags	6/3	6/6	6/6	*9c	10/6	10/	11/3	11/	7/6	*9c	11/3
Rolled Oats, Dog Flour, Flour Middlings, in bags	7/9	8/	9/4½	10/	16/6	12/6	14/3	17/6	8/9	10/	.....
Rolled Oats and other Cereals, papered, in cases	5/	7/6	10/6	†15/	.....	.....	.....	.....	.....	†15/	12/6
Glucose and Syrup, in barrels	.....	12/6	12/6	10/	20/	.....	.....	22/6	8/9	10/	.....
Cheese, in boxes; also Condensed Milk	20/	25/	26/3	25/	.....	25/	30/	.....	20/	25/	.....
Butter, in cases and kegs; Cheese in crocks, boxed	25/	30/	31/6	30/	.....	30/	35/	.....	25/	30/	.....
Seeds, Timothy and Clover, in bags	12/6	15/	15/	12/6	.....	.....	.....	20/	12/6	12/6	.....
" Beans and Peas, in bags	10/6	10/6	10/6	10/6	20/	.....	.....	17/6	10/6	10/6	12/6
Apples, Flour and Meal, in barrels	2/6	2/6	3/	2/6	.....	.....	.....	.....	2/6	2/6	2/9
" and other Green Fruit, in boxes	12/6	15/9	15/9	15/	.....	.....	.....	17/6	12/6	15/	.....
" Evaporated, in barrels or boxes	7/6	10/	10/6	10/	17/6	.....	.....	.....	7/6	10/	12/6
" Prunes and other dried fruit, in boxes	15/	20/	21/	20/	.....	.....	.....	.....	15/	20/	20/
Eggs, in cases or barrels	12/6	15/9	15/9	15/	.....	.....	.....	.....	12/6	12/6	15/
	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....

These rates are for general information only, and are subject to change at any time without notice; it is therefore important that all contracts must be reported by wire and confirmation obtained before closing with shippers, and unless specifically stated to be prompt shipment, or shipped within ten days after date of contract from the west.

The above rates are exchanged on basis of $4.80 to £1 Stg., excepting that when freight is prepaid, the ocean proportion of the through rate must be collected on basis of $4.86 to the pound sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

It is understood that when reporting Sack Flour engagements, a carload is considered 28,000 lbs.

It is also important that shipper's name be given for every engagement made.

* Rates quoted in cents are per 100 lbs. † Per 2240 lbs, No Primage via Montreal.

SPECIAL OFFER

To Every Grocer in Canada.



SPECIAL OFFER!

2 Boxes Davis' Fly Felts—200 5c. packages retail for $10 00
1 Box Davis' Fly Felts— 50 10c. packages retail for 5.00
1 Box Davis' Fly Felts— 10 10c packages retail for 1 00

$16.00

Price to Retailer, $6.00, net 60 days.

Please Note Profit of $10.00 on $6.00 Purchase of Fly Felts.

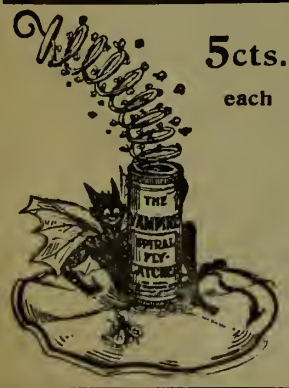
Davis' Fly Felts sold in all parts of Canada. Every package guaranteed effective. Attractively boxed. Sell themselves when displayed.

Order through your wholesale supplier. If they do not handle send order direct.

POWELL & DAVIS CO., - - CHATHAM, ONT.

THE

"VAMPIRE" Spiral Flycatcher



5cts. each

Clears the house of flies

THE "Vampire" Spiral Fly-catcher consists of a small closely-wound Spiral, covered with a sticky material, and hermetically sealed in a short tube. By simply pulling out one end the Spiral is elongated and forms the most effective Fly-catcher known.

This article is a quick seller and carries a large profit. It is CLEAN, SIMPLE and EFFECTIVE. As a window show it draws crowds. No POISON. No LEAKAGE.

LABELS IN ENGLISH OR FRENCH

SEND FOR FREE SAMPLE

SOLE MAKERS:

KAY BROS., Ltd., Stockport, England

SOLE AGENTS FOR CANADA:

The LEEMING MILES CO., Limited, Montreal

FINANCE

CANADIAN banking institutions have a record of solidity which is a source of strength and confidence to depositors. A further security to the public is being provided by a strict enforcement of the Bank Act. This Act provides that the title bank, banking company, banking house, or banking association, shall not be used without the express permission of the Ottawa Government, and without using at the same time the words, "not incorporated." According to the officials of the Canadian Bankers' Association, the indiscriminate use of the words bank, banking company, etc., utterly without legal authority, by people more or less irresponsible, have in many cases deluded the public and been the cause of financial losses by people who were ignorant of the facts.

* * *

Reports on the life insurance business transacted in Canada during the year 1904 show that this form of investment is held in high favor in this country. There were in force in Canada at the close af 1904 in the stock or old line companies, 656,891 policies, to the extent of $587,873,767, an increase over the figure for 1903 of 53,-068 policies, and $39,130,767. The main items of the business of 1904 are given as follows: Premiums, $19,-969,324; amount of new policies, $98,306,102; policies became claims, $8,802,118; claims paid, endowments included $8,815,839. Canadian companies, it is a satisfaction to note, continue to hold the lead they won years ago, and wrote $11,959,100 of the total of $19,969,324 of new business recorded. The division was as follows: Canadian companies, $11,359,100; British companies, $1,-473,514; U. S. companies, $6,536,710.

* * *

It would appear that the newer companies to enter the field find the work of establishing their claims to a share of the business a rather hard one. There are 21 Canadian companies doing business, and five of them wrote seven and a half millions of the less than twelve millions of new policies the whole are credited with. It evidently takes time to organize the staff that is necessary to create and maintain a large life underwriting business under modern conditions. There is plenty in the records of the old competitors, however, to encourage the new. Since 1875, to which year the records go back, the amount of life insurance carried in Canada in stock companies has grown from eighty-five to five hundred and eighty-seven millions. It has been multiplied almost seven times, and the limit does not seem to be reached yet.

* * *

The Postmaster General of Canada has carried out an investigation into the question of telephone systems, which should be productive of much good. The possibility of the successful working of small, independent lines has been amply proven, and the cost has in many cases been exceedingly low. Municipalities will now have some definite information to go on in allotting telephone franchises. This is a question of growing importance, and the evidence which has been taken during the present parliamentary inquiry comprises an intelligent presentation of the whole matter. The reports issued by the

Government are voluminous, but they contain a complete discussion of the matter and are worthy of the closest consideration.

* * *

The semi-annual statement of the Bank of Montreal for the six months ending April 29, 1905, shows profits for that period, after deducting charge of management and making provision for all bad and doubtful debts, of $781,960.40, as compared with $804,833.79 during the same period of 1904. The balance of profit and loss brought forward from October 31, 1904, was $583,196.01, as compared with $373,958.07 during the same period of the previous year. After providing for a dividend of five per cent. for the half year, there remains to be carried forward to the credit of profit and loss $655,156.41, as compared with $478,821.85, an increase of $186,334.56.

THE CANADIAN BANK OF COMMERCE

Paid-up Capital, - - $8,700,000
Rest, - - - - - - $3,500,000

HEAD OFFICE : TORONTO, CANADA

HON. GEO. A. COX, Pres. B. E. WALKER, General-Manager.

LONDON, ENG., 60 Lombard St., E C. S. Cameron Alexander, Manager.

NEW YORK, N.Y., 16 Exchange Place, Wm. Gray and H.B. Walker, Agents.

TRAVELLERS' LETTERS OF CREDIT

The Travellers' Letters of Credit issued by this Bank are a great convenience to Travellers. They are available in all parts of the world, and the holder is enabled, without risk or difficulty, to obtain such sums as he requires at any point in his journey.

BANK MONEY ORDERS

AT THE FOLLOWING RATES:

$5 and under ..... 3 cents
Over $5 and not exceeding $10..... 6 cents
" 10 " " 30..... 10 cents
" 30 " " 50..... 15 cents

These Orders are **Payable at Par** at any office in **Canada** of a **Chartered Bank** (Yukon excepted), and at the principal banking points in the **United States.**

Negotiable at a fixed rate at The Canadian Bank of Commerce, London, Eng.

WESTERN ASSURANCE COMPANY. Incorporated 1851 — FIRE AND MARINE

Head Office Toronto, Ont.

Capital - $1,500,000.00
Assets, over - - 3,300,000.00
Annual Income - 3,890,000.00

HON. GEO. A. COX, President.
J. J. KENNY, Vice-President and Man. Director.
C. C. FOSTER, Secretary.

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life ASSOCIATION

W. H. BEATTY, President.

W. C. MACDONALD, ACTUARY. J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

CAPITAL PAID UP, - - $1,000,000.
RESERVE FUND, - - 1,000,000

THE METROPOLITAN BANK.

DIRECTORS

R. H. WARDEN, D.D., President S. J. MOORE, Esq., Vice-President
D. E. THOMSON, Esq., K.C. His Honor W. MORTIMER CLARK, K.C.
THOS. BRADSHAW, Esq. JOHN FIRSTBROOK, Esq.,

HEAD OFFICE, - TORONTO.
W. D. ROSS, General Manager.

GENERAL BANKING BUSINESS TRANSACTED

SAVINGS DEPARTMENT
at all Branches.
ACCOUNTS SOLICITED

Drafts Bought and Sold.
Letters of Credit Issued.

BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, $850,000.00.
TOTAL ASSETS, $2,043,678.59.
LOSSES PAID SINCE ORGANIZATION, $25,868,544.80.

HEAD OFFICE, - BRITISH AMERICA BUILDING,
Cor. Front and Scott Sts., Toronto.

HON. GEO. A. COX, President. J. J. KENNY, Vice-President and Managing Director.
P. H. SIMS, Secretary.

Window and Interior Displays

Timely Hints and Suggestions

ORDER IN INTERIOR DISPLAY.

ASK the average layman to point out an example of neatness and order in contrast with one of topsy-turviness in an interior store display, and nine chances out of ten he will select a drug store and a grocery. Most druggists pride themselves on their store interiors, and do not scorn the minutest details which may help to make such stores inviting. Unfortunately it is the exception and not the rule when the village grocer takes the trouble to make his store other than a ware or storehouse. The grocer says to himself, the consumer has got to have the necessities of life, so why should I concern myself except to have the goods on hand and be ready to make the exchange at fair profit to myself.

Owing to the keenness of competition, and to the fact that an attractive store is an invaluable asset as a trade-bringer, no grocer can afford to be a whit less careful about appearances than his fellow tradesman, the druggist. The grocer cannot complain that his staples do not lend themselves to orderly arrangement as well as druggists' sundries. In these days of package goods the grocer has an opportunity to build up attractive displays such as exists in no other branch of the trade. The accompanying illustration, the interior of the "Pantry" grocery, Vancouver, shows what may be accomplished along these lines. The features most to be commended are the neatness and compactness characteristic of the shelf displays, and the lavish use of silent salesmen for showing fancy grocery staples and foodstuffs, including Christie Brown's biscuits, bottled condiments, fruit juices, etc., are displayed to excellent advantage on low, protruding shelves at the front of the store.

If one mistakes not the proprietor of the "Pantry" Grocery has also utilized the ever-useful "sign card" to talk goods, which, of necessity, must be kept in the background. There may be a bargain in sugar or canned goods, and yet the grocer may not be disposed to wear out the patience of his customer with shop-talk. Sign cards printed or painted, and fine lookers, are just the things to attract and call attention to these lines. Once customers begin to ask to see them, a sale is half completed.



Interior Pantry Grocery. J. F. May, Vancouver.

BRILLIANT ADVERTISING DISPLAY.

THE GROCER is reproducing in this week's issue one of the most successful attempts in the way of sign advertising that have yet been seen in this country. Never has so much money and ingenuity been expended on pictorial advertisements as during the last year or two. As you speed through the country on a railroad train your view is brightened by one continuous series of brilliant signboards, some of them almost approximating to works of art.

Holbrooks, Limited, manufacturers of malt vinegar, Worcester sauce, etc., Birmingham, England, have seized upon a novel idea and are utilizing the upper fronts of prominent grocery stores for advertising purposes. The accompanying illustration, which is one of their most successful efforts, shows the store



"Not for an age, but for all time."

front of Medland Brothers, King street east. The subject is a statue of Shakespeare, and some of the best artists in Canada have been employed to ensure the successful carrying out of the design. The picture covers the entire front of the building from the top of the store window and extends eight feet above the roof. The quotation "Not for an age, but for all time" has already "caught on" with the people of Toronto. Similar displays are to be seen in a number of prominent positions throughout Toronto, and it may truthfully be said that the town is being painted red with the merits of Holbrook's sauce. The firm are about to begin a second pictorial advertising campaign in the City of Montreal, as a most effective means of placing their name and goods before the public. The Canadian representative of Holbrooks, Limited writes to say that in his efforts to introduce Holbrook's sauce to the trade generally he has found The Canadian Grocer of great assistance.

1,000 White Business Envelopes, $1.00

(PRINTED TO ORDER)

This offer is to get you started. We want your trade, and we don't do cheap-looking work, either. Give us your next job, and you will be satisfied.

G. A. WEESE & SON, 44 Yonge St., TORONTO

Write for Catalogue of Printing.

THE TELEPHONE

Is a companion, friend and servant combined.
Invaluable for convenience in the household.

LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.
Full particulars as to rates and service at the nearest office of

THE BELL TELEPHONE COMPANY OF CANADA

Trade With England

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)
Moreover, regular subscribers are allowed to advertise without charge in the paper.



Monthly Account System

for the Retail Trade

It saves Time
It saves Money.

Accounts are Always Ready.

We manufacture many systems for all kinds of business, but this has been proven the best and most accurate means for the retail trade.

Our Stock Ledger is cheaper and better than the old style bound books. Write for information.

The Rolla L. Crain Co., Limited

Head Office and Factory—Ottawa, Ont. Phone 1013.
Toronto Office—18 Toronto Street. Phone Main 298.
Montreal Office—74 Alliance Building. Phone Main 3023.



THE UNDERWOOD

The Writing-in-Sight Typewriter

Will do your work 25% to 50% faster than any other writing machine. Highest award "Grand Prize," St. Louis Exposition, 1904.

UNITED TYPEWRITER CO., LIMITED

7 ADELAIDE STREET EAST, TORONTO *and at* **99 ST. FRANCIS XAVIER STREET, MONTREAL**

HAMILTON LONDON OTTAWA QUEBEC ST. JOHN, N.B.

This list is for the purpose of placing retailers, manufacturers' jobbers and other readers in touch with reliable and competent accountants and auditors whose services are so frequently required for such purposes as opening books,

Leading Canadian Accountants and Auditors

adjusting and auditing accounts, arranging partnerships or organising joint stock companies, devising special office systems, making collections and investigations, handling estates, making valuations, etc.

DAVID HOSKINS, F.C.A.
Chartered Accountant, Auditor, Financial Valuator.
27 Wellington Street East, - - Toronto. Canada.

This Space $15 a Year.

JENKINS & HARDY,
Assignees, Chartered Accountants, Estate and Fire Insurance Agents.
15½ Toronto Street Toronto.
465 Temple Building, Montreal.
100 William Street, New York.

This list is for the purpose of placing manufacturers, wholesale and retail merchants and other readers throughout Canada, and firms abroad doing business in Canada, in touch with the legal profession throughout the Dominion, for the collection of accounts, legal representation,

LEGAL CARDS.

organization of companies, the arrangement or dissolution of partnerships, or assignments, as well as all other matters of a legal nature.

For advertising rates apply to MacLean Publishing Co., Limited, Montreal or Toronto.

TUPPER, PHIPPEN & TUPPER,
Barristers, Solicitors, Etc.
Winnipeg, - - Canada.

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This space $30 per year.

Educational Department.

The following institutions for the education of business men's sons and daughters are recommended by this paper:

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A Boarding and Day School for Girls.
Thorough courses in every department.
Only teachers of the highest academical and professional standing employed.

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LEADING COMMERCIAL HOTEL. GANANOQUE, ONT
Located in Heart of Business Section. Ten First-class Sample Rooms.

HOTEL GRAND

O. F. BAKER, PROP. GALT, ONT
First-class accommodation for Commercial Men.

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This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNICOL, Prop.

TOWER HOTEL, GEORGETOWN, DEMERARA, BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city, within one minute from Post and Telegraph Offices, Tram Junction and principal clubs. Five minutes from railway station and steamer stallings, and near to all prinoipal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

VICTORIA LODGE

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Opposite Victoria Park and Cedar Ave. Private board $12 to $14 per week.

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"THE ARGYLE,"

Mrs. FRASER Cedar Avenue, HAMILTON, BERMUDA
Terms moderate. Also furnished cottages.

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A. PASCHAL (Prop.) HAMILTON, BERMUDA
Centrally located. Open all the year round.

WOODSIDE BOARDING HOUSE

(CORNER OF MAIN AND LAMAHA STREETS, GEORGETOWN, DEMARARA.)

Cool and airy Bedrooms, Excellent Cuisine, Attendance Qualified. Terms Moderate. Electric Car Loop at gate of premises. Patronage Solicited. Manageress, E. COTTAM.

WINTER RESORT—QUEEN'S PARK HOTEL.

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The best treatment for all persons afflicted with the disease of drunkenness, is known only to

DR. MacKAY, Address City Hall, Montreal, Que.
Absolutely private treatment.

WM. BRAID & COMPANY



TEA AND COFFEE IMPORTERS

The Big Tea and Coffee House of the Great West

We are the largest importers of Teas, Coffees and Spices in the Canadian North-West. We deal in them exclusively, therefore are in a position to take care of your smallest orders or handle your largest ones—Satisfaction guaranteed.

Write us for samples and quotations.

VANCOUVER, B. C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

June 15, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—

Bee" brand, 48 5c. pkgs., per case	$1 75
" " 27 10c. pkgs, "	2 00
" " 10 25c. pkgs, "	1 75

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
doz.	12-oz.	3 40
½ doz.	2½lb.	10 50
¼ doz.	5lb.	19 75

JERSEY CREAM BAKING POWDER.

½ Size, 5 doz. in case	$0 40
¼ " 4 " "	0 75
⅛ " 3 " "	1 25
1 " 2 " "	2 25

OCEAN MILLS.

Ocean Baking Powder,	Per doz.
¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
" Borax, ¼ lb. packages, 4 doz.	0 40
" Cornstarch, 40 pks. in a case	0 78

Freight paid 5 p.c. 30 days

MAGIC BAKING POWDER.



Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb. tins, 4 doz. in box.	$2 25
½-lb. tins, 4 doz. in box.	1 25
¼-lb. tins, 4 doz in box.	0 75

"BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	$3 50
" " 36 10 "	4 00
" " 24 16 "	4 50
" Beaver" brand 24 16 pks.	4 80



EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10



J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 16½c
"Sapphire" 14-lb. boxes, ½ lb. pkgs. per lb.....12½c
"Union"—14-lb boxes, assorted 1 & ½-lb. pkgs., per lb.....10c

Black Lead.

Reckitt's, per box..... $1 15
Box contains either 1 gross, 1 oz size; ½ gross 2 oz, or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

" Bee" brand, 5 oz., cases, 60 pkgs.	2 25
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 45
" 5-doz. 10c. "	0 90

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	0 18½

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 55

Chocolate—	per lb.
Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00



ON TOP.

The grocer who comes out on top in the gamble of business is usually a pretty shrewd sort of a man. He doesn't "run out" of goods that give him a good profit. How's your stock of

Paterson's Camp Coffee Essence?

ROSE & LAFLAMME,
Agents, Montreal

It is worth considering

The sale of chocolate is increasing every year. You can build up a good business in this line if you make a point of selling **Nothing but the Best.** Now it's a big statement to make; but **Klaus's Chocolate** stands alone. It's the kind the public ask for, because they like it. All styles of packages. Try it.

"KLAUS'S"

Improved Swiss Milk Chocolate

"THE GOOD KIND"

AGENTS FOR CANADA
ROSE & LAFLAMME, - MONTREAL

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, 1lbs	3.75
" " ½-lbs	2.25
" wafers, ¼-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caracoas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb tins,	4½ doz.	to case	per doz.,	$	.90
1 " "	4 " "	....	"		2.40
½ " "	2 " "	....	"		4.75
1 " "	1 " "	....	"		9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.



	Per lb.
Elite, ¼'s	$0 30
Prepared cocoa, ¼'s to ½'s	0 28
Mott's breakfast cocoa, ¼'s	0 38
" " ½'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ¼'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Swset ohocolats liquors, 20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Aanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ¼-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ¼-lb, tins.	40c.
12-lb. boxes, 6 boxes in oase, ½-lb. tins.	40c.
6-lb. boxes, 12 boxes in oase, ½-lb. tins.	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44

Sweet chocolate powder—
6-lb. boxes, 12 boxes in case, ½-lb. tins. 32o.
6-lb. boxes, 12 boxes in oase, ½-lb. tins. 34c.

Premium chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 33c.
6-lb. bxs., 12 bxs. in oase, ½-lb. pkgs. 35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 35c.

Medallion sweet chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs. 44c.
6-lb. bxs., 12 bxs. in oase, ½-lb. pkgs. 44c.

Milk chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs ... 35o.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 35c.

Vanilla sweet chocolate—
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs. 32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 32c.

Tid-Bit chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 30c.
12-lb. bxs., 6 bxs. in case, ½-lb pkgs. 30c.

Diamond sweet chocolate—
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs. 23c.
12-lb. boxes, 6 boxes in oase, ½-lb. pkgs 23c.

Condensed Milk.

"Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20





TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated oream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60





Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70
"Beaver" coffee, 24-1 lb. pkgs	4 80
"Sun" brand, 25 and 50 lb. tins—	
Gem, roasted or ground	0 30
Extra, " "	0 26
Fine " "	0 22
Fancy " "	0 18
"Beaver" (ground only compound)	0 15

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1?

JAMES TURNER & CO.

	Per lb
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 60
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	1? 00
Small size	"	1½ 00
Roquefort—Large size	"	2 40
Small size	"	1 40

RECKITT'S BLUE and ZEBRA PASTE {Always give your Customers Satisfaction.

So far in front in the race for popular favor that

"CROWN" Brand

TABLE SYRUP

PUT UP IN TINS—

2-lb. tins—cases 2 doz. Also in Brls., ½ Brls.
5 " " " 1 " **Kegs and Pails.**
10 " " " ½ "
20 " " " ¼ "

Freight paid on 5 cases and over to all railway stations East of North Bay.

is sure money for the dealer every time—There is no speculation in buying **"Crown" brand** Syrup as it always pleases your customers.

When buying syrups again from the traveller, or ordering direct from the house, **specify "Crown" brand.**

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT.
Works: CARDINAL, ONT.
164 St. James St., MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Un-bered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.



	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents
The Davidson & Hay, Limited, Toronto

Fly Pads.



Wilson's Fly Pads, in boxes of fifty 10 cent packets, $3 per box, or three boxes for $8.40.

Food.

Robinson's patent barley	½-lb. tins	$1 2 5
" " "	1-lb. tins	2 2 5
" " groats	½-lb. tins	1 2 5
" "	1-lb. tins	2 2 5

	Per doz.
Robinson's patent barley, 5 doz., at..	$ 1 40
" " 1 doz., at..	1 45

Jams and Jellies.

SCUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 06½
7 and 14-lb. wood pails, per lb.	0 06½
30-lb. wood pails "	0 06½
Pure Fruit Jellies—	
12-oz. glass jars, 2 doz. in case. per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—	
1-lb. glass jars (16-oz. gem) 2 doz. in case per doz.	1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper per lb.	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5-lb. boxes per lb.	0 40
"Acme" pellets, 5-lb. cans per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$ 3 60
3 cases "	3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

OCLMAN'S OR KEEN'S.

D.S.F.,	½-lb. tins per doz.	$ 1 40
"	½-lb. tins "	2 50
	1-lb. tins "	5 00
Durham	4-lb. jar per jar.	0 75
"	1-lb. jar "	0 25
F. D.,	½-lb. tins per doz.	0 85
"	½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—		
	½-lb. tins per lb.	$ 0 35
	½-lb. tins "	0 35
	1-lb. tins "	0 32½
	4-lb. jars per jar	1 20
	1-lb. jars "	0 35
Old Crow," 12-lb. boxes—		
	½-lb. tins per lb.	0 25
	½-lb. tins "	0 23
	1-lb. tins "	0 22½
	4-lb. jars per jar	0 70
	1-lb. jars "	0 25



Orange Meat.

Cases, 36 15c. packages... $4.50
5 case lots.... 4.40 (Freight paid.)
Cases, 20 25c. packages... 4.10
5 case lots.... 4.10 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case.... per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Pickles

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints) per doz.	$ 2 30
Corked " "	

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case) $1 45

Soda.

CCW BRAND.



Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pegs.), per box, $3 00.

MAGIC BRAND

	Per case
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND.

"Bee" brand, 8 oz., cases, 120 pkgs.	Per case
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	$2 75

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20



"Eagle" Brand Condensed Milk

BORDEN'S

"Peerless" Brand Evaporated Cream



TRADE 2 WINNERS

During the warm weather a suggestion from you to your customers to use **Condensed Milk** and **Evaporated Cream** will be appreciated by them—and pay you. Sell them **THE BEST**:—Borden's.

For sale by every jobber or write

WILLIAM H. DUNN, - MONTREAL

JOS. IRVING, 92 Wellesley St., TORONTO.

ERB & RANKIN, Halifax, N.S. | SCOTT, BATHGATE & CO., Winnipeg, Man. | W. S. CLAWSON & CO. St. John, N.B. | SHALLCROSS, MACAULAY & CO., Victoria and Vancouver, B.C.

BABBITT'S.



Babbitt's "1776" 6-oz. pkgs $3.50 per box. 5 boxes sa freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, box
each doz., $2 per box.

WM. H. DUNN AGENT.



CHASER SOAP.

case $2 40
Special quotations for quantities.

(Fairbank)

GOLD DUST WASHING POWDER.

24 25c. packages	$4 65
5 10c. "	3 90
100 5c. "	3 90
100 10c. cakes (Glycerine Tar Soap)	6 50
100 10c. cakes (Sanitary Soap)	6 50
100 5c. cakes (Fairy Soap)	3 90
100 5c. cakes (Capco Soap)	3 90
100 5c. cakes (Scouring Soap)	3 90
100 5c bars (Santa Claus Soap)	3 80
100 5c. bars (Clairette Soap)	3 65
100 5c. bars (Mascot Soap)	3 45

The above quotations are all on 5-box lots. When one box of specialties is purchased with each five boxes of laundry soap the latter is reduced in price 10c. per box.
Freight prepaid.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$ 0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 04½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
Bee" brand starch—	
" laundry, 64-12 oz. pkg. per case	$5 00
" " 32-12 " per ½ "	2 50
" corn starch 40-16 oz. pkg, " "	3 00
"Sun" borated starch, 40-16 oz. pk. per case	3 00
" borated starch, 50 box. 100 lb. keg	0 06½
" laundry " 50 " " " "	0 05½
"Gem" " " 100 & 200 lb. kegs	0 05½

GRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 04½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
Crystal Maise Corn Starch—	
1-lb. packages, boxes 40 lb.	0 06½

SAN TOY STARCH.

10c. pkges, cases 5 doz., per case 4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

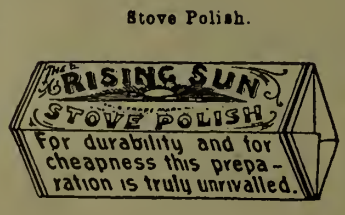
Cullnary Starches—	
St. Lawrence corn starch, 40 lb	0 06½
Durham corn starch, 40 lb	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 04½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½



OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



W. H. DUNN, AGENT.



Enameline No. 0 38 4 oz. bxs., ea. 3 dz.	
Enameline No. 0 65 6 oz. bxs., ea. 3 dz.	
Enamelline liquid, bxs, ea. 0 80 3 doz.	
Blackene, 5-lb. 0 10 cans, per lb.	
Enameline stove dressing, per doz.	0 70

Syrup.

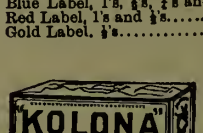
"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

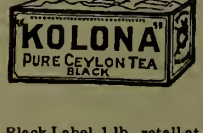
5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70



Teas.

SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb. " "	0 20
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	0 35
" " 120 ½-lb.	0 36



LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 40
" III 80-lb. boxes	0 35
EMD AAA Japan, 40 lb " at	0 30
" AA " 40 "	0 27½
Blue Jay, basket fired Japan, 70 lbs.	0 27½
"Condor" IV 80-lb. "	0 30
" V 80-lb. "	0 26½
" XXXX 80-lb. boxes	0 22½
" XXXX 30-lb. "	0 23½
" XXX 80-lb. "	0 20
" XXX 30-lb. "	0 21
" XX 80-lb. "	0 18½
" XX 30-lb. "	0 19
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½
"Condor" Ceylon black tea in lead packets	
Green Label, ⅛s, ¼s and 1s, 60-lb. cases ..... retail	0 25 at 0 20
Grey Label, ⅛s, ¼s and 1s, 60-lb. cases ..... retail	0 30 at 0 23
Yellow Label, ¼s and 1s, 60-lb. cases ..... retail	0 35 at 0 26
Blue Label, ⅛s, ¼s and 1s, 50-lb. cases ..... retail	0 40 at 0 30
Red Label, ⅛s, ¼s and 1s, 50-lb. cases ..... retail	0 50 at 0 34
White Label, ⅛s, ¼s and 1s, 50-lb. cases ..... retail	at 0 40
Black Teas "Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 ..... per lb.	0 35
No. 2 ..... "	0 30
No. 3 ..... "	0 25
No. 4 ..... "	0 20
No. 5 ..... "	0 17½

Tobacco

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

Vinegars.

E. D. MARCEAU, Montreal.

	Per gal
EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz	1 05
Jersey cream yeast cake, z. 5c	1 00
Victoria " doz. 5c	1 00
" " 3 doz. 10c	1 80

CANE SUGAR SYRUP

We have a very fine lot of Choice Pure Cane Sugar Syrup, bright, sweet and heavy.

In Barrels, Half-Barrels, 2-lb., 3-lb., 5-lb., 10-lb. Tins.

For prices and samples write to

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

Agents

GEO. MUSSON & CO.,	TORONTO
JOHN W. BICKLE & GREENING,	HAMILTON
GEO. H. GILLESPIE,	LONDON
JOSEPH CARMAN,	WINNIPEG

IF YOU BUT KNEW

the value of carrying a worthy line of vinegar you would not bother with cheap grades but would get

GOLDEN RUSSET BRAND

GOLDEN RUSSET VINEGAR

the purest vinegar extant. Physicians pronounce against commercial acid vinegars, but they pronounce in favor of pure fruit vinegars—**Golden Russet Vinegar.** Isn't there some argument in this? Be wise and get prices.

THE W. H. WILSON CO., LTD.

TILLSONBURG, ONT.

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For Retailing

By JOHN H. BLAKE

PART I.

The Tea Gardens of the World.
Tea from Seed to Leaf.
Tea from Leaf to Cup.
The Tea Marts of the Orient.

PART II.

How to Test Teas.
Where to Buy Teas.
Is it Wise to Place an Importation order?
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We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

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COOK'S FRIEND

BAKING POWDER.

The Best Grocers make a point of keeping it always in Stock.

RETURNED JUN 16 1905

ETURNED JUN 16 1905



LET OUR

"MAIL DRUMMER"

tell you all about the Three

"GOOD ASSORTMENTS"

of GLASSWARE

"DAZZLER"

"NORTH STAR"

"OLD COLONY"





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A POST CARD BRINGS IN RETURN
FULL ILLUSTRATIONS AND PARTICULARS.

GOWANS, KENT & CO.

"We Sell Good Goods Cheap."

Toronto



"Perfectly clean from our kitchen to your customers."

Food goodness is a mighty important thing to every housekeeper. Purity, freshness and wholesomeness are the virtues they require in everything that goes on their dining tables. Most housekeepers know that

Wethey's Mince Meat

is pure, clean, wholesome and appetizing. More housekeepers are learning this every day. That means business for you in Wethey's Mince Meat. Are you well stocked?

J. H. Wethey, Limited
ST. CATHARINES, ONT.

C. & B.

Candied and Drained Peels

NEW SEASON'S PRICES NOW READY

C. E. COLSON & SON, MONTREAL, Agents.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision and Food Stuffs Trades of Canada.

VOL. XIX. MONTREAL AND TORONTO, JUNE 23, 1905. NO. 25.

Ask Your Wholesaler for

Colman's No. 1 White Rice Starch

Manufactured by the

Makers of **Colman's Mustard**

You cannot get better Starch than COLMAN'S STARCH, or Better Mustard than COLMAN'S D.S.F. MUSTARD.

Liberal sampling among your customers on receipt of list addressed to Frank Magor & Co., 403 St. Paul St., Montreal, Agents for the Dominion.

50 Years in the Making

Time tests everything. It certainly tests biscuits. We have been making biscuits for 50 years. All that time the reputation of our biscuits has been growing. To-day it is higher than ever. And the grocer who confines his stock to Christie's Biscuits is in no danger of losing his reputation.

CHRISTIE, BROWN & CO.

TORONTO and MONTREAL. Limited

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29

"Kkovah"

Jellies are bound to become the best sellers throughout the entire Dominion of Canada. This is not "talk" but a fore-knowledge of the results of our present efforts to reach every household from Halifax to Victoria. We guarantee to create a demand from consumers.
Prepare to meet this demand by writing to the manufacturers.

SUTCLIFFE & BINGHAM, Ltd.
17 St. John Street, MONTREAL

Stick Close TO Peacock Brand



MINCE MEAT
CREAM CHEESE

Never varies in quality. Low priced. Better than the imported article. Has your order come in? We can ship promptly.

The BATES MANUFACTURING CO.,
Limited
9-11 Francis St., TORONTO.

National Licorice Co.



Y. & S., SCUDDER and M. & R. Brands of **PURE STICK LICORICE,** Acme Licorice Pellets, M.& R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.
Illustrated Catalogue on request



BORDEAUX RELISH

is pure, unadulterated and appetizing. It is made from high quality ingredients, and from a first-class recipe. Price, $1.20 dozen. 2 dozen in a case. In 5-case lots, freight prepaid. Order through your wholesaler.

PALM GROVE GOLDEN DATES

½-lb. and 1-lb. packages, 4 dozen in a case. Every grocer should handle dates put up in this way, as they are much cleaner than when in bulk. We guarantee these dates to keep for any length of time.

The Merchants' Mfg. & Supply Co.
58 Colborne Street, TORONTO

ORDER NOW

Not Too Early!

Half the satisfaction of stocking up with standard goods comes from having them on hand just when they are wanted and asked for. Not too early and not too late, but **on time.**

Warm weather will be here before you know it—the demand for Stowers' Lime Juice will come with the first warm days of Summer. Remember that Stowers' is absolutely pure Lime Juice from specially cultivated limes—has no musty flavor—has great strength because it is concentrated and hence the most economical. Endorsed by the leading physicians for its healthfulness.

Stowers'
Lime Juice.

Arthur P. Tippet & Co., Agts.,
8 Place Royale, Montreal
20½ Front Street E., Toronto

Not Too Late!

It is better to be a week too early than a minute too late. You have an appointment to keep with your customers—do not keep them waiting but lay in that stock of Stowers' Lime Juice Cordial **now.** Be a week too early rather than a minute too late.

An honest production from natural fruit—nothing but pure, freshly-squeezed lime juice and fine loaf sugar. Delicious as a drink—of great value in the sick chamber. No mustiness—keeps as well after the bottle is opened and the cork is left out as before the cork is taken out at all.

Stowers'
Lime Juice
Cordial.

Arthur P. Tippet & Co., Agts.,
8 Place Royale, Montreal
20½ Front Street E., Toronto

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GROCERIES FOR THE WEST

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Have you got something you wish to ship in these cars?

We will reship, sell or store for you. Write us.

Wilson Commission Co., Limited
Brandon, Man.

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Start the New Year Right

Increase your business by appointing us your Western Representatives. If you have anything to sell write us.

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Wholesale Commission Merchants and Brokers
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Wholesale Commission, Teas and General Groceries. Established 30 years.
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Write me for snaps in Ceylons, Blacks and Green, also Japans, Gunpowders and Young Hysons, direct consignments. Buy direct from producer. I am quoting Kippered Herrings, plain and in tomato sauce, inside prices. Write for quotations.

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Wholesale Grocery Brokers and Commission Merchants,
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Members Western Wholesale Brokers' Association,

EASTERN MANUFACTURERS
—AND—
SHIPPERS.
All **EYES** are turned on
MANITOBA AND THE WEST.
WE
Represent some of the leading houses in
CANADA and the U.S.
INCREASE YOUR TRADE. WRITE US.
NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.

HALIFAX, N.S.

E. St. G. Tucker,
West India and General Commision Merchant
HALIFAX, N. S. CANADA.

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Before You Place Your Order for

SALT

VERRET, STEWART & CO.

MONTREAL

Anything That's HEINZ Is Safe To Buy.

Heinz Pure Food Products Stand All Tests

The grocer who puts on his shelves any one of Heinz 57 Varieties may rest perfectly sure that he has something which is pure and which will pass the pure food laws of any state.

Moreover, when the grocer sells Heinz products to his customers he guarantees them to suit the taste of everyone. If any one of Heinz Varieties fails to please we authorize the grocer to return the purchase price. *Ask us about our free Retailers' Advertising Service.*

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PITTSBURGH, - - U.S.A.

Summer Drinks

That Refreshen

Best Grocers Sell Them

We refer to the popular Lime Fruit Juice and Lime Juice Cordials that are standards of the trade in all parts of Canada :

Lytle's Lime Fruit Juice
Lytle's Lime Juice Cordial
Lytle's Raspberry Vinegar

They give completest satisfaction to customers, and in these holiday times are among the most popular lines the grocer can handle.

The T. A. LYTLE CO., Limited

124-128 Richmond St. W. - TORONTO, CAN.

BY ROYAL APPOINTMENT

CEREBOS TABLE SALT

Used like Common Salt but contains the Vital Phosphates of Whole Wheat.

USED IN ALL THE ROYAL HOUSEHOLDS AND ALL THE BEST HOTELS AND FAMILIES IN EUROPE.

Sold wholesale by the following firms:

Quebec: Whitehead & Turner. **Montreal:** D. H. Rennoldson. **Ottawa:** H. N. Bate & Sons, Ltd. **Kingston:** Geo. Robertson & Son. **Toronto:** W. G. Patrick & Co. **Hamilton:** James Turner & Co. **Winnipeg.** The Kenneth Mackenzie Co. **Victoria:** R. P. Rithet & Co., Ltd. **Vancouver:** Kelly, Douglas & Co.

For **hundreds of years** alchemists and scientists have tried to produce DIAMONDS—but without success.

It will be **thousands of years** before the tea planters will be able to produce teas having any of the rich, natural, healthful and nourishing qualities of

JAPAN TEAS

Don't wait for them, the chances are you'll be dead and out of business by that time.

Buy and Sell the Genuine Japan Teas Now

Please your customers and make a good profit.



Experience and Common Sense

form the combination that enjoys a monopoly of success. Grocers who always keep well stocked with

PATERSON'S CAMP COFFEE ESSENCE

show these qualities and so enjoy success—easy isn't it?

ROSE & LAFLAMME,
Agents, Montreal

Flett's

Pickle Curiosity.

Just for curiosity's sake, try selling

FLETT'S PICKLES

The result will surprise you. It has others.

ROSE & LAFLAMME

Agents, MONTREAL

MHS

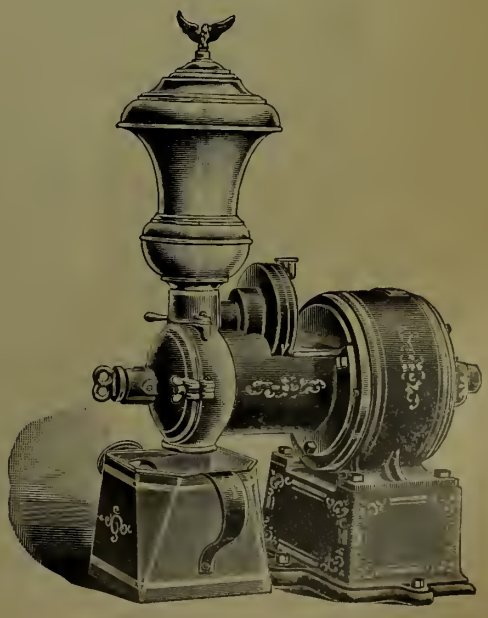
"ENTERPRISE" PAYS

The buzz of customers—the ring of the cash register—the clink of coin increase in a grocery store that is Enterprising in methods and equipment. An "Enterprise" Electrically Driven Coffee Mill decreases expense, increases business. A novelty a few years ago, now a necessity in every grocery. :: :: :: :: :: ::

The illustration shows our mill No. 83 fitted with $\frac{1}{4}$ H.P. motor, furnished for either direct or alternating current. It is 30 inches high, 22 inches long, 14 inches wide and weighs 115 pounds.

The nickel-plated hopper has a capacity of 4 pounds of coffee. It will granulate 1 pound of coffee a minute or pulverize $\frac{1}{4}$ pound a minute. Each machine is equipped with pulverizing grinders and can be regulated for fine or coarse grinding while running.

We will be pleased to send prices and practical suggestions; also our catalogue showing complete line of Mills, Food Choppers and other "Enterprise" grocers' specialties.



THE ENTERPRISE MFG. CO. OF PA.,
PHILADELPHIA.

SALES



Your Sales

Your Neighbor's Sales

His Neighbor's Sales

His Neighbor's Sales

His Neighbor's Sales

It is all right to talk to your neighbor about which teas reign and which teas are losing ground, but it is what the sales book of each of your neighbors shows that counts, and it is upon your own sales that you must build your opinion if it is to be honest.

Ceylon Teas

have the sales—that we are positive of. We are also positive that they will always have the sales as long as they come from **Ceylon.** Ceylon is the Tea Mecca. **Ceylon Teas** are sought everywhere.



THE STANDARD COMPUTING CHEESE CUTTER

is a fixture that no merchant who believes in up-to-date money saving devices can afford to be without.

It is perfect in its operation and in every detail of its construction. It cuts to weight and to money value in one operation. The customer gets just the amount of cheese asked for in one perfect cut.

You are losing from three to five pounds on each cheese. Let the STANDARD stop it.

Terms and price right **Write for folder**

THE WALKER PIVOTED BIN & STORE FIXTURE CO., 516 Board of Trade Building **TORONTO**

"TANGLEFOOT" Sticky Fly Paper



Is really the only device known that will catch and hold both the fly and the germ and coat them over with a varnish from which they cannot escape, preventing their reaching your person or food.

"Tanglefoot" Is Sanitary

Ask for **"Tanglefoot"**

Profit? Over 120 per cent. to you.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.



This plan is slow and not very sure.

Wilson's Fly Pads

Will kill millions and do it quickly.

10 Cents

Stock the kind the housekeepers ask for.
Avoid poor imitations.



FIRST FLOOR OUTFIT

OIL ECONOMY VERSUS OIL WASTE

Your old method of storing and handling your oil is costing you money every day by the waste from dirty, sloppy measures and funnels, by evaporation, by over measure, by loss of time and labor—It's all dead loss.

THE BOWSER SELF MEASURING OIL TANK

prevents this waste and so really costs you nothing as it will in less than a year repay its cost through its saving. It keeps on saving too, year after year. THERE'S WHERE THE ECONOMY COMES IN.

FULL PARTICULARS FREE——ASK FOR OUR NEW CATALOG "B."

S. F. BOWSER & CO.
TORONTO, ONT.

COMMON SENSE

KILLS {Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.

TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

SALT SALT

TABLE, DAIRY AND CHEESE SALTS

FINE AND COARSE SALTS IN SACKS AND BARRELS

LAND SALT

C. R. COOPER

Toronto Salt Works

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

Butchers, Merchants and Hide Buyers

Should write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freights. He pays full market values. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.



They Cost Less Than Nothing

Literally, ALLISON COUPON BOOKS cost less than nothing. By using them a mistake is impossible, thus saving many times what we charge for them. Hence, by absolutely saving a great deal more than you pay for them, they not only cost less than nothing, but you receive a great, big premium with every book you buy.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1,000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices throughout the Civilized World**

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying, and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

——OFFICES IN CANADA——

HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada Toronto.

Special Offer in Brooms

A Chance For You to Make a Little Extra.

NOTE THESE POINTS REGARDING THE NEW

"PERFECTION" BROOM (PATENT)



1.—It costs no more than the ordinary broom.

2.—It will not, like the ordinary broom, work loose at the shoulder. The cut shows how perfect rigidity is obtained by the special handle and crosswire.



3.—It will last longer and give better satisfaction than any other broom on the market.

OUR PROPOSITION: Send us a sample order for 6 dozen and we will prepay freight to the extent of 30 cents per hundred. If the goods are not satisfactory you may return them at our expense.

PRICES, 3 STRING $2.30, 4 STRING $2.75

SOLD EXCLUSIVELY BY

LIND, KERRIGAN & CO.
Wholesale Grocers, - London, Ont.

Grocers!!

Are your goods yielding you good returns? Starch is in big demand. The best Starch in the biggest demand.

IVORINE STARCH

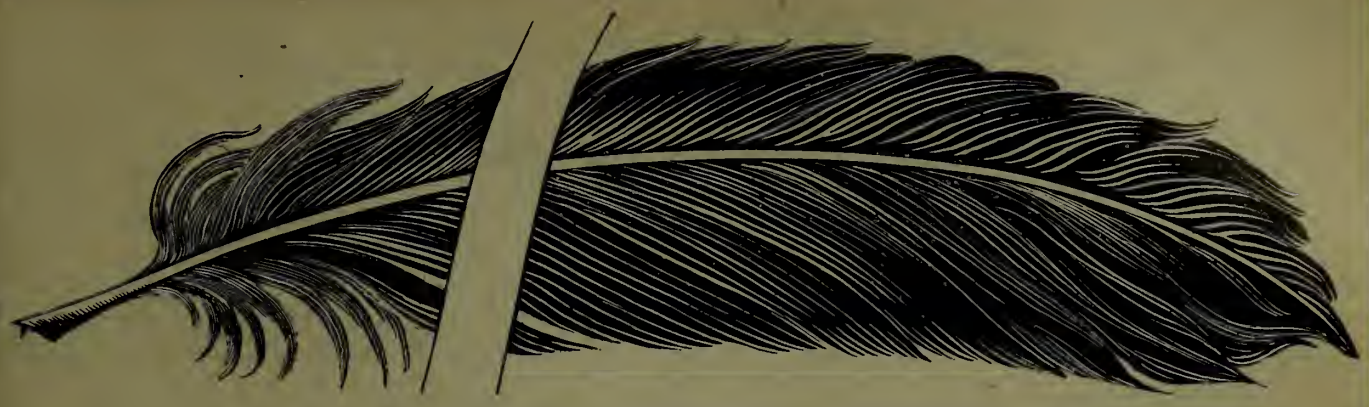
(A COLD WATER STARCH)

Offers you the biggest inducement—it will satisfy your customers and satisfy your cashbox.

Case of 40 pkgs., - $2.50.

Order from your jobber.

St. Lawrence Starch Co.
LIMITED
PORT CREDIT, ONT.



It's a good idea to have something new every now and again. Goes to show you are up-to-date—especially when the new line has value. Now, it would be hard to create a demand for a new package tea unless it was a bit better than the average. **Red Feather Tea** has already made a good impression because it possesses quality that speaks for itself. The style of package appeals to the consumer. It's so original. But the best of it all is that we are working up a trade for a tea that pays you well, and then the one-price idea does away with such a heap of worry in stock keeping.

JOHN SLOAN & CO.

TORONTO ***BELLEVILLE***



IT CROWNS THEM ALL

The King's Food

An Ideal Breakfast Dish

AWARDED THE GOLD MEDAL AT ST. LOUIS.

Contains all the life-giving elements of the finest Canadian wheat, offered in the flakiest and most tempting form.

A handsome glass dish in every package.

THIS IS A GREAT SELLER

2 DOZ. PACKAGES IN A CASE.

THE ROBERT GREIG COMPANY LIMITED

White Swan Mills - TORONTO

More Light-

That's what we all need. You'll get it by using "BON AMI"—the best window cleaner known.

HASN'T SCRATCHED YET

A Metal Polish and Glass Cleaner unequalled.

W. H. GILLARD & CO., HAMILTON

Wholesale Grocers, Tea and Coffee Importers.



INDIVIDUALITY

A man's worth consists in what he IS, not in what he HAS; this principle of INDIVIDUALITY distinguishes things in business and commercial life.

You want the best things in all lines—something that has a standing—that has made its way to the hearts of the people, and that they are sure to call for once and again. You find that "something" in

WOOD'S COFFEES

A trade built up on WOOD'S lines never wavers, never fails.

CANADIAN FACTORY AND SALESROOM
428 ST. PAUL ST., -- MONTREAL.

HEADACHES ARE GOLDEN

The pain of headaches, neuralgia and other nervous pains is so acute that people will spend dollars to get rid of it.
Now, Mr. Grocer, the public knows that

MATHIEU'S NERVINE POWDERS

dispel and cure headaches, neuralgia and all nerve pains better and more quickly than anything else. Hence, during any season they are always buying these powders. Be a firm friend to your customers, do not disappoint them when they come to you with a distressing headache. There are 18 powders in each 25c. packet and they bear a handsome profit. Let us send you a sample box to use among your own family and friends. You will then be able to recommend them with more certainty.

Many coughs persist throughout the summer, and up-to-date stores always retain a good stock of

MATHIEU'S SYRUP
of Tar and Cod Liver Oil

the great cough and cold cure and the most successful medicine for bringing steady returns.

J. L. MATHIEU CO.,
SHERBROOKE, Que.

H.P.

What is it?

House of Parliament

SAUCE AND PICKLES

HIGH CLASS TABLE DELICACIES

Agents for Toronto and District:

WARREN BROS. & CO.

35 and 37 Front Street East, - TORONTO

AMONG OURSELVES

A ROYAL NUMBER.

THE Spring and Export Number of The Canadian Grocer for 1905 is just to hand and is full of half-tone views and scenes of the two new provinces of the Northwest, an illustrated article on the British Columbia Fruit Exports; an account of a trip to the West Indies; the fisheries of Canada; Tobacco Culture in Cuba, etc. There is a special article on Canadian Apple Growers by A. A. McNeil with a beautiful view of the Hillcrest Orchards, Kentville. A strong article full of interest to the people of Kings Co. "Down by the Sounding Sea," telling the Upper Province people of our beautiful country. This article is fully illustrated with views on the farms of Capt. C. O. Allen, J. E. Kinsman and his famous Gravenstein apple tree; also a May day picture of Woodlawn farm and a good word for Kentville and the Cornwallis Valley. Among the contributed articles is one from M. G. DeWolfe, of Kentville, on Nova Scotia and its advantages. When one considers that this special number contains over 200 pages, one can form some idea of what the MacLean Publishing Co. have done in getting out such a royal number. The cover pages are done in colors and are very fine. Want of space prevents us from referring to the hundreds of other good things, but we predict that this number of The Canadian Grocer will fasten the attention of thousands on what Canada is and can do. All praise is due the company who sent out such a trade journal as this. — Western Chronicle, Kentville, N.S.

Smartest Journals Published

... must have been ... out in the back-blocks that such a poorly equipped newspaper office was found, for our kinsfolk across yonder have little or nothing to learn in the matter of running a newspaper or journal. Indeed our contemporary the "Canadian Grocer" is beyond question one of the smartest journals published in any part of the world in the interests of the trade it represents. Each succeeding issue shows fresh evidence of vitality, and in this respect forms a pleasing contrast to the failure of our Australian friends to support even a single organ for the grocery and provision trades. Why the "Australian Grocer" should have failed, like its predecessor the "Australasian Grocers' Journal" to justify its existence, is difficult for us to understand, for we have ample evidence in our own subscription list that it would not be for any want of appreciation on the part of wholesalers and retailers throughout the Commonwealth, for a good readable and instructive journal

From Grocery London Eng.

HEARD ACROSS THE SEA.

A Canadian buyer who recently paid a visit to our London, Eng., offices was heard to remark afwards that they were the brightest and most tastily-arranged offices he had been in during his stay in London.

* * *

In connection with Canada's growing foreign service, a prominent Canadian business man relates an interesting incident of the Canadian Commercial Agency in Paris, France, in charge of A. Poindron. Mr. Poindron is kept busy answering inquiries from French manufacturers and exporters in regard to Canadian trade. "I find it convenient," said he, "to have two publications on my desk constantly, one of them The Canadian Grocer." As an epitome of the up-to-date trade information of Canada, Mr. Poindron finds The Grocer invaluable.

* * *

The Carter-Crume Co., Toronto, report an inquiry from Limerick, Ireland, as a result of an "advertisement seen in The Grocer."

* * *

The manager of our British and foreign office in London, Eng., frequently receives curiously-worded inquiries from continental correspondents, and one from the Netherlands under date of May 16 may be given as an instance. It reads:

> MRS ——
>
> With pleasure I reccive from you a latest sample copie of your paper with conditions at subscription and avertising prices. In awaiting of them I am
>
> Yours very truly
>
> D—— S———
> Wholesale Merchant
> Zwolle, Netherlands.
>
> Be so kind and give me the address of the expedition from the "Brushmaker" of your city; my thanks therefore always to your service. Can you me give copie of Dry Goods paper and others?

In response to requests of this sort a great many copies of our papers are sent to continental cities from time to time.

WHAT THE TRADE THINK.

H. Gilbert Nobbs, Canadian representative of Holbrooks Limited: "I have only just had an opportunity of looking at your Special Spring Number, and am writing to offer my congratulations. It speaks well for Canadian enterprise that such a valuable and interesting volume can be produced without extra cost to your subscribers."

* * *

Ingersoll Packing Co., Ingersoll: "We are much pleased with the article in The Grocer on 'returned drafts.' We think this matter has been a very troublesome one to manufacturers and wholesale merchants in the past. We don't think those who return drafts would do so in many instances if they realized fully the reaction against themselves, as stated very plainly in your article."

* * *

Peterborough Cereal Co., Peterboro: "The Special Number of The Grocer reflects credit upon all concerned. We are particularly pleased with our ad., and metaphorically pat you on the back. The ad. has been seen by at least half a dozen people, according to letters of inquiry received."

* * *

J. Langrall & Bro., Baltimore, Md.: "We are in receipt of your Spring and Export Number of The Grocer, and wish to congratulate you upon its splendid 'get-up,' both from a typographical standpoint and for the value of the many special articles. It is quite different from some efforts that we have noted in trade paper special numbers, and you can justly feel proud of the achievement."

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE.
RISING SUN STOVE POLISH
DURABLE AND ECONOMICAL
3000 TONS SOLD YEARLY
and SUN PASTE STOVE POLISH IN TINS
SUN PASTE STOVE POLISH.
DUSTLESS, LABOR SAVING, BEST IN THE WORLD.
GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers ; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

A GARDEN PARTY AT A FACTORY.

A GARDEN party at a factory—it seems an anomaly, doesn't it? Ordinarily, one does not speak of gardens and factories in the same breath. There is one factory, however, to the surroundings of which the name garden



Entrance to the Power Plant.

can be fairly applied. When the National Cash Register Co. recently invited the people of Dayton, Ohio, to spend an evening at its model plant, it was really a garden party which the 25,000 guests attended.

The factory, itself, was not open, but the big buildings were illuminated from top to bottom by 10,000 incandescent lights and 300 arc lights—more than the average city of 25,000 uses. The grounds, lawns, flower beds and shrubbery patches were all open to the people, who spent



The Four Engines and Dynamos.

their time strolling about the beautiful N.C.R. vista, listening to the music of the N.C.R. band, and enjoying the brilliant spectacle of the illumination. Lights, music, flowers, shrubbery, greensward, trees, guests in Summer clothing —all the characteristic features of a garden party were there—and all this at a factory.

The "garden party," which lasted for three evenings, was arranged by the N. C.R. Co. to celebrate the completion of its new power plant, and to give the people of Dayton a chance to see what experts declare to be the handsomest and, for its size, the best-equipped electrical station in the country.

The new power plant of the N.C.R. is interesting as showing what can be done in the way of making attractive an ordinarily prosaic part of a big industrial establishment. Externally, the building, itself, is unusually handsome. Built of warm red brick, its architecture is simple and dignified. It does not pretend to be anything but a power house, and accordingly its characteristics are strength and solidity. Shrubbery about the base of the building and vines around the large windows relieve the walls of monotony.

Inside the power house the visitor is struck with the beauty of the engine room. Polished maple floor, walls wainscoted with white enamel brick and finished above in cream color make the interior as bright and clean as any parlor or ball room. Contrasting with the light color of the walls and floor are the dark green bodies of the four big engines, their sombre hue relieved by polished steel trimmings.

The boiler room of the power house is not less interesting than the engine room. Though, of course, not so beautifully finished, it impresses the visitor by its cleanliness. Automatic stokers feed the sixteen great furnaces with coal, and the ashes are removed through a tunnel under the grates almost entirely without the intervention of human labor. Perfect ventilation keeps the room comfortably cool.

The equipment of the power house is an outward sign of the growth of the business of the N.C.R. Co. Until six years ago a single engine of 300 horse-power was sufficient to turn the wheels of the entire plant. In 1899 a 600 horse-power engine and dynamo were added. Before three years had passed, however, increased demand for the factory's output necessitated further enlargement of the plant and consequent extension of the power station. In 1902 a 1,200 horse-power compound engine and generator was installed. Two years later it was necessary to duplicate this unit, and now the total equipment of the plant is 3,300 horse-power. The boilers are capable of developing 5,500 horse-power, if needed.

The increase in business illustrated in the growth of the power plant is also shown in the development of the company's product. Twenty years ago the



Boiler Room, showing Coal Chutes.

N.C.R. factory turned out one style of register, a crude affair, which recorded sales by punching holes in a strip of paper. To get the total of the day's business one counted the holes, multiplied the number of holes by the denomination of the key pressed and added the results. To-day the Dayton factory turns out 403 different styles and sizes



Visitors at Power House on Opening Night.

of cash registers, built on 12 different principles and adapted to the needs of every kind of business.

Last year registers were sold to 212 different kinds of trade. The latest machines do practically everything for a

LIPTON (SHIPMENT IN STORE) High-class English Goods

JELLIES—FLAVORS

Sherry, Port, Champagne, Blk. Currant, Calfsfoot, Cherry, Orange, Pine, Lemon, Strawberry, Raspberry

Don't fail to try a sample lot of these.

Coffee and Chicory, Coffee Essence, Cocoa Essence, Capers, Curry Powder, Candies, Chocolate

Lime Juice, Malt Vinegar, Jams and Marmalades, Pastes (Shrimp, Salmon, Anchovy and Bloater)

Dev. Meats (Ham, Chicken, Turkey and Tongue), Pickles, Pts. and Halves, Sauces (Worcester and Anchovy)

LUCAS, STEELE & BRISTOL, *The Original Quick Shippers,* **HAMILTON**

Warm Weather Suggests Picnics

Are you looking for the trade consequent on Picnicing and Outing Parties? If so, consult our travellers for lines suitable for this trade.

LIME JUICE—Montserrat, Sovereign

LOAF MEATS—Libby's, Clark's, full range Veal, Ham, Beef. Chicken Loaf.

CHIPPED DRIED BEEF—Libby's, Clark's.

BONELESS POULTRY—Aylmer Chicken, Turkey, Duck.

PIGS' FEET—Aylmer, Clark's.

SAUSAGE—Cambridge, Geneva, Vienna, Clark's and Libby's.

PORK AND BEANS—Plain, in Tomato or Chili Sauce, Aylmer and Clark's.

JAMES TURNER & CO., - HAMILTON, ONT.

If you want the best, book your future Canned Goods for

Tartan BRAND

All Guaranteed by

Canned Vegetables and Fruits

BALFOUR & CO., - Hamilton, Ont.

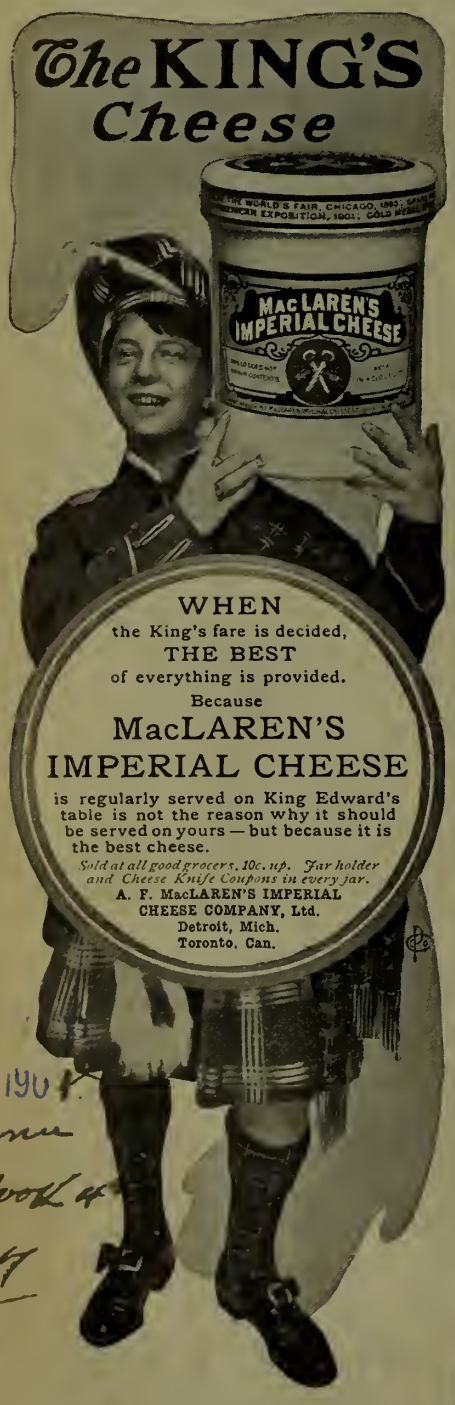
QUICK SHIPPERS. LONG DISTANCE PHONE 596.

CANNED PLUMS

2-lb. Tins, Heavy Syrup, Extra Fine Quality.

THOMAS KINNEAR & CO.

WHOLESALE GROCERS = TORONTO and PETERBORO



For Sale by all Grocers.

merchant in keeping track of his accounts, recording each clerk's transactions separately and keeping his cash in a separate drawer. A new machine has just been perfected for department stores which does away with the waiting for change, generally so annoying to customers. These registers have been installed in several of the largest department stores in the country.

The new N.C.R. power station is the outcome of the company's policy of making the buildings and surroundings of the factory beautiful and healthful. Such an environment is an aid to good work and makes intelligent and conscientious effort characteristic of the employes of the N.C.R.

ST. PAUL JOBBERS VISIT WINNIPEG.

ON Wednesday of last week a visit was paid to Winnipeg by the St. Paul Manufacturers' and Jobbers' Union, the visitors coming on a special complimentary train over the "Soo line," and being guided by E. D. Parker, assistant general freight agent, and W. G. Thorn, assistant general passenger agent of the "Soo line," both of St. Paul. About fifty representative business men of St. Paul availed themselves of the railway's invitation and came to Winnipeg to learn a little something of the Canadian Northwest and of the opportunities for extending business connections on this side of the boundary.

The visitors were given a cordial welcome by the Winnipeg business men, headed by Mayor Sharpe and A. L. Johnston, president of the Board of Trade.

The special committee appointed to extend the welcome of the city consisted of Mayor Sharpe, Aldermen Gibson, Wynne, Latimer, Harvey, Finklestein, Cockburn, Campbell, Sanderson, Horne, McCharles, Fry and Cox, and from the Board of Trade, President A. L. Johnston, Vice-President G. F. Carruthers, Secretary C. N. Bell, A. Strang, F. W. Drewry, G. F. Galt, N. Bawlf, J. H. Ashdown, H. W. Hutchinson, William Georgeson, John Love, F. L. Patton, H. M. Belcher, and E. E. Lightcap. Several of the members of the reception party were unable to be present but a sufficient number of leading citizens were on hand to assure the visitors of their cordial welcome.

The guests were taken through the principal parts of the city in open cars and were then entertained at luncheon at Deer Lodge. The afternoon was spent in inspecting the city warehouses.

AMONG THE BOARDS OF TRADE.

AT a meeting of the Council of the Halifax Board of Trade on June 13, a report of the Commercial Committee respecting the terminal facilities at Halifax was considered and a memorial to the Minister of Railways adopted.

Some time ago Halifax flour men, through the Board, applied to the traffic manager of the I.C.R. for a reduction in the export flour rates from Ontario points to Halifax, Europe, the West Indies and Newfoundland to the New York basis. After careful consideration by the Canadian Freight Association it was decided that the request of the Board could not be granted, the reason being that the distance was too great. The present difference is one cent per hundred pounds over the export rate to St. John. The Board will continue to press for the reduction and may place the matter before the Railway Commission for adjustment.

The Council also considered a request for support from the commission merchants of Halifax, who are agitating for a refrigerator car on the D.A.R. line. At the present time there is not a car of this class on the D.A.R. The Council consider it necessary to have refrigerator cars for the carriage of perishable freight and will endeavor to have the management procure such accommodation.

At the last meeting a request for the removal of duty on shooks was considered. These shooks are sent from Canada to the West Indies, there manufactured in the form of boxes, and when returned duty is charged. The Tariff and Customs Committee placed the matter before the Collector of Customs and the result has been most favorable. In future all packages, containing fruit or onions, if Canadian manufacture when imported, are to be admitted free of duty, but it will be necessary for exporters to certify on invoice as follows:

"I hereby certify that the packages containing the above-mentioned fruit, etc., are the production and manufacture of the Dominion of Canada."

FINE, BRIGHT DEMERARA
CRYSTAL SUGAR
SPLENDID SAMPLE PRICE LOW
THE DAVIDSON & HAY, LIMITED
WHOLESALE GROCERS, TORONTO.

Business Changes

Ontario.

S. A. SINE, general merchant, etc., Parry Sound, has advertised his hotel business for sale.

W. R. Budge has opened a new grocery store in Hamilton.

G. B. Wray has opened up a new grocery store at Beeton.

A. J. Keeler & Co., general merchants, Wingham, have assigned.

W. A. Hughes, Toronto, grocer, has sold to McCaw & MacKay.

J. McQ. Wardell, grocer, London, has assigned to B. Watterworth.

W. P. Tolton, miller, Waldemar, has advertised his business for sale.

The Canada Biscuit Co., Toronto, have assigned to Osler Wade, Toronto.

W. G. Breckon, baker and confectioner, Fort Frances, has suffered loss by fire.

G. A. Parrott, grocer and confectioner, Glencoe, has assigned to W. J. French.

J. Laferriere, general merchant, Glen Robertson, has assigned to H. Lamarre.

S. L. Pett, baker and confectioner, Trenton, has advertised his business for sale.

Black & Fowler, general merchants, Bracebridge, have sold out to Axler Bros.

E. G. Hackar, Cedar Springs, general merchant, has sold out to Paisley & Guthrie.

The Norwich Junction Cheese and Butter Co., Norwich, have advertised their business for sale.

Ladas & Co., fruiterers and confectioners, Ottawa, have been succeeded in main store by Polecrones & Moltezos.

The Fairles Milling Co., flour and feed merchants, Toronto, have suffered loss by fire; covered partially by insurance.

B. Axler, general merchant, Bracebridge, has admitted M. and J. Axler to partnership. The style of the firm will be Axler Bros.

Gaiser & Armstrong, general merchants, Heaslip, have dissolved partnership. The business will be continued by T. E. Armstrong.

Smith & Carmichael, wholesale produce and commission merchants, Toronto, have dissolved partnership. The business will be continued by T. H. Smith.

Quebec.

C. Demuy has registered as a grocer, Montreal.

The Archambault Oyster Co., Montreal, have registered.

C. Arcand, general merchant, Portneuf, has compromised.

The assets of J. B. Cloutier, general merchant, La Macaza, have been sold.

Payette & Laliberte have registered as fruit aad provision merchants, Montreal.

J. W. Gagnon & Cie., grocers, Louiseville, have assigned to Kent & Turcotte.

E. Belanger & Cie. have registered as grocers and provision merchants, Montreal.

A. Saurette, general merchant, St. Jean Baptiste, is offering 40c. on the dollar, cash.

A. W. Stevenson has been appointed curator to Armstrong & Dickson Mfg. Co., biscuit and confectionery manufacturers, Montreal.

The assets of G. Lachance, general merchant, Beauceville East, were advertised to be sold June 22.

N. St. Amour has been appointed curator to J. A. Seguin, grocer, Montreal, and the assets are to be sold.

New Brunswick.

Geo. E. Ford & Sons, Limited, general merchants, Sackville, have been incorporated.

Manitoba and N.W.T.

W. H. Paine, grocer, Winnipeg, has sold to D. Garry.

D. Samuel, confectioner, Regina, has sold to Rossler & Tobe.

J. B. Gardiner, grocer, Winnipeg, has been succeeded by H. M. Williams.

P. J. Davidson & Co., grocers, Edmonton, have sold to Williamson Bros.

J. W. Robertson, general merchant, Great Bend, has sold to Smith & Shea.

The stock of Rocca & Cancilla, confectioners, Winnipeg, has been destroyed by a falling wall.

E. Appleton, grocer, Rat Portage, has assigned to D. G. Mathias; meeting of creditors held June 16.

Grant Bros., general merchants, Ba-

UPTON'S
Orange Marmalade


Sold everywhere by Grocers that know their business

OUR SPACE DOUBLED

and so your trade will be if you push good goods

HOLBROOK'S

Worcestershire

SAUCE

IS GOOD VERY GOOD



25c. 25c.

Send postal card to H. Gilbert Nobbs, 496 Spadina Avenue, Toronto, for sample and prices.

DO IT NOW

toche, have sold their branch at Fish Creek to J. Branconier.

British Columbia.

I. Hurtwitz, confectioner, Vancouver, has sold out.

J. B. Smith, general merchant, New Denver, has assigned to R. Kelly.

Chapman Bros., wholesale grocers, Vancouver, are discontinuing business.

The sheriff is in possession of the premises of O. W. M. Hughes, grocer, Kelowna.

W. H. Dempster, of the Queen Charlotte Packing Co., canners, Skidgate, has sold his interests to J. Mathers.

Yukon Territory.

M. DesBrisay & Co., general merchants, Dawson, are selling to H. V. O. Chatterton.

LIVING ON $1.27 PER WEEK.

CAN a man subsist on $1.27 worth of food per week and retain his full vigor and strength?

A great many experiments have been tried within the last two or three years to ascertain just how little a person requires in order to keep in a sound and healthy physical condition. While no sensible person desires to lower the standard of living, the facts adduced by these experiments reveal many of our most glaring food faults. They tend to show, for instance, that the most nutritious foods, such as cereals, are the simplest and cheapest, while many of the foods that are almost lacking in tissue-building or strength-giving elements are the most costly.

Hugh Sutherland and A. C. Payne, two lads who had to "work their way" through Wabash College at Crawfordsville, Indiana, solved this question in a unique and interesting way. The necessity for adopting a cheap but nutritious diet led them into by-paths of dietetic knowledge of which they had not dreamed. They discarded meat entirely, using pecan nuts which they purchased in the form of butter at 35 cents a pound. They also avoided white flour products, eating largely of whole wheat foods, rolled oats, milk, oysters, vegetables, eggs and fruits. They gave their expenditures for the week beginning Wednesday, October 14, as follows:

Wednesday—Shredded wheat, 11c.; milk, 15c.

Thursday—Bread, 25c.; butter, 25c.

Friday—Bananas, 5c.

Saturday—Shredded wheat, 11c.; blackberries, 15c.

Sunday—Milk, 10c.; oysters, 10c.

Monday—Fish, 10c.

Tuesday—Shredded wheat, 11c.

Total for week $1.48, actual expense for food.

The average weekly expenditure for food for the entire college year was $1.27. And these young men not only made a high average in their studies, but took an active part in outdoor athletics, one of them being left-guard on the 'Varsity football team. Their daily programme also called for physical exercise morning and evening and a cold bath in the morning. Under such a regime their health was perfect.

The important and instructive thing to be learned from the experience of these young men is that they got more nourishment and more tissue-building material from their food than most Americans get from a dietary that costs many times this amount.

If we can save you money will you write for goods? For letter or telephone orders only—we offer this week:

Gunpowder Teas	- -	*8c.*
Young Hysons	- -	*8c.*
Indian Greens	- -	*10c.*

You can hardly make a miss at above prices.
A fair 25c. tea of the following lines:

Japan Tea	- -	*12½c.*
Young Hyson Tea	- -	*12½c.*
Ceylon Black	- -	*12½c.*
Indian Black	- -	*12½c.*

Should you order any of these teas, by prepaying freights you can ship goods back if you are not satisfied.

A REALLY GOOD 25c.

Young Hyson	- -	*15c.*
Ceylon Green	- -	*15c.*
Ceylon Black	- -	*15c.*
Japan	- -	*15c.*

Should you order by mail, and any of these goods not please, you can ship back at our expense—all net cash. Try us—it will pay.

LUMSDEN BROS., WHOLESALE GROCERS AND MANUFACTURERS, **HAMILTON, ONT.**

When a customer asks for Baking Soda, what do you sell? Why not be fair and give them the

"COW BRAND"



sold only in package Why, isn't it easier for you and your clerks? Why, isn't it more satisfactory every way? We're not leaning on sentiment. It's a matter of plain business. You run no risk at all with our guarantee on every package.

JOHN DWIGHT & CO., Manufacturers
MONTREAL

SOCKEYE **SALMON**







"Sovereign" and "Lynx"
Brands
ARE THE CHOICEST IN THE MARKET.
EVERY TIN GUARANTEED.
TO BE HAD OF ALL GROCERS.

The practice of eating Fish is a good one for the people and the practice of selling Fish a good one for the grocer.

THE BEST Fish to eat and likewise the best to sell are "Halifax," "Acadia" and "Bluenose" Brands of Prepared Codfish, Halifax Shredded Codfish and Halifax Fish Cake.

BLACK BROS. & CO., Limited

HALIFAX AND LaHAVE, N. S.

AGENCIES:

A. H. BRITTAIN & CO., Board of Trade Building, Montreal
REGINALD LAWSON, Winnipeg, Man.
CHAS. MILNE, Vancouver, B.C.

LARGEST SALE IN THE WORLD



KING OSCAR SARDINES

The Most Delicate Flavor and Purest Olive Oil

ASK YOUR WHOLESALE HOUSE

JOHN W. BICKLE & GREENING, Hamilton, Ont.
Canadian Selling Agents

THREE SNAPS IN

SARDINES

ONLY ONE CARLOAD

They are new season's pack of a well known brand

—QUALITY GUARANTEED.

We bought these right, and while they last we offer

Single Cases, 3.35

5-Case Lots, - 3.25 c/s

PICKLES

Just 100 barrels, ea. 7 doz.

'Twas all we could get at the price — but he needed the money — so we got them.

Good clean stock in good vinegar.

16-oz. round corked bottles
16-oz. sq. round patent top bottles

CLEARING at 90c. doz.

SUGARS

ONE CARLOAD—Sacks & brls.

Jamaica Raw Crystals

In QUALITY we think just a little better than anything else on the market.

SPARKLING BRIGHT CRYSTALS

We are quoting prices below the market.

Drop a card for sample and quotations.

THE EBY, BLAIN CO., LIMITED, WHOLESALE GROCERS TORONTO

Fresh and Cured Fish

FISHERIES OF NOVA SCOTIA.

NOVA SCOTIA bank fishermen report less than the average Spring catch. To make up for the shortage the market is ruling very strong; cod is selling at what a few years ago would have been considered fancy prices, and the indications are that present prices will be maintained, if not advanced. The New York and Boston markets were never so bare of cod, while there is a strong demand for dry and pickled fish from the West Indies, South America, and other tropical countries.

The bank fleet usually makes two trips, one called the Spring, and the other, the more important, the Summer trip. The Spring trip occupies about six weeks, though it rarely happens that the vessels stop on the fishing grounds for a week at a time during this season of the year, being obliged to run into port frequently for bait or shelter. The Summer trip usually occupies about three months, but may extend to five. Some vessels make a third trip in the Fall. On the Spring trip a catch of from 300 to 500 quintals is considered a fair average, while for the Summer trip a catch of from 1,000 to 1,400 quintals means good money for owners and crews. Some vessels do even better, hailing for as high as 2,000 quintals or more, and sometimes paying for themselves in a single season after settling all working expenses.

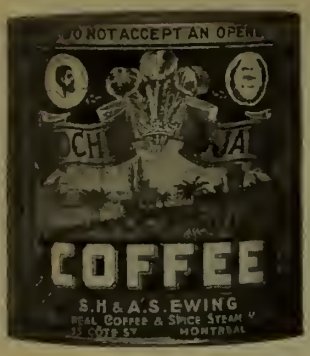
The shore fishermen have had a fairly prosperous season, though at the beginning the prospects seemed rather discouraging. The dog fish, which have caused so much annoyance and loss in recent years, appeared at an unusually early date, creating much anxiety among the fishermen, but luckily they did not return in their usual swarms, and after a while disappeared as mysteriously as they came. In some localities, however, skate fish have played havoc with the fishermen's gear. At the opening of the season, too, fish were somewhat scarce, but recently good catches have been made all along the seaboard. The lobster catch, though not up to the average, has been profitable, prices ruling high with a good demand. It may be mentioned that in recent years the capture of lobsters has become the most important branch of the fishing industry in Nova Scotia, the annual returns from this source being greater than that of any other fishery in the province, not excepting the bank and shore cod-fishing combined.

The run of herrings has been larger than for some years past, and as a result of the action of the Newfoundland Government in refusing to allow United States fishing vessels to purchase bait in Newfoundland waters there has been a strong demand for these fish—so much so that herrings that usually sell at $1 per barrel have brought as high as $5 as bait supply.

FRAUDULENT BRANDS.

THE matter of preventing the use of fraudulent labels on canned salmon sent from British Columbia to Australia, which was discussed at the Vancouver Board of Trade, June 6, is one deserving attention. It appears that Skeena River salmon holds a high position in the Australian market. As a result, fish from other rivers in Northern British Columbia—of inferior quality—is being shipped to Australia labelled as Skeena River salmon, this, of course, injuring the reputation of the real article and damaging the British Columbia genuine product in the market.

The salmon industry is one of the most important in the Pacific province. The permanent interest of the fishery requires that every effort be made to prevent unfair and dishonest competition such as that referred to above, since the retention of foreign markets is essential to the prosperity of the industry.



"PRINCE OF WALES"
Mocha and Java Coffee

"PRINCE OF WALES" is gaining ground every day—People know when they get the COFFEE they like—really delicious Coffee—It helps the Merchant, too—If you are not handling "PRINCE OF WALES" drop us a line and let us explain our method of "Helping the Dealer"—advertises you and helps introduce the Coffee. No premiums; Actual Merit does it. A post card brings the information Write it now.

S. H. & A. S. EWING,

ESTABLISHED 1845.

Montreal Coffee & Spice Steam Mills, - **53 & 55 Cote St., Montreal**
Cor. Lagauchetiere St.



MOKARA — *A Home Drink for Everybody.*

Natural, Absolutely Pure, Harmless—Replaces Ordinary Tea or Coffee

Contains none of their OVEREXCITING and ENERVATING PROPERTIES. MOKARA is not only an agreeable, soothing and toning BEVERAGE, cheaper and healthier than tea or coffee, it is also a COMPLETE FOOD, a powerful brain, nerve and blood BUILDER, as valuable as BREAD. MOKARA agrees with everyone, at any stage of growth or health.

PREPARED AND USED THE SAME AS ORDINARY COFFEE

DOCTORS endorse MOKARA

Dr. J. T. Donald, official analyst, says: "Mokara contains no alkaloid caffeine, is pleasant to the taste, soothing, and nutritious."

ANALYSTS approve MOKARA

Mr. Milton L. Hersey, City and Provincial Analyst, says: "Mokara is very satisfactory. It is nourishing, palatable, and contains no caffeine."

Sold by all grocers. Ask your jobber for it, or write us direct. 10c. per package, sufficient for 100 cups

Prepared Solely by **MOKARA MILLS, 21, 23, 25 Gosport St., MONTREAL**

Cooked Hams

Increase your trade and also your profits by keeping in stock

Fearman's Handy Hams

Cooked ready for the table. Shipped by express in any quantity and as required.

F. W. FEARMAN CO. LIMITED

HAMILTON

WE ARE DAILY BUYERS OF

EGGS AND BUTTER

Correspondence solicited.

WRITE, TELEGRAPH OR TELEPHONE US WHEN YOU HAVE ANY TO OFFER.

THE PARK, BLACKWELL CO. LIMITED

TORONTO

TELEPHONE M 3960

BUTTER
CHEESE
EGGS

DAIRY PRODUCE AND PROVISIONS

BACON
LARD
HAM

EGG AND POULTRY MARKET OF GREAT BRITAIN

(Our London Correspondent.)

THE London, Eng., correspondent of The Canadian Grocer, when making inquiries as to the possibilities for Canadian poultry on the British market, called upon Mr. Brooke, of Geo. F. Brooke & Co., a firm well known to poultry shippers in Russia, the United States and Canada. Mr. Brooke was able to supply him with considerable information which should prove of value to those Canadians who are anxious to work up a connection with the Old Country.

That there is room for Canadian poultry on the British market is undoubtedly a fact. Many years ago, when England first began to import this class of goods, the United States packers were easily first in the supply of fowls. Later on; however, Russia entered the field, and, by carefully studying the requirements of the markets and fattening their birds to suit the English taste, they succeeded in driving the United States into the second place. They might have retained their premier position to this day had they not decided to compete for the egg market in Britain. This, of course, meant that they had to keep a vast quantity of fowls, which otherwise would have been killed off when young, in order to secure sufficient eggs, and the U. S. shippers were thus able to obtain first place once more. Within the last two or three years, however, the supply from America has fallen off. and whether this is due to the increased domestic demand or to a smaller output, the fact remains that English importers have not been receiving as much as they wish. The fact that Russia is devoting so much attention to her egg export trade, combined with the deficiency of American supplies, should prove a great incentive to Canadian poultry breeders to exploit the British market, and they could not do better—at any rate at first—than to follow the United States methods of packing and note the kind of birds they have been shipping and which are so suited to the English taste.

It must be clearly understood, in the first place, that the demand is emphatically for white birds. Through their fattening process, American breeders have brought their fowls up to a very high standard and have devoted special attention to making them a fine white color. Some Canadian packers have been sending across yellow-legged birds, for which there is very little demand. Another point to be remembered is that only young fowls are required; that is to say, fowls which have been killed before they have become tough and whose flesh is still tender. The usual time for killing is about the close of the year, so that the time extending between breeding and killing is nearly always the same, and the birds are consequently more or less of the same age. They are placed on the British market about early March and onward. In packing, it should be remarked that poultry for the London market should be placed twelve to the box, and importers always expect this. Although it is quite possible that in course of time Canadians may be able to grade their poultry in their own way without offending the requirements of British dealers, at the outset the grading should be the same as that of the United States. There are three grades: the cheapest, ranging from 14 to 16c. per lb.; the medium grade, 16 to 18c. per lb., and the best, 18 to 22c. per lb. Crates weighing from 36 to 42 lbs. are mostly in demand, although a sale can always be found for lighter fowls in crates of from 33 to 36 lbs. Some boxes are as heavy as 42 lbs., but there is some danger of quality being sacrificed to weight in these cases, the birds being older than desirable. Irish breeders, however, are fattening up birds to about 3½ lbs., without losing anything in quality, and if Canadians can do the same there is no reason why they should not create a demand.

Several British importers have been in correspondence with Canadian shippers lately, and although nothing much has yet been done, there is every prospect of large consignments being sent over in course of a few years. The imports of Russian fowls will never be so heavy as to cause serious competition, for fowls are always in demand and there is less fluctuation of prices in this line, perhaps, than any other of the provision trade. The domestic supply and imports from other countries are generally fairly even.

The demand for Canadian eggs is not at present very great. Robinson, Scott & Co., large egg importers, say that big quantities of Russian eggs—the cheaper grade—are still on hand, and French and other finer qualities are also plentiful. The best months for Canadian eggs are from September to February, when Russian supplies are falling off. There is a feeling amongst the trade that unless Canadian shippers can offer a lower price than last season purchases will be small. Mr. Scott is of the opinion that there will be a shortage of eggs from Hungary. The eggs sent from this country are finer than Russian and not quite such good quality as the French. The reason for the shortage in Hungary is that last year there was a severe drought, and the people were compelled to kill off the poultry, so that the supply of eggs will in all probability be smaller than before.

The Grocer correspondent called at one large egg-importing house, and was disappointed to hear some unfavorable comments on the condition of Canadian eggs on arrival in London. It was stated that large quantities had been received from Canada, but they had never given real satisfaction. The eggs, packed in cases containing little cardboard squares, were either bad or partially musty. It was suggested that this was because Canadians pack the eggs ready for shipment and then place them in cold storage to await transport. If this is done, it means that the eggs are not thoroughly refrigerated and upon being exposed to the warm air they absorb the flavor of the cardboard packing. The best way is to place the eggs naked in trays in cold storage, and when they are wanted place them in cases in either sawdust or shavings and ship them away at once. Many importers like to receive their eggs in cases containing 1,440, while others prefer to get them in smaller boxes of 360, or "three long hundreds," as the expression is. When put up in the latter way they are more easily handled.

It is quite certain that some Canadian shippers are able to send their eggs so as to arrive in splendid condition, since other English importers say they have received large quantities of Canadian eggs, which absolutely could not be beaten. The main difficulty at present, however, is the high prices ruling.

The following figures show the imports of eggs by Great Britain from various sources during the years 1902, 1903 and 1904:

	1902.	1903.	1904.
Russia	$7,347,469	$9,083,249	$9,940,264
Denmark	6,648,222	8,622,052	7,112,434
Germany	6,136,239	4,841,345	5,796,983
Belgium	4,029,181	3,531,643	4,073,984
France	3,491,707	3,261,173	3,455,611
Canada	1,018,671	1,063,712	630,871
Other countries	2,632,237	2,402,474	1,745,313
Total	$30,703,726	$32,205,648	$32,755,460

THE BACON SITUATION.

The condition of the bacon market continues practically unchanged from last week, a good domestic demand being noted, while, if anything, there is a little falling off in the British market on account of large deliveries of Danish and American bacon. It is a notable fact that a certain section of the English trade who use Canadian bacon are only willing to pay up to a certain price, after which they revert to the American article. This has been the case during the week. Canadian bacon seems to be gaining headway in the north of England where the consumer is becoming gradually educated to prefer a higher priced and higher class article. Export quotations range all the way from 51 to 57 shillings.



GROWING **GROWING** **GROWING**

The demand for **BLUEOL.** The only **never-streak** Blue.

Those retail merchants who have bought and sold **BLUEOL** to their customers are repeating their orders. This is the best recommendation possible to secure of the superior merits of Blueol.

It pays the grocer a better profit than any blue sold.

Try a box—any jobber. Ask us to mail you our premium list.

J. M. DOUGLAS & CO., : Montreal

Hot Weather Goods

"Eagle" Brand Condensed Milk



Borden's

Draw your customers' attention to these lines—Pay you well.

For sale by every jobber or write



"Peerless" Brand Evaporated Cream

WILLIAM H. DUNN, - MONTREAL

JOS. IRVING, 92 Wellesley St., TORONTO.

ERB & RANKIN, Halifax, N.S. SCOTT, BATHGATE & CO., Winnipeg, Man. W. S. CLAWSON & CO. St. John, N.B. SHALLCROSS, MACAULAY & CO., Victoria and Vancouver, B.C.

There are many **Baking Powders**



but there is only **ONE** **Magic** **Baking Powder**

(The Light of the Kitchen)

—It is **Pure, Wholesome, Well Advertised,** and shows you a **good profit.**

ORDER FROM YOUR JOBBER.
WRITE FOR PRICE LIST.

E. W. GILLETT COMPANY LIMITED

London, Eng. **Toronto, Ont.** Chicago, Ill.

Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904.

YES

Eggs AND Butter

THAT'S WHAT WE WANT

IN ANY QUANTITY and at ALL TIMES

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. **Toronto.**

PROVISION AND DAIRY MARKETS.

TORONTO.

Provisions—On account of the warm weather a first-class demand is noted for cured meats of all descriptions, and a slightly higher trend of prices. Fresh meats are only moving fairly well, and beef is slightly easier than a week ago. Other provisions continue unchanged. Dressed hogs are bringing from $9 to $9.25, while live hogs are selling at from $7 to $7.25. We quote as follows:

Long clear bacon, per lb	....	$0 10½
Smoked breakfast bacon, per lb	....	0 13
Roll bacon, per lb	....	0 10½
Small hams, per lb	0 13	0 13½
Medium hams, per lb	....	0 13
Large hams, per lb	0 12	0 12½
Shoulder hams, per lb	....	0 10
Backs, per lb	0 15½	0 16
Heavy mess pork, per bbl	16 00	16 50
Short cut, per bbl	....	20 00
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb	....	0 09½
" tubs "	....	0 10
" pails "	....	0 10½
" compounds, per lb	0 07½	0 08
Plate beef, per 200-lb. bbl	11 00	11 50
Beef, hind quarters	9 00	9 50
" front quarters	5 50	6 75
" choice carcases	7 00	8 25
" medium	....	7 00
" common	6 00	7 00
Mutton	....	0 09
Lamb, yearling	....	0 12½
Spring lamb	....	0 16
Veal	0 07	0 09½
Hogs, street lots	9 00	9 25

Butter—The city markets are being practically flooded with dairy prints this week, and wholesale produce men complain that pedlars are bringing in stuff and distributing it direct among the retail grocers. The sale of creamery is slow on account of dairy butter being so plentiful, and, generally speaking, of such high quality. The present month has been an exceptionally favorable month for dairying operations. We quote:

	Per lb.	
Creamery prints	0 19	0 20
" solids, fresh	0 18	0 19
Dairy prints	0 15	0 16
" large rolls	....	0 15
" in tubs	0 15	0 16

Cheese—New cheese are offering freely on the market, but on account of the relatively high price at which cheese has been sold on the boards during the week the wholesale trade have been obliged to put up the price of large cheese from 1-4 to 1-2c., and the same advance rules in twins. Indications are that there will be a very large make of cheese this season on account of the fine pasture. The firm ideas of the cheese makers is attributed to cables from Great Britain indicating a firm and advancing market. We quote as follows:

	Per lb.	
Cheese, large, new	0 10	0 10½
" twins, "	0 10½	0 10½

Cheese Board Report.

(For week ending June 19.)

Board.	Boxes.		Price.
Campbellford	1,670	....	0 09 5-16
Kingston	625	....	0 09 5-16
Tweed	585	....	0 09⅜
Madoc	1,165	....	0 09⅜
Winchester	475	....	0 09 7-16
Brockville	about 3,750	0 09⅜	0 09⅜
"	400	....	0 09⅜
Cowansville	1,145	0 09⅜	0 09 7-16
Vankleek Hill	1,261	....	0 09½
"	44	....	0 09½
Alexandria	1,291*	....	0 09½
London	6,125*	....	0 09½
Watertown, N.Y	8,760*	0 09½	0 09½
Arthabaska	2,557	....	0 09 3-16
Belleville	1,635*	0 09 7-16	0 09½
Cornwall	1,522*	....	0 09½
Canton, N.Y	2,277	....	0 09⅜
Napanee	2,352*	....	0 09⅜
Ottawa	1,500*	0 09½	0 09⅜
Perth	2,350	....	0 09⅜
Utica, N.Y	13,005	0 09⅜	0 09½
Iroquois	210*	....	0 09½
Brantford	1,365	0 09	0 09½
Farnham	38	....	0 09 3-16
Kemptville	430*	....	0 09 7-16
South Finch	1,350*	....	0 09 11-1
Campbellford	1,820	....	0 09 5-16

* White and colored.

MONTREAL.

Provisions—Fair demand for all lines, undertone not overly strong. Prices unchanged. Live hogs arriving in good quantities, but only equal to packers' demands. Fresh-killed abattoir dressed hogs sold $9.50 to $9.75 per 100 lbs. No change in price of bacon and hams, for which there is fair demand. Lard also unchanged.

Canadian short cut mess pork	$19 00	$20 00
American short cut clear	19 00	20 00
American fat back	19 00	21 00
Bacon, per lb	0 12	0 14
Hams	0 11½	0 13
Extra plate beef, per bbl	11 50	12 00
Lard, Boar's Head" brand, tierces, per lb	....	0 06¾
" " ½-tierces, per lb	....	0 07
" " 60-lb. fancy tubs	....	0 07
Cases, 20 3-lb. tins, per lb	....	0 07¾
" 12 5-lb. tins "	....	0 07¾
" 6 10-lb. tins "	....	0 07½
20-lb. wood pails, each	....	1 45
20-lb. tin pails, each	....	1 35

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	2 10	2 20
" tubs	0 10	0 10½
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08½	0 09½
" cases (24 3-lb. tins)	0 08¼	0 09¼

Cheese—Market is steady and tending firmer. Quebec cheese quoted at 9 1-2 to 9 5-8c., while finest Ontario are firm at 9 3-4 to 9 7-8c. Holders are hanging out for outside figures and are bearish in feeling. Shipments from Montreal last week were 74,149 boxes, or nearly 10,000 more than same week last year. Exports since May show an increase of 39,806 boxes more than same period last year.

Butter—Market has shown a tendency to advance during the past few days, and holders are firm in asking 19 3-4 to 20c. for choicest creamery. The demand locally is heavy, and supplies are readily taken up. The trouble seems to be to get enough. Shipments from this port during the past week were 5,582 boxes less than previous year at same time, but total shipments since May 1st were 6,715 packages more than same period last year.

Finest creamery	0 19¾	0 20
Fine	0 19½	0 19¾
Medium	0 18½	0 19
Fresh rolls	0 17	0 18
Fresh dairy tubs	0 16½	0 17

Eggs—An easier tone is developing in the egg market, and prices are being shaded some. Efforts are being made by dealers to get country buyers' prices down to 15c. f.o.b. country points. Straight-gathered stock is quoted here at 16c., No. 2 at 14 1-2 to 15c. Selects are bringing 17 to 18c., and No. 1 at 16 1-2 to 17c., according to quantity and quality.

WINNIPEG.

Creamery Butter—Supplies large, and the quality of creamery on market is very good. Prices are as last week.

Finest fresh creamery, in 56-lb. boxes	....	0 21
" " in 28-lb. boxes	....	0 21
" " in 14-lb. boxes	....	0 21
" " in 1-lb. bricks	....	0 22

Dairy Butter—Offering in large quantities at country points. Prices will pro-

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.



REFRIGERATORS Useful to every one. 4 different styles. Silver medal, Quebec, 1901. Diplomas: Toronto, Ottawa, Montreal
C. P. FABIEN,
Merchant and Manufacturer.
3167 to 71 N. Dame St., Montreal, Can.
Write for Illustrated Catalogue.

PICKLES
"Queen Quality" Pickles
Mixed and Chow
Bulk and Bottled
Our Sweet Pickles do not Sour, and our Sour Pickles do not Mould.
Taylor & Pringle Co.
LIMITED
Owen Sound, Ont.

Butter Tubs
BEST WHITE SPRUCE
50—30—20 lb.
ORDER NOW
WALTER WOODS & CO.
Hamilton and Winnipeg.

BUTTER

When you have one or 100 tubs write us for price

The WM. RYAN CO., Limited

70 and 72 Front St. E., Toronto.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

MONTREAL.

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

bably decline further. Buyers are paying country merchants following prices:

Dairy, assorted pkgs., selected	0 14 0 15
" " round lots	0 13½

Cheese—No change since reductions noted last week. We quote:

Finest Manitoba, large	0 11
" Ontario, "	0 12
" " " in 5-box lots	0 11½

Lard—Prices are unchanged. We quote:

Lard, 50-lb. pails, per pail	5 25
" 20-lb. " "	2 15
" 3-lb. tins, per case 60 lbs.	6 70
" 5-lb. " "	6 60
" 10-lb. " "	6 50
Pure lard in bbls, per lb	0 10½

Cured Meats—No change since the advances in hams, backs and bellies noted in last issue. We quote:

SMOKED MEATS.

Hams, selected stock, special mild cure	0 16
Bacon, " " "	0 17
Backs, " " "	0 13
Picnic, " " "	0 09½
Hams, sugar cured, assorted sizes	0 13½
" heavy, 20 to 30	0 13
Picnic, " assorted sizes	0 08½
Shoulders, "	0 08½
Bacon, " breakfast bellies,	0 14
" " breakfast backs	0 12
" " Wiltshire sides	0 15½
" " spiced rolls, long	0 10
Manitoba butts	0 09½
" " skinned	0 10
" " boneless and rolled	0 11
" rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 09½
" " " smoked	0 10½
" " " boneless backs,	0 10½
Shoulders " "	0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl	18 00
" " " per ½ bbl	10 50
Standard mess pork, per bbl	16 00
" " " per ½ bbl	9 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00

Sweet pickledspare ribs, not cooked, per lb 0 04

" hocks, " " 0 04

T. H. Smith, who some time ago established the firm of T. H. Smith & Co., wholesale produce, fruit and commission merchants. Toronto, and later took in N. Carmichael as a partner, has taken over Mr. Carmichael's interest and will again conduct the business under the style of T. H. Smith.

MARITIME GOSSIP.

THE Souris Board of Trade has appointed J. McLean, T. Kickham and C. H. Sterns delegates to the Maritime Board of Trade to discuss the subject of improved communication with the mainland.

* * *

The Moncton Board of Trade began negotiations with the municipal authorities on June 10,, with a view to opening a public park at the lower end of the city for seeing the Petitcodiac Bore.

* * *

The Yarmouth Board of Trade is endeavoring to get the machine shops and general offices of the Halifax and South-Western Railway, including the Victoria Beach and Middleton Division, located in their town.

* * *

H. B. Schofield, president of the St. John Board of Trade, and J. Sealy, of St. John, were in Ottawa last week in connection with the direct steamship service to the West Indies.

* * *

W. R. Townshend, of Moncton, has taken out a sub-lease from the New Brunswick Oil Co., Limited, and will have his franchise incorporated into a company, to be known as the Westmorland Oil Co. The company will prospect for oil on a large scale.

* * *

Letters patent have been granted to George T. Ford & Sons, Sackville, N.B., to carry on a wholesale and retail grocery business.

* * *

The Albert Soaps, Limited, is the name of a company of Montreal men formed with $200,000 stock to take over the business of A. Savage & Son, 169 McCord street, Montreal.

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

JOHN LETHEM & SONS,

LEITH, SCOTLAND, Invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

JAMES MARSHALL,

ABERDEEN, - SCOTLAND.

Cables, Halcyon. Codes, A. B. C., 5th ed., Scattergood. Consignee for all kinds of Canadian produce. Personal attention and prompt returns guaranteed.

DAVID SCOTT & CO.,

Est. 1873. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of

CANNED GOODS.

T. A.—Scottish, Liverpool.

GRIFFIN & CULVERWELL,

Brokers, invite consignments of general produce, especially BUTTER, CHEESE, AND ALL FOOD PRODUCTS. Correspondence invited. References given. WRITE US.

139 REDCLIFFE ST., BRISTOL, ENG.

This space $15 per year.

Telegraphic Address, "Fondants, London."

A. E. SOWERBUTTS & CO.

PROVISION IMPORTERS

33, Tooley Street, London Bridge, S. E.

Bankers: Hill & Sons, 66, West Smithfield.

GEORGE LITTLE LIMITED

Canadian Produce Importers,

MANCHESTER.

BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

E. BIERMANN & CO.,

FRUIT AND PRODUCE BROKERS,

5th Ed. A.B.C. Code,

CARDIFF, WALES.

APPLES AND ALL KINDS OF FRUIT AND PRODUCE.

ALEXANDER CRICHTON,

15 Stanley St., LIVERPOOL, England, CANNED GOODS AND DRIED FRUIT BROKER. And at St. Magnus House, London, E.C. T. A., "Acriton, Liverpool." Code, A. B. C., th Ed.

HAMBURG.

Kaiser Wilhelmstrasse 74-78.

Neubeck & Schipmann,

Commission Agents and Merchants.

HAMILTON WICKES & CO.,

Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

GEO. R. MEEKER & CO.

11 and 12 Bedford Hotel Chambers, Covent Garden,

LONDON, W C. - - - ENGLAND

European representatives and distributors, Earl Fruit Co., California, U S.A.

SPECIALTIES,

FRESH, DRIED and CANNED FRUITS

T.A.. Emulate.

Codes, A.B.C. and Lieber's.

THOS. BOYD & CO.,

28 KING ST., - LIVERPOOL,

are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England

We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER.

We sell cost, freight and insurance. Western Union Code.

LONDON, LIVERPOOL, GLASGOW.

Salter & Stokes, 19-20 King St. W. Smithfield, 226-7 Central Market, E.C., London, Eng.

IMPORTERS OF CANADIAN

CHEESE, BUTTER, EGGS AND POULTRY.

Reference, London City and Midland Bank, West Smithfield. We buy outright.

Quaker Canned Goods

SPECIAL NOTICE TO THE TRADE

The following
is not an exaggeration
but absolute facts

In starting the packing of canned goods, in 1900, we recognized that one of the most difficult articles to deal with was corn. As proper seed is the starting point in any line of canned goods, and particularly corn, we decided to use the same seed as Maine packers use. We did this as we knew that Maine stood at the tip top for quality in canned corn. To so great an extent is this recognized by the U. S. consuming public, that Maine corn is selling at present for $1.10 per dozen, when other States corn is being sold from 50c. to 90c. per dozen. The same thing has been going on in the U. S. for years, and during all this time Maine packers have never packed enough corn to supply their trade. While the doing this has been an expensive proposition for us, the results have justified the expense. In the first place, we have paid as high as fifteen dollars a bushel for this seed when ordinary seed could be bought for one dollar and fifty cents. In addition to this, this seed produces much less to the acre than any other variety, and we have to pay the farmers a higher price for raising it. Last year our bill for raw material in corn for our pack was sixty-five hundred dollars more than we could have bought the usual variety of corn packed by the usual variety of canners.

THE PACKERS OF QUAKER CANNED GOODS

B. C. Markets.

Vancouver, B.C., June 15, 1905.

THERE is some complaint heard in retail circles in Vancouver at the present time of dull trade, but so far as the wholesale trade is concerned business is very good indeed. Up-country conditions, taken all round, are very promising this year. In the mining districts activity is marked, while lumbering, both in the mountain district and on the coast, is perhaps more active than ever. In the fishing industry there has been very active and extensive preparation for the coming season. Up coast the run of salmon is anticipated in a very short time now, and on the Fraser the appearance of the sockeye is now a matter of a few weeks. If the run of fish is large, as may be expected, seeing that this is the "fourth year," there will be very lively trade all season for the coast cities of British Columbia.

In fishing circles the annual trouble of "the price of salmon," that is, the price to be paid by the canners to the fishermen for the salmon, is discussed pro and con at great length. There have been a number of meetings of canners and fishermen, and the subject is hardly yet settled. The offer of the canners so far is 12 1-2c. per fish for July, with 10c. per fish for the rest of the season. There was a limit of 200 fish per day to the boat attached to the canners' offer. The fishermen have not yet finally accepted, and it is said that they are holding out for 11c. per fish throughout the season.

Indications as to the run of sockeye are anxiously watched for. The statement was current yesterday that the first sockeyes had made their appearance in the Gulf, some having been taken in the traps of the Pacific American Fisheries, south of the international boundary.

* * *

Some business changes. The Naismith Grocery Co., wholesale, has been incorporated for the province, with Mr. D. Naismith as the principal owner and managing director. Mr. Naismith is known from east to west for many years in the wholesale grocery and provision trade. His early experience was in Hamilton. Later he removed to Winnipeg, and for some years he has been in Vancouver. A wide circle of acquaintances will wish Mr. Naismith every success. The Chapman Co., wholesale grocers, have temporarily suspended business operations, it is stated. W. D. Muir, the baker, has sold his Vancouver grocery business to J. S. Smith, the transfer taking effect at the first of the month.

* * *

There have been over 500,000 fruit trees planted in B.C. this year, according to the reports of the fruit inspectors. It is easy to make a fairly accurate record, as all trees imported, and that means the bulk of the trees handled, have to be fumigated at the Government station. There are but few nurseries dealing in home-grown trees, and the returns from these are easily secured. This is perhaps double the amount ever set out in a single season before. At that rate, and with the rapid maturity of fruit trees in this province, it will not be many years till the quantity of fruit produced and available for export to the prairie provinces will have vastly increased.

* * *

The strawberry is the leading feature of local markets at the present time. The local product is now being marketed very liberallly, and prices have been fairly low in spite of alarmist reports that there was to be a partial failure of the fruit. Indications are that there is a very large crop being marketed. Never before were so many berries shipped to the Northwest from this province. The demand there absorbs all offerings. The average price realized by the growers this year has been $2 per crate.

Local cherries are beginning to come in rapidly, and as a result of continued fine weather without rain, they are in better shape than frequently is the case. At times, when the cherries are ripening, they have been badly split and spoiled through heavy rains softening them. The price being realised is 10 to 12c. per lb. wholesale.

California fruits continue plentiful for the season. It is early yet for stone fruits other than cherries.

The Australian boat arriving last Thursday from the south brought pineapples from Honolulu. The fruit was of good quality and in first-class shape. It brought $4.50 per dozen in a jobbing way.

The potato market has been well supplied this week. New potatoes from California have been brought in more freely, and the price has consequently dropped slightly. The wholesale quotations have been from $2 to $2.50 per hundred. Old potatoes, local growth, are still in good shape, but are rather high in price for the season of the year, $1.75 per sack retail, representing fully $30 per ton wholesale, has been the figure for a week or more.

* * *

Flour seldom has sold higher than at the present time. The jobbing quotations run from $6 to $6.25 per barrel, and retail the people are paying $1.75 per 50-lb. sack for the good grades.

N. S. Markets.

Halifax, N.S., June 19, 1905.

THERE is but little improvement in the grocery trade. In the city the retail business is very good, but with the wholesalers it is considered to be pretty dull. Country orders are coming in slowly, much more so than earlier in the season. Generally speaking, the sales are a good deal smaller than they were this time last year. Some jobbers report a slight improvement in collections, but they are far from satisfactory. There is a good demand for all kinds of smoked meats. There is only a limited supply on hand, and the same high prices as last quoted still prevail. Sugar is selling more freely, but the price remains unchanged. The holdings of sugar here are being rapidly disposed of, and the market remains fairly quiet. Canned goods of all descriptions are selling freely, and the demand for peas, beans and tomatoes is unusually good. Of tomatoes there is only a small quantity held by the dealers here. The export trade continues quite satisfactory. The steamer Ocamo, on her last trip to the West Indies, was well filled up, principally with fish products. Her cargo of assorted fish was valued at $10,000. The dairy products by her were valued at about $7,000, butter being the principal item in the lot. Only a small quantity of eggs are being exported to the West Indies this year. There is a good buying demand from that quarter for vegetables, principally potatoes. The shipment of potatoes by the same steamer was valued at $2,000, the flour at $1,800 and oats at $1,000. Very little hay was taken.

* * *

Butter is coming in a little more freely, but it is slow for the season of the year. The supply from local points is particularly backward, and large quantities are being brought in from the Upper Provinces. Dairy is quoted at from 18 to 20c., creamery, in boxes, from 21 to 23c.; small tubs at 22c., and prints from 22 to 23c. Eggs continue in good demand with high prices ruling. The choicest stock here is quoted at 18c., but some can be had for 17c. The local supply is only fair, but the demand continues good. Very few eggs are being shipped from Nova Scotia this season, the dealers finding a ready market at home, which they prefer to supply, as their returns come more promptly.

* * *

In Prince Edward Island, which is about the largest produce raiser in the provinces, the market is about steady. There is practically no market available for potatoes, which are nominally listed at from 17 to 19 cents per bushel. Some shipments have been made to Montreal, but they are small. Butter is quoted at 22 and 23c. for choice, while eggs are being sold freely at 16 and 17c. Oats for local consumption are quoted at 45 to 50c., and hay has dropped to $15 per ton.

* * *

All kinds of seasonable fruit is on the market. Bananas were advanced during the week, the price quoted now being $2 to $2.25. Pineapples are quoted at $3.50 for 24 counts, and strawberries are becoming a little stiffer, 19 cents being asked. California peaches, plums, cherries, and apricots were placed on the market during the week. Peaches are $2.50, cherries and plums are $3 per crate, and apricots $2.50. String beans are $3 per basket, new potatoes $3.50 per barrel, and cukes 6c. each. The receipts of Bermuda onions are falling off, and Egyptians are coming in more plentifully. Bermudas are quoted at $1.25 and Egyptians at $1.75 per box.

* * *

During the past week the progress of vegetation has been most remarkable. Everything is now blooming in luxuriant style, and the apple trees in the Annapolis Valley are deeply laden with fragrant blossoms. The heavy frost recently is not thought to have caused as much damage as at first anticipated, and the outlook at the present is for an abundant crop of all fruits, particularly apples.

"I Drink to Your Health!"

Scores of fine fellows **will** drink to **your** health at banquets.
These fine fellows **will not** drink to **their own health** at home.
If they did they would **drink** the **tea** of **merit.**

Blue Ribbon *Ceylon* Tea

and be **"healthy, wealthy** and **wise."**
Lots of teas **come** from Ceylon, but **Blue Ribbon Tea** is **grown** in Ceylon—grown in **"high ground,"** which **means** that it is a **"thoroughbred"** tea.

Better stock up the **Red Label Line NOW.** It's **worth 50 cents,** but **sells** at **40 cents.**

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons

Hamilton Pottery **HAMILTON, ONT.**

"IN THE GOOD OLD SUMMER TIME"

B. H. M.

IS WHEN

LEMONADE SETS

ARE MOST IN DEMAND

We Have Two Assortments Now Ready

No. 99 ASSORTMENT CONTAINS

1 doz. Sets, 7 pcs., Asst'd 6 Kinds for $9.00
(Package 60c.)

No. 24 ASSORTMENT CONTAINS

2 doz. Sets, 7 pcs., Asst'd 9 Kinds for $19.00.
(Package Free.)

LESS

THE SPECIAL DISCOUNT OF 10%

And Freight Allce., as Advertised Last Week.

SEND FOR DETAILED LISTS.

BARNARD & HOLLAND CO.

CORISTINE BUILDING

Crockery Importers and Manufacturers' Agents

MONTREAL

LARD



HOT WEATHER LARD

Retail dealers often have trouble with hog lard melting, and causing loss by becoming liquid and soaking into the package, to say nothing of the inconvenience of handling such oily lard.

Fairbank's Boar's Head brand of **Refined Lard Compound** will keep firm and sweet much better than either hog lard or butter. The fact that **Fairbank's Boar's Head** brand of **Refined Lard Compound** is not subject to getting rancid as quickly as other frying and shortening mediums is evidence that it has less matter in it that is subject to atmospheric action, which is a strong argument in favor of its being purer and more wholesome than any other frying or shortening medium. Throughout the summer months **Fairbank's Boar's Head** brand of **Refined Lard Compound** will be found satisfactory to both merchants and housekeepers on account of its keeping qualities.

Tierces -	400 lbs.	Pails, tin -	10 lbs.
Tubs - -	60 lbs.	" " -	5 lbs.
Pails, wood	20 lbs.	" " -	3 lbs.
" tin -	20 lbs.		

THE N. K. FAIRBANK COMPANY,

Wellington and Ann Sts., MONTREAL, QUE.

The **Clever Woman** serves **CHASE & SANBORN'S** High-Grade Coffees to her guests because she knows they will add to her reputation as a hostess. The Clever Woman is the woman you want as a customer because her trade adds to your reputation.

CHASE & SANBORN

The Importers, Montreal

Baking Powder.
Gillett, E. W., Co., Toronto.
McLaren's, W. D., Montreal.

Baskets.
Oakville Basket Co., Oakville, Ont.

Biscuits, Confectionery, Etc.
Christie, Brown & Co., Toronto.
Cowan Co., Toronto.
Greig, Robert, Co., Toronto.
Hunt, Harry W., Toronto.
Imperial Biscuit Co., Guelph.
McLauchlan, Sons & Co., Owen Sound, Ont.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Rose & Laflamme, Montreal.

Blue and Black Lead.
Douglas, J. M., & Co., Montreal.
Keen's — Frank Magor & Co., Montreal.
Oakey, John, & Sons, London, Eng.

Brooms and Brushes.
Lind, Kerrigan & Co., London, Ont.

Canned Goods.
Balfour & Co., Hamilton.
Bloomfield Packing Co., Bloomfield, Ont.
Canadian Canners, Limited, Hamilton.
Kinnear, Thos., & Co., Toronto.
Major, S. J., Ottawa.
Old Homestead Canning Co., Picton, Ont
Turner, James, & Co., Hamilton.

Cash Registers.
National Cash Register Co., Dayton, O.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Canada Cigar Co., London, Ont.
Empire Tobacco Co., Montreal.
McAlpin Consumers Tobacco Co., Toronto
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines and Twines.
Hamilton Cotton Co., Hamilton.

Cocoanut.
Downey, W. P., Montreal.
Greig, Robt., Co., Toronto.

Cocoas and Chocolates.
Baker, Walter, & Co., Dorchester, Mass.
Cowan Co., Toronto.
Epps, James, Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass
Mott, John P., & Co., Halifax, N.S.
Peters'—Lamont, Corliss & Co., Montreal.
VanHouten's—J. L. Watt & Scott, Toronto

Computing Scales.
Dean & McLeod, Hamilton.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk and Canning Co., Truro, N.S.

Crockery, Glassware and Pottery.
Barnard & Holland, Montreal.
Campbell's Sons R., Hamilton, Ont.
Gowans, Kent & Co., Toronto

Dairy Produce and Provisions
Bates Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Hamilton.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Torouto.
Park, Blackwell Co., Toronto.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Bickle, John W., & Greening, Hamilton.
Black Bros. & Co., Halifax.
Eby, Blain Co., Toronto.
James, F. T., Co., Toronto.
Sovereign & Lynx Brands.
Tippet, A. P., & Co., Montreal.
Winnipeg Fish Co., Winnipeg, Man.

Flavoring Extracts.
Imperial Extract Co.. Toronto.

Fly Pads and Paper.
Kay Bros., Limited, Stockport. Eng.
Thum, O. & W., Co., Grand Rapids, Mich.
Wilson, Archdale, Hamilton, Ont.

Foreign Importers.
Biermann, E., & Co., Cardiff, Wales.
Bowyer T. B., & Co., London, Eng.
Boyd, Thos., & Co., Liverpool, Eng.
Crichton, Alexander, Liverpool, Eng.
Griffin & Culverwell, Bristol, Eng.
Hall, R. C., & Co., London, Eng.
Lethem, John, & Sons, Leith, Scotland.
Little, Geo., Manchester, Eng.
Marshall, James, Aberdeen, Scotland.
Meeker, George R., & Co., London, W.C.
Neubeck & Schipmann, Hamburg, Ger.
Salter & Stokes, London, Eng.
Scott, David, & Co., Liverpool, Eng.
Sowerbutts A. E., & Co., London, Eng.
Whiteley, Muir & Co., Liverpool, Eng.
Wickes, Hamilton, & Co., London, Eng.

Fruits—Dried, Green, and Nuts.
Adams, E. E., Leamington, Ont.
Dawson Commission Co., Toronto.
Distributors Co., Toronto.
Gibb, W. A., & Co., Hamilton.
James, F. T., Co., Toronto.
Jemmett, E. L., Beamsville, Ont.
Leak, J. W., Scarborough.
McWilliam & Everist, Toronto.
Rattray, D., & Sons, Montreal.
Robinson, O. E., & Co., Ingersoll.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.

Grain, Flours and Cereals.
Frontenac Cereal Co., Kingston.
Greig, Robt., Toronto.
Lake Huron & Manitoba Milling Co., Goderich.
Natural Food Co., Niagara Falls.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Chaput, L., Fils & Cie., Moufreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Hudon, Hebert & Cie., Montreal.
Kinnear, T., & Co., Toronto.
Laporte, Martin & Cie., Moutreal.
Lucas, Steele & Bristol, Hamilton.
Major, S. J., Limited, Ottawa.
Provost & Allard, Ottawa.
Turner, James, & Co. Hamilton.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.

Hides.
Page, C. S., Hyde Park, Vt.

House Insect Destroyer.
Common Sense Mfg. Co., Toronto.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fixtures.
Walker Pivoted Bin and Store Fixture Co., Toronto.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Greig, Robert, Co., Toronto.
Imperial Extract Co., Toronto.
Smith, E. D., Winona, Ont.
Southwell's—Frank Magor & Co., Montreal
Sutcliffe & Bingham, Montreal.
Upton, Thos., & Co., Hamilton.

Manufacturers' Agents, Brokers and Commission Merchants.
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Balogna Lime Works Co., Barbadoes, B.W.I.
Cameron, J. McA., Vancouver, B.C.
Carman, Joseph, Winnipeg, Man.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Hughes, A. J., Montreal.
Kyle, C. E., Toronto.
Lambe, W. G. A., & Co., Toronto.
Lawson, Reginald, Winnipeg.
Leake, J. W., Scarborough, Eng.
McDougall & Lemon, Owen Sound, Ont.
McPhie, Norman D., Hamilton, Ont.
Millman, W. H., & Sons, Toronto.
Moir, John A., Montreal.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Patrick, W. G., & Co., Toronto.
Radiger & Janion, Victoria and Vancouver, B.C.
Rattray, D., & Sons, Montreal.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Tippet, A. P. & Co., Montreal.
Tucker, E. St. G., Halifax, N.S.
Vancouver Warehouses Limited, Vancouver, B.C.
Watson, Stuart, Winnipeg, Man.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Mince Meat.
Bates Mfg. Co., Toronto.
Wethey J. H., St. Catharines.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Medicines.
Mathieu, J. L., Co., Sherbrooke, Que,

Pickles, Sauces, Relishes, Etc.
Colson, C. E., & Son, Montreal.
Eby, Blain Co., Toronto.
Greig, Robert, Co., Toronto.
Heinz, H. J., Pittsburg, Pa.
Holbrook & Co., London, Eng.
Lucas, Steele & Bristol, Hamilton.
Lytle, T. A., Co., Toronto.
Merchants Mfg. Co., Torouto.
Paterson's—Rose & Laflamme, Montreal.
Sutton, G. F., Sons & Co., London, Eng.
Taylor & Pringle Co., Owen Sound.
Warren Bros. & Co., Toronto.

Polishes—Metal.
Gillard, W. H., & Co., Hamilton.
Oakey, John, & Sons, London, Eng.

Polishes—Stove.
James' Dome—W. G. A. Lambe & Co., Toronto.
Morse Bros., Canton, Mass.

Refined Cider.
Wilson, W. H., Co., Tillsonburg, Ont.

Refrigerators.
Fabien, C. P., Montreal.

Salt.
Cerebos Salt.
Gray, Young & Sparling, Wingham, Ont.
Toronto Salt Works, Toronto
Verret, Stewart, & Co. Montreal.

Soap.
Duncan Company, Montreal.
Tippet, A. P., & Co., Montreal.

Soda—Baking.
Dwight, John, & Co., Montreal.

Starch.
Brantford Starch Works, Brantford.
Edwardshurg Starch Co., Cardinal, Ont.
Maiden, J. H., Moutreal.
St. Lawrence Starch Co., Port Credit.

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Davidson & Hay, Toronto.
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Edwardsburg Starch Co., Cardinal, Ont.
Grimm Mfg. Co., Montreal.
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Ewing, S. H. & Sons, Montreal.
Japan Tea Traders' Ass'n.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton, Ont.
Lumsden Bros., Hamilton.
Marceau, E. D., Montreal.
Mokara Mills, Montreal.
Salada Tea Co., Montreal and Toronto.
Sloan, John & Co., Toronto.
Wood, Thos., & Co., Montreal.

Vinegars.
Wilson, W. H., Co., Tillsonburg.

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Stauntous Limited, Toronto.

Washing Compound.
Douglas, J. M., & Co., Montreal.
Gillett, E. W. Co., Toronto.
Keen's—Frank Magor & Co., Montreal.

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Bates Mfg. Co., Toronto.
Lytle, T. A., Co., Toronto.
Tippet, Arthur P., & Co., Toronto and Montreal.

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Woods, Walter, & Co.. Hamilton.

Wrapping Paper, Paper Bags, Etc.
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You are in business to please yourself.

If you would please yourself you must first please your customer.

You aim, therefore, to please your customer in order to please yourself.

Take Canned Goods.

To please your customer you must select reputable, long established brands.

The outside of the can must please your customer's eye.

The inside must please your customer's palate.

AYLMER (Canada First), LITTLE CHIEF

LOG CABIN BOWLBY (Horseshoe)

AUTO (Canadian Canners)

are long established, eminently reputable brands.

The new embossed labels for these brands are without exception the handsomest labels that ever adorned a can. See them and be convinced.

THEY WILL PLEASE YOUR CUSTOMER'S EYE

The fruits and vegetables of these brands will be this season, as usual, of the highest degree of excellence.

NOTE: 1st They are grown in the immediate neighborhood of factories.
2nd Are picked only when best suited for table use.
3rd Are packed the same day as picked.
4th Are subject to rigid inspection, and under perfect sanitary conditions.
5th ARE ABSOLUTELY PURE.

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The reputation of the CANADIAN CANNERS, LIMITED, THE LARGEST PACKERS IN THE WORLD of canned fruits and vegetables, is behind these brands.

The seal of the CANADIAN CANNERS, LIMITED, appears on every label as a guarantee of quality.

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Well known guaranteed brands are the easiest sold and give the best satisfaction.

Please your customer by selling him the best.

Aylmer, Log Cabin, Little Chief, Bowlby and Auto Brands are the best.

THE CANADIAN GROCER

President:

JOHN BAYNE MACLEAN.

Montreal.

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Pacific Selling Co., New York.

CANNOT KEEP THEM OUT.

THE decision given by Judge Anglin on the Pere Marquette deportation cases is one which is certain to be far reaching in its results, particularly when it is remembered that foreign immigration must become an important factor in Canadian politics in the near future, and that a similar interpretation of the United Staees Alien Labor Law, on which our own is based, is possible and even probable.

A year ago The Grocer took the stand that Canada could not afford to shut out American skilled labor on the ground that many graduates from our Technical Schools and Schools of Practical Science had secured their first "lift" in the United States, and had, in many instances, become leaders over there in their respective callings. At the same time the fact remains that immigration, and the privileges accorded to aliens within the Dominion, is or should come immediately within the sphere of parliamentary influence. Canada should not discriminate unduly against the foreign laborer or artisan and yet domestic labor should have adequate protection. Mr. Justice Anglin's decision that the present Dominion Alien Labor Act is ultra vires would seem to leave the responsibility with those in charge of immigration in the first instance. In short, he says, "if you don't want skilled labor, don't allow it to be brought into the country; once it is here, however, its deportation is beyond the power of the Dominion Parliament.

TEA STANDARDS FOR CANADA.

THE GROCER'S editorial in last issue on the necessity of establishing a set of tea standards for the guidance of importers of tea is meeting with approval by the trade. Some of the leading importers in Montreal express themselves as thoroughly in accord with the contemplated establishment of standards and the hope is expressed that no time will be lost in getting together a delegation to lay the matter before the Government before the close of the session. One of Montreal's leading tea brokers stated that the lack of standards makes it difficult for him to guarantee delivery of teas offered on and sold and he cited a case of a shipment of 500 pkgs. that had been sold by him and thrown out by the inspector. If there had been a standard by which the tea could have been judged on the muster, it is quite certain that it would not have been submitted to his buyer, but as the line was similar to others that had passed the Customs, some little time before, no trouble was anticipated in getting the goods through.

That there should be standards to guide importers is becoming more evident every day. At present everyone is in the dark as to what to do, or what to expect from the official presiding over the Government's analytical tea pot. Mr. R. C. Allan, who is known by all in the trade as a most competent and impartial judge of teas, must certainly have a standard or set of standards to go by, and it is not asking too much from the Government to place the trade in a position to be equally certain what to buy or reject. This can only be done by the furnishing of standards to importers.

It has also been suggested that a board of arbitration be established where disputes of any importance might be brought and acted upon. This, we understand, is the case in the United States, and, though serious differences do not often arise, it has been found satisfactory as a final court to place the matter before the arbitrators. In any case, whether a board of arbitration be established or not, it certainly is to the interest of all in the tea trade to have standards established and placed with brokers, importers and dealers.

INTERNATIONAL POSTAGE STAMPS.

INTERNATIONAL postage stamps, if they could be introduced, would be a great boon to the business world, though it would seem that an international currency would have to be established first. The currency of one country can rarely be expressed accurately in the currency of another country, and that being the case international stamps would be purchased cheap in one country and sold dear in another. The advantage of the stamp is manifest when we consider the relations between Canada and the United States. How frequently Canadians receive return envelopes from the other side of the line stamped with United States stamps. How many times U.S. stamps are sent over in payment for articles, and vice versa. All this causes difficulties and delays, which would be obviated by having a special stamp for these purposes.

Of course, it might be possible to frame some regulations, which would prevent the bartering of these stamps between countries where the currency is different. Still there would not be this difficulty on this continent, and we believe it might be a good move to advocate the introduction of an international postage stamp here.

AN ANTI-AMERICAN CAMPAIGN.

AMERICAN manufacturers are becoming agitated over the anti-American feeling which is being stirred up in China. The feeling seems to have become widespread, and students and guilds are uniting to push the propaganda for boycotting all American goods. The dangerous feature of the affair is that the movement has been set on foot by the educated class, who bitterly resent the treatment which they have received in the United States.

In the exclusion and persecution of the Chinese the Americans seem to have never suspected that the poor benighted heathen might take offence and retaliate. They are now convinced of their mistake, and there is an outcry from all corners of the States against the stringent enforcement of the Chinese immigration laws. The market of 400,000,000 people is not lightly to be thrown away. Already the exports of cottons to China have reached enormous figures and a boycott would be most

disastrous to the cotton industry. Other important lines of business, too, are greatly interested in keeping up cordial relations with China.

At the present time it looks as if a substantial improvement in their treatment of the Chinese will be necessary if the agitation in China is to be stemmed. Already great harm has been done to American manufacturers, and it is a difficult matter to allay a prejudice which has once been aroused. Especially is this the case where there are shrewd commercial agents of other nations ready to make the most of such a feeling.

REMEMBER JULY 1.

THE GROCER has to listen to a double tale of woe every year about this time: first from the wholesale fruit men who find themselves deluged with orders on the eve of Dominion Day, which very often they find it impossible to fill satisfactorily; and second from the retail trade themselves who complain if orders sent in at the eleventh hour are not promptly attended to. This difficulty may be easily overcome if grocers and fruit dealers will only send in holiday orders in good time. It is unjust to expect a wholesale fruit house to give a satisfactory service with physical conditions such as make it practically impossible.

B.C. STRAWBERRIES FOR ONTARIO.

DURING the week the question has been raised as to whether it would not pay the wholesale fruit trade of Ontario and Eastern Canada to draw supplies of early strawberries from British Columbia, instead of from the Middle and Southern States as at present. The superior quality of the B.C. article is beyond question, and now that so much has been accomplished in the way of cold-storage transportation it is suggested that the experimental shipping of strawberries from the Pacific coast to Manitoba and the Territories might well be extended to Ontario.

There are several difficulties which combine to make the proposition impracticable from a commercial standpoint. B.C. fruit ripens only about a fortnight earlier than our own; the very shortest time to allow for transportation across the continent would be from a week to ten days. This would bring the fruit on the Ontario market only a week ahead of the domestic article. On the other hand, North Carolina strawberries arrive as early as May 1, and Florida fruit considerably earlier. The season for imported strawberries lasts until the first week in June. Thus with ideal transportation facilities British Columbia might supply the market for a week—a period too short to warrant importations on a commercial scale. Another serious difficulty is the excessively high freight and express rates between Ontario and British Columbia points, and the fact that British Columbia berries have not as good keeping qualities as the southern fruit. The Grocer would be glad to have a general expression of opinion on this subject from members of the trade.

An interesting experiment is about to be tried in Toronto, namely, a shipment of Ontario strawberries to Winnipeg. If it proves successful British Columbia may find in Ontario a serious competitor for the fruit trade of Manitoba.

TAKE THE CASH DISCOUNT.

DO you get the benefit of your money by looking out for your cash discounts?

You ought to. It pays. It takes less money to do it than it does to let your bills run the full ninety days. Of course if you don't care for the money it is your privilege to lose the discount.

You buy $100 worth of goods, invoice dated July 1. You can pay that bill with $97 (if the discount is 3 per cent.) if you pay it in ten days; but it takes $3 more if you let it run over. It amounts to making your money earn you over 13 per cent. a year without taking a risk. Remember this—the bill has to be paid, so why not pay it when it takes least money?

And it amounts to an item in the year's business that is surprisingly large. A Chicago merchant recently published a statement showing his method of book-keeping, and one of the most interesting items was the fact that his saving, from discounts for cash payment, amounted to $158.38 on an annual business of $17,000. Was it not worth saving?

TRAVELERS' HOLIDAY.

WE wish to remind the retail grocery trade of Western Ontario of the near approach of the travelers' holiday season, extending this year over the last week of July and first week of August. Not that the trade will not miss the "cheery smile" and "glad hand" of the drummer, but in the interest of all parties concerned it is deemed advisable to have a couple of weeks easing off annually. The holiday season will afford leisure for both master and man to meditate on hard-driven bargains, etc., and to refresh their bodies and minds in preparation for the strenuous life next Autumn and Winter.

SELLING TO THE CONSUMER.

A SOURCE of growing dissatisfaction among the wholesale grocery houses is the manufacturer who goes straight to the consumer with his products, ignoring the recognized medium of distribution to the retail trade. And if any reliance is to be placed in reports which frequently come to this office, certain wholesale grocers are adopting similar tactics and going to the consumer. We hope the accompanying letter does not reflect the true condition of things existing generally in the Province of Ontario:

Editor Canadian Grocer,—Will you allow me to give the readers of your paper an idea of certain conditions existing in the Canadian wholesale and retail grocery trades? What do you think of a wholesale house that allows its travelers to visit a place, first calling upon the consumer and giving him prices on all kinds of goods and afterwards soliciting the patronage of the retailer? I can tell you of houses that allow this sort of thing regularly, not only in Hamilton and Toronto, but outlying towns. GENERAL MERCHANT.

A wholesale grocer may follow the example of the manufacturer in passing by the middleman and find it to his advantage for the moment. In the long run, however, it becomes practically a question of robbing Peter to pay Paul. Throughout a great section of the country the wholesaler has to depend upon the retailer to place his goods in the hands of the consumer. If he wishes to eliminate the retailer altogether, there is no alternative but to add the retailers' equipment to his own. This would necessitate the employment of such a large staff of traveling representatives and canvassers as would be impracticable in nine cases out of ten.

It can hardly be supposed that the wholesalers referred to had any thought beyond that of stealing a little march on some of their retail customers. The practice, however, is to be condemned unequivocally. A wholesaler must treat the retail trade as he himself wishes to be treated; if he does not respect the rights of the retailer he need not be surprised if the latter retaliates—even to the extent of buying direct from the manufacturer.

VIEWS AND INTERVIEWS

DURING the week The Grocer representative had the pleasure of interviewing Mr. S. C. Lindo, wholesale and retail provision and liquor merchant, Kingston, Jamaica, and Mr. E. M. Walcott, of Sandbach, Parker & Co., Demerara, British Guiana. Both gentlemen are on a holiday trip to Canada and the United States. While in Toronto Mr. Walcott made his headquarters with Geo. Musson & Co., Front street east, Ontario agents for Sandbach, Parker & Co. Mr. Lindo was introduced "on the street" by Mr. M. Taylor, of the Taylor Soap Works.

Mr. S. C. Lindo is heartily in sympathy with the pro-Canadian sentiment so marked throughout the Islands at the present time. "The Canadian Grocer hit the nail right on the head," said he, "in its recent article on the West Indies. We can't see this good feeling further cemented by closer international trade relations any too soon.

"One great drawback is the lack of frequent steamship communication with Canada. The Pickford and Black people are giving excellent service, but it must be remembered that we have weekly communication with United States ports, and it is no secret that American manufacturers and exporters have for years controlled a lion's share of the West Indian trade largely on this account. If it pays the United States to cultivate the Islands why should it not be equally worth while for Canada? I am glad to say that things are moving in the right direction and that every year sees more and more Canadian goods in the West Indies.

"Although the Canadian trade may not realize it, they are up against a serious proposition in having to compete with the port of New York. The City of New York is able to supply practically everything the West India buyer needs at the very shortest notice; it is able to handle an almost unlimited quantity of West India products at all seasons of the year; it is in close financial touch with the different West India houses through the investments of New York moneyed men and is a great deal nearer the West Indies than the nearest Canadian port. Against all these advantages Canadian exporters from St. John and Halifax have to draw supplies from all parts of Canada and pay inland freight charges to the seaboard, a by no means inconsiderable item. This would be remedied in a measure were a weekly service to be established as the tendency would be to carry larger stocks at tide water on account of the chance of more frequent shipment.

"Canadian exporters, if they would succeed in winning over the West India buyer, should send down their canvassing agents more frequently. Some of the larger American houses have resident agents, and it has been by keeping in close touch with our market that they have secured such a firm foothold.

"Since coming to Canada I have discovered that there is a market here for limes. These go to waste in large quantities in Jamaica for lack of a market We have an abundance of tropical fruit of all kinds which we would like to send to Canada in larger quantities than we are now doing. The United Fruit Co. seem to have it pretty well their own way in the Islands, and now there is every reason to believe that Sir Alfred Jones, who has done more than any man living to promote the fruit-growing industry in Jamaica, is working hand in hand with the combine.

"To show you how easy it is to place a Canadian product on the market, I might instance a well-known brand of soap which a Canadian business man took to Jamaica as a side line. The soap was brought before the West Indian trade, and as a result an active demand for it is springing up. We use some of your flour, and, by the way, the big Canadian millers have got into the way of sending down their representatives. Smith & Proctor, and the Canadian Creamery Co., among others, send us dairy produce. There is a steady demand for Canadian beef and pork in barrels and half barrels, and all of these articles will sell readily in far larger quantities if Canadian shippers will follow up the possibilities."

* * *

Mr. Walcott says:"The preferential tariff is accomplishing much for Canada in British Guiana. At the same time, Canadian exporters will have their troubles ousting the United States from their position of vantage there, for the simple reason that the United States have been on the ground for years, and seem to be able to meet exactly the requirements of the trade in the way of cheap merchandise.

"There are several obstacles in the way of developing international trade with Canada, and one of them is the difficulty of obtaining return freights. Not much trouble is experienced on the downward trip from Canada, nor on the upward trip in sugar crop season. Up to the present, however, during certain months it is practically impossible for Demerara exporters to make up a respectable cargo for export to Canada once a fortnight.

"In the matter of freights, Canada can compete very well, except against certain of the cut rates to New York. If there is one thing above all others that should be impressed upon Canadian exporters it is the necessity of having more constant representation there. It is not enough to send a man to British Guiana every year or two. He should go often enough to enable him to keep in close touch with trade conditions and to thoroughly learn the requirements of the market.

"Among other Canadian products we are using some Canadian lumber, although I must confess American lumber has the preference, because it comes in more even lengths and is wider than the Canadian article. Several experimental shipments of 'made in Canada' jams and jellies have been sent down, but for some reason or other they cannot compete with the standard English brands.

"The bulk of our hay comes from Canada, likewise our oats and peas. Oatmeal comes principally from Scotland and the United States. The sale of Canadian flour in British Guiana is increasing every day. The time was when the trade wouldn't have it at any price; to-day it has become a staple article in the market.

"The cereal preparations, breakfast foods, etc., so popular in Canada, are also well established in our market and I might add that the manufacturers have been quite as lavish with us in the way of advertising, sampling, etc.

"There is far too little Canadian pork and barreled meat used in British Guiana, and I would recommend Canadian provision men to make more of an effort in this direction. As a preliminary they would have to give quotations direct—as low or perhaps a little lower than New York. This would be to introduce the Canadian article in the first place. The rest would be comparatively easy.

"A large number of brooms and brushes are being imported from Canada every year, and there is room for further development. If Canadian manufacturers would meet the requirements of the trade, however, they must supply cheaper brushes.

CONDEMN CATTLE EMBARGO.

At a meeting of the Agricultural Committee on June 20, in Ottawa, the following resolution was unanimously adopted:

"That in the opinion of this committee the embargo on Canadian cattle entering the United Kingdom is most unfair and unjust, and it is a publication to the world at large that the Board of Agriculture considers it unsafe to permit Canadian cattle to come into contact with the herds in the United Kingdom, whereas it is a well-known fact that in no country other than Canada can herds be found so free from disease.

"That the scheduling of Canada by the Imperial Government is considered from a financial point of view as a serious loss to the Canadian cattle trade, the farmers and the stock raisers of the Dominion.

"That action of the Imperial Government is not justified by the facts of the case, it having been clearly proved that the disease of pleuro-pneumonia has never existed in Canadian herds.

"That in view of such conditions the removal of Canada from the schedule would be but an act of justice, and should be strenuously pressed.

"That as the Dominion is a stock-raising country, and capable of producing a large and constant supply of beef cattle, it is considered important to the Empire that no obstructions nor difficulties should be placed in the way of Canadian cattle breeders which would tend to decrease the food supply within the Empire."

ONTARIO TOBACCO IN MONTREAL.

Mr. Geo. Brown, Montreal, sold this week seven carloads of Essex County leaf tobacco to a large manufacturer in that city. This is the largest and practically the first shipment of any account that has been made to the Province of Quebec, and shows that the native-grown Quebec leaf is meeting a strong competitor in the Western Ontario product. Prices realized for the leaf were 9, 12 and 15c. delivered in Montreal.

A Knock at Your Door

Big or Little You are Alike Interested

GOLD MEDAL ST. LOUIS 1904

No matter who you are .... where located .... whether operating a large concern or conducting a village grocery .... for the well-being of your business, you must have a daily use for "**SALADA**" Ceylon Tea. No firm, company or corporation can possibly serve you as well as "**SALADA**" can.

No bulk or packet Tea upon the market has the great sale or gives the lasting satisfaction that "**SALADA**" does.

This is no bombast or idle talk, but a straight truthful business statement to earnest thinkers.

Will you recognize your opportunities and write us for a sample case.



THIS IS IT!!

BLACK OR GREEN



"SALADA," Toronto or Montreal.

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest



No. 65

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.,

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John, N.B. Gorman, Eckert & Co., London, Ont.

BRANTFORD PREPARED CORN STARCH

is a heavily advertised, staple starch product that has fulfilled its advertised promises.

Wise dealers know that they must carry **BRANTFORD STARCH** sooner or later — the sooner the decision the wiser the dealer.

Cooks are delighted with the practical, common-sense recipes on the packages, and consumers realize that there is a "bouquet" and flavor to food made with **BRANTFORD PREPARED CORN STARCH** that is deliciously different.

Don't resist the inevitable, but put in a supply of **BRANTFORD** and do it **NOW.**

BRANTFORD STARCH WORKS LIMITED

BRANTFORD, Canada

MARKETS AND MARKET NOTES

Quebec Markets.

GROCERIES.

Montreal, June 22, 1905.

TRADE conditions in wholesale grocery circles are quiet. Business is reported fairly satisfactory. No evidence of an improvement is referred to. Country orders are not heavy, and buying is all around of a hand-to-mouth character. Crop prospects are reported good from all points, and this tends toward a feeling of making it up later. Remitances are fair and about as same time last year. Sugar is weak, and this condition is keeping the trade from buying heavier, as ought to be done now that small fruits are coming in freely. Foreign markets are weak and no sign of any recovery. Teas are improving. The new Japans to hand have met with good reception, and are giving good satisfaction. Cable advices received this week show advances of 1 1-2 to 2c. per lb. in teas ranging from 16 1-2 to 18 1-2c. in Japan. Molasses season closed at the islands. Not much business turning over and prices unchanged. Syrups are somewhat quiet as well. Spices are creating interest owing to reports of shortages in crops of pepper, ginger and nutmegs, the tone of the New York market in these lines is strong, and insiders say now is good time to buy. Coffees are referred to more particularly under its own caption in market report. Canned goods quiet, and though orders for future delivery of new pack are being freely taken by syndicate brokers, everything is at open prices, and the usual conditions as to pack, etc. Green fruits are absorbing attention. Special reference in our fruit markets. Foreign dried fruits not importantly interesting. Rice and tapioca having good sale at unchanged prices. Fresh fish are plentiful, and arrivals show good stock. The black bass season having opened, this much-sought-after line is freely selling. Flour unchanged. Business quiet and a desire in the trade to hold off for lower prices. Bran is dropping fast owing to available pastures. Maple products, hops, evaporated apples and honey are quiet, and nothing to note since last quotations. Beans are somewhat firmer. Vegetables are coming into the market freely and going off well. New potatoes made their appearance last week and obtained fair reception. Eggs are easing off from 1 to 1 1-2c. a dozen during the past few days. Butter is still high and firm, and prices are tending upward still. Cheese firmer and holders hanging on for an advance. Provisions of all kinds in about same demand as last week.

Sugar—Sugar market shows no change. Business is unsatisfactory so far this month from the refiners' standpoint, who naturally expected, as is usual at this time of the year, a heavy output. The weakness shown by the raw and foreign beet markets has had the effect of holding buyers off. The French beet refiners have been discouraged by the weakness shown and the unprofitableness of business during the past year, and it is reported that unless prices improve a large number of factories will not operate next season. The s.s. Yanariva, from the West Indies, discharged 4,000 tons of raw sugar here last week for one of the local refineries. The wholesale trade claim only moderate business and not up to last year's trade.

Granulated, obls.	$5 15
" ½-bbls	5 10
" bags	5 10
Paris lump, boxes and bbls	5 65
" " ½-boxes and ½-bbls	5 75
Extra ground, bbls	5 50
" 50-lb. boxes	5 70
" 25-lb. boxes	5 80
Powdered, bbls	5 30
" 50-lb. boxes	5 50
Phoenix	5 10
Bright coffee	5 00
" yellow	4 95
No. 3 yellow	4 90
No. 2 "	4 75
No. 1 " bbls	4 65
No. 1 " bags	4 70
Raw Trinidad	4 50
Trinidad crystals	4 85 4 90

Syrups and Molasses—There is no change in the local molasses situation, prices remaining at basis of 38c. per gallon for puncheons Barbadoes. Reports from the islands indicate market as closed, last shipments having gone forward and only small tail-ends left. The s.s. Yanariva, discharging at this port, brought 2,600 puncheons, 1,600 of which were delivered at Quebec for Quebec account.

Barbadoes, in puncheons	0 38
" in barrels	0 40½
" in half-barrels	0 41½
New Orleans	0 22 0 35
Antigua	0 33
Porto Rico	0 45
Corn syrups, bbls	0 02¾
" ½-bbls	0 02¾
" ¼-bbls	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

Tea—Tea conditions are more active. Cable advices from Japan say that Japan teas over 18c. are 2c. per lb. higher, and under that figure 1 1-2c. higher. There is very little demand for new teas at present, but considerable business is expected for third crop teas. Ceylon greens have been very active during the past week, several large invoices having been purchased on the London market for Canada, and these teas have shown considerable improvement. Ceylon blacks are in fair demand, Indian blacks are dull. In China greens, owing to the anticipated adoption of standards, there has been some little stir in the market, and large quantities of teas have been bought up with the expectation that they will advance from 3c. to 4c. per lb. from the fact that all low grades would, under these circumstances, be prevented from coming into Canada. One broker advised The Grocer of having returned to England a lot of 500 half-chests which had failed to pass the inspectors. Oolongs unchanged.

Japans—Fine	0 26 0 28
Medium	0 20 0 24
Good common	0 18
Common	0 12½ 0 15
Ceylon—Broken Pekoe	0 25 0 38
Pekoes	0 17 0 20
Pekoe Souchongs	0 15 0 20
Indian—Pekoe Souchongs	0 15 0 18
Ceylon greens—Young Hysons	0 16 0 18
Hysons	0 14½ 0 15
Gunpowders	0 13½ 0 14
China greens—Pingsuey gunpowders	0 12 0 12
Congous—Kaisows	0 12
Pakling boxes	0 12 0 14

Coffee—The coffee market shows no change. Business is very quiet, and, as usual during the warm season, the consumption shows a dropping off. New York markets have been very much easier and are weak. A leading importer and roaster predicted easier prices in the near future. European markets have been heavy buyers in New York during the past two weeks. Some free selling by a prominent Santos house of Santos coffee for August-September and August-October deliveries has caused weakening in this grade.

Good Cocutas	0 10 0 10½
Choice "	0 11½ 0 12½
Jamaica coffee	0 10½ 0 11
Java	0 18 0 22
Mocha	0 17 0 20
Rio	0 09½ 0 11

Watt, Scott & Goodacre, Montreal, in their weekly coffee report advise as follows: The natural strength of Brazil coffees has been demonstrated during the past week in New York. Commercial coffees have not varied over 3-8c., against 95 points of fluctuation for option (exchange) transactions. Allied with the bears are the large roasting interests, whose policy it is to hold the market down until they have secured their future supplies on a low basis. Bulls continue to repeat their arguments, drawn from statistics, showing that the world's visible has decreased 1,500,000 bags and claim the decrease in the invisible (coffees held by jobbers) is 500,000 bags. It is said that production cannot be materially increased from three to five years, whereas consumption is advancing by over 500,000 bags per annum. Although options are now 30 points above this date last year, the grower is getting about 25 per cent. less for his coffee, owing to difference in rates of exchange.

The crop in Brazil is passing through its annual frost period; but June and July frosts are nature's pruning of the trees and are beneficial. An August frost is dangerous, and a September frost is fatal.

Willett & Gray conclude their last report as follows: "If under these (statistical) circumstances the markets are declining, weak speculators liquidating, other parties selling short, and the trade proper holding back, it will all

contribute to a most healthy position and help to create an advance in keeping with the decrease in stocks."

Spices—In sympathy with New York market local conditions are improved, and more activity in all lines of spices is noticeable. The tendency is steadily upward, the basis of which is the short crops of peppers, gingers and nutmegs. New York reports large trading in peppers and nutmegs and activity in cloves. This seems to be a good time to buy rather than trust to future supplies. The short crop reports have undoubtedly influenced buyers.

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger	0 12	0 20
Cloves, whole	0 17	0 30
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 25	0 50

Canned Goods—There is very little doing in canned goods, fresh fruits and early vegetables having made an inroad on the consumption. Canned tomatoes, which are usually the last to show a falling off, are showing poorer turnover, as fresh tomatoes are arriving in heavier lots and getting within reach of the consumer. Orders for new pack have been freely booked by the agents of the Canadian Canners, Limited. Salmon orders also are being booked at open prices. The salmon situation at the coast, however, is in an uncertain condition, owing to trouble and differences among the packers, and buyers are holding off a little more in consequence than they otherwise would.

	Per doz.	
Corn, 2-lb. tins	$1 20	
" 2-lb. sucotash	1 25	
Gallon corn	5 00	
Tomatoes, 3-lb. tins	1 30	
Gallon tins	3 60	
Sugar beets	$0 85	0 95
2's Asparagus Tips	2 50	
2's Beaus, Golden Wax	0 80	
2's " Refugee or Valentine	0 82½	
2's " Crystal Wax	0 92½	
2's Peas, No. 4 "Standards"	0 82½	
2's " No. 3 "Early Junes"	0 85	
2's " No. 2 "Sweet Wrinkled"	0 95	
2's " No. 1 "Extra Fine Sifted"	1 30	
2's Table Spinach	1 40	
Pears—Flemish Beauty, Bartletts and pie in 2, 2½ and 3's	$1 15	$2 20
Peaches—White, yellow and pie, 1½'s, 2's, 2½'s, 3's	1 25	2 82½
Gallon pears	3 15	3 67½
" peaches	3 55	4 50
Pumpkins, 3-lb. tins		0 72½
" gal		2 50
3-lb. squash		1 00
2's Cherries, red, pitted		2 20
2's " red, not pitted		1 75
2's " black, pitted		2 20
2's " black, not pitted		1 75
2's " white, pitted		2 40
2's " white, not pitted		2 00
2's Currants, red, heavy syrup		1 57½
2's " red, preserved		1 77½
Gals. " red standard		4 75
Gals. " red, solid pack		7 00
2's " black, heavy syrup		1 75
2's " black, preserved		2 05
Gals. " black, srandard		4 00
Gals. " black, solid pack		8 00
2's Gooseberries, heavy syrup		1 62½
2's " preserved		1 85
Gals. " standard		7 25
2's Lawtonberries, heavy syrup		1 57½
2's " preserved		1 85
Gals. " standard		4 97½
2's Pineapple, sliced		2 25
2's " grated		2 35
3's " whole		2 50
2's Plums, Damson, light syrup		1 00
2's " " heavy syrup		1 20
2½'s " " " "		1 57½
3's " " " "		1 85
Gals. " " standard		2 95
2's " Lombard, light syrup		1 05
2's " " heavy syrup		1 35
2½'s " " " "		1 62½
3's " " " "		1 90
Gals. " " standard		3 15
2's " Green Gage, light syrup		1 15
2's " " heavy syrup		1 47½
2½'s " " "		1 72½
3's " " "		2 00
Gals. " " standard		3 45
2's " Egg, heavy syrup		1 52½
2½'s " " "		1 80
3's " " "		2 10
2's Raspberries, red, heavy syrup		1 40
2's " " preserved		1 60
Gals. " " standard		5 00
Gals. " " solid pack		8 00
2's " black, heavy syrup		1 35
2's " " preserved		1 50
Gals. " " standard		4 75
2's Rhubard, preserved		1 15
3's " "		1 90
Gals. " standard		2 62½
2's Strawberries, heavy syrup, 1903 pack		1 47½
2's " " 1904 pack		1 60
2's preserved		1 75
Gals. " staudnrd		5 50
Gals. " solid pack		3 50

Rice and Tapioca—Rice is having only the usual sale. The improvement shown lately in the demand for the Summer trade in rice is being maintained. Tapiocas also are improving in demand, and the firmness shown in the foreign markets for these goods is being reflected slightly here, though no advances in prices are noted, and our quotations of last week still rule. We quote:

B rice, in 10 bag lots	2 95
B rice, less than 10 bags	3 05
C rice, in 10 bag lots	2 85
C rice, in less than 10 bag lots	2 95

Foreign Dried Fruits—Business locally is of a quiet character. Interest is being taken in reports of new fruits and crop conditions. Stocks of currants in jobbers' hands are small, but shortages are being covered in Patras, which is steady at recent advances. As regards Valencia raisins, an interesting report from Wm. Rogers & Co. states that the flowering period is on the whole favorable. Since that time the district of Valencia has been favored with beneficial showers, making the outlook for good crop bright. In consequence shipments will probably commence about the same date as last season, but at somewhat lower prices if the farmers have learned a lesson from their experience of 1904. Re Eleme figs, Smyrna reports all corroborate a favorable outlook for a fair crop of good quality. Speculative prices already made have attracted considerable attention amongst jobbers.

Valencia Raisins—		
Fine off-stalk, per lb	0 05	0 06
Selected, per lb		0 06½
Layers, "	0 07	0 07½
Dates—		
Dates, Hallowees, per lb	0 04	0 04½
Californian Evaporated Fruits—		
Apricots, per lb		0 13½
Peaches, "		0 10½
Pears, "		0 13
Malaga Raisins—		
London layers		2 00
"Connoisseur Clusters"		2 50
" ½-boxes		0 80
"Royal Buckingham Clusters," ½-boxes		1 10
" boxes		3 50
"Excelsior Window Clusters,"		4 50
" " ⅛s		1 35
Californian Raisins—		
Loose muscatels, per lb	0 07½	0 08
" " seeded, in 1-lb. packages	0 08	0 09
" " 2 crown		0 06
" " 3 crown		0 06½
" " 4 crown		0 08
	Per lb.	
Prunes—		
30-40s		0 08½
40-50s		0 08
50-60s		0 07
60-70s		0 06
70-80s		0 06
80-90s		0 05
90-100s		0 05
Oregon prunes (Italian style), 4's-50s		0 08
" " 50-60s		0 07
Oregon prunes (French style), 60-70s		0 06
" " 90-100s		0 04
" " 100-120s		0 04
Currants—		
Filiatras, uncleaned		0 04½
Fine Filiatras, per lb., in cases	0 04½	0 05
" " cleaned	0 04½	0 05½
" " in 1-lb. cartons	0 05½	0 06
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 06
Sultana Raisins—		
Sultana raisins, per lb	0 06½	0 08
" 1-lb. carton		0 09
Eleme Table Figs		
Six crown, extra fancy, 40-lb. boxes		0 13
Four crown, fancy, 10-lb. boxes		0 09
Three crown	0 07	0 07½
Glove boxes, fine quality, per box		0 11
Fancy washed figs, in baskets, per basket		0 20
" pulled figs, in boxes, per box		0 22
" stuffed figs, " "		0 28
12-oz. boxes	0 06½	0 07

Shelled Walnuts—Fair stocks only are in ice-houses against Summer and Fall requirements. The market in Bordeaux remains steady.

Shelled Almonds—The new crop is progressing favorably, and a market in favor of consumers is anticipated. Mayettes are dearer and scarce, with desirable stock particularly in small compass.

Filberts—The Messina market is appreciably dearer for futures, poor crop being again expected.

Pea Nuts—Mr. George Brown, of Montreal pea nut fame, reports prospects for new crop Virginia pea nuts uncertain. Planters are seriously thinking of cutting down and cultivating cotton instead. Latest quotations f.o.b. shipping points: Sums 5c., Diamond G 3 3-4c., Coons 3c., and Fancy Bon Ton at 6 3-4c.; Shelled No. 1 Spanish 6c., No. 1 Virginia at 5c., Shelled No. 2 Spanish 3 3-4c. No. 2 Virginia at 2 3-4c.

Fish—Fish dealers report a good demand for all lines of fresh fish. Gaspe and Restigouche salmon are now in full season and selling well at low prices. B.C. salmon is at present out of the market. The quality of the new fish is very fine, owing to cool weather. There are large arrivals of Canadian mackerel coming freely and of the choicest sort. Salt fish is quiet, except boneless and skinless cod, which enjoy a little better demand. Dealers report very litfle doing in smoked fish.

Black bass, of which there are fair arrivals, is now in season. It is of first quality and selling at 10 cents. In general, business is very good for this time of the year. Halibut is also scarce. We quote:

Black bass	0 10
Fresh mackerel, per lb	0 08
Shad, each	0 20
Gaspe Salmon, per lb	0 14
Sturgeon	0 09
Boiled lobsters	0 14
Dore, fresh	0 07½
Fresh white fish	0 07½
Lake trout	0 07½
Brook trout	0 18
Choice select hulk oysters, per gal	1 50
Haddics	0 07
Bloaters in boxes, 100 fish	1 00
Yarmouth bloaters, 60 fish per box	1 10
Smoked herring, per box, new	0 11
Fresh haddock, per lb	0 04
Fresh pike	0 06½
Fresh halibut	0 12
Fresh steak cod	0 05
No. 1 Labrador herring in 20-lb. pails	0 80
" " " half bbl	3 00
No. 1 Holland herring, per half bbl	6 50
No. 1 Scotch herring, " "	6 50
" " " per keg	1 00
Holland herring, per keg	0 65 0 75
No. 1 salt mackerel, pail of 20 lbs.	2 00
Skinless cod (100-lb. cases), per cas	5 50
Boneless cod, 1 and 2-lb. blocks, per lb	0 06
" fish " " "	0 05½
" fish, loose, in 25-lb. boxes	0 04½
Labrador salmon, half bbl	9 00
" " (200 lbs.) bbls	17 00
" " large (300 lbs.)	24 00
B.C. salt salmon, bbl	15 00
" " ½ bbl	8 00
Lake trout, salt, 100 lbs	4 50
Sea trout in bbls, 200 lbs	10 00
" half bbls	5 50
Marshall's kippered herring, per doz	1 40
Canadian kippered, per doz	1 00
Canadian ¼ sardines, per 100	3 75
Canned cove oysters, No. 1 size, per doz	1 30
Canded cove oysters, No. 2 size, per doz	2 25

Country Produce.

Maple Products—The prevailing activity, noticeable for some weeks on account of cool weather, is now waning. The abundance of fruits on the market

1892 **12** 1904

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Hasn't scratched yet!!!

RETURNED JUN 23 1905

Bon Ami

The Best Scouring Soap

CLEANS		CLEANS AND POLISHES	POLISHES	
Woodwork	Paint	Windows	Nickel	Steel
Oil Cloth	Kettles	and	Brass	Copper
Bath Tubs	Marble	Mirrors	Tin	Aluminum

Ask your grocer for a cake. Read the directions inside the wrapper



RETURNED JUN 23 19

Cases 3 doz.

$1.19 per doz. or $14.28 per gross F.O.B. wholesaler's shipping point. Lots of 5 gross $13.40 per gross. Delivered to any railway station in Maritime Provinces, Quebec, Ontario, Manitoba, N.W.T., and B.C. Terms, net 30 days or 1 per cent. 10 days.

TALBOT FRÈRES
TRADE MARK
BORDEAUX

RETURNED JUN 23 1905
To Montreal
Cut Book 36
Page 87

FRENCH PEAS

July Delivery. ***Interesting Prices***

CASES 100 TINS

SUR EXTRA FINS, -	$15.00.	FINS, - - -	$11.00.
EXTRA FINS, -	13.00.	MI-FINS, - - -	9.00.

Terms, F.O.B. Montreal, net 30 days or 1 per cent. 10 days.

Alexander Cairns & Sons' Most Delicious Combinations of Dainties

Marmalades, Jams and Jellies

Your stock is not complete if you have not these varieties on hand.

HUDON, HEBERT & CIE.

Montreal

Agents in Canada

THE MOST LIBERALLY MANAGED FIRM IN THE DOMINION.

and the soon-coming Canadian berries and other home-grown fruits check the sales of maple products. Dealers do not expect any renewed activity before the Fall, when sugar and syrup will be in better demand. Prices are firm, with little tendency to change.

Maple syrup, in wood, per lb	0 06	0 06½
" in large tins	0 07½	0 07½
Pure new sugar, per lb		0 10
Pure Beauce County, per lb	0 06	0 07

Honey—No change has taken place since last week. Stocks are not very large, but still plentiful enough to meet small demand. No change in prices.

White clover, extracted tins	0 07	0 07½
" kegs	0 07½	0 07½
" comb	0 13	0 13½
Buckwheat	0 06	0 06½

Beans—A sudden demand has sprung up in beans, and owing to this, high prices are looked for. Advices from the west say that $1.60 is being refused, and that crop prospects are very poor. The local demand is very good, but stocks are too light to meet requirements. We quote:

Choice prime beans	1 65	1 70
Lower grades	1 40	1 50

Hops—There is litle doing in hops. A general scarcity is still prevailing, and there is no demand locally. Prices remain at a high standing and firm.

B.C.	0 36	0 38
Choice Canadian	0 25	0 30
Fair to good	0 24	0 26

Evaporated Apples—There is nothing new in evaporated apples. Dealers report a still poorer condition than last week. Demand has completely dropped. They are firm at 6 1-4 to 6 1-2 cents. Dried apples very dull at 3 to 3 1-2 cents.

Flour, Feed and Meal.

Flour—An interview with leading dealers shows little change in the flour trade. Demand is fairly good, but not increasing very fast. No remarkably large orders are coming in, for they are kept back in the hope to see prices decline. However, this is not expected to take place before the new wheat arrives, as at present wheat is high and very firm. Local business is considered good, but only steady. Some 20,000 sacks have been exported last week to Great Britain. Prices remain same and firm.

Royal Household		5 60
Glenora		5 30
Manitoba spring wheat patents	5 40	5 60
" strong bakers	5 10	5 30
Winter wheat patents	5 30	5 50
Straight rollers	5 00	5 10
Extra	4 50	4 60
Straight rollers, bags, 90 per cent	2 40	2 50

Feed—Feed trade is active with a good demand generally. Bran has gone down 50 cents per ton, with decreasing demand. Mouillie is selling steadily at firm prices. Dealers do not expect any improvement in the near future owing to cattle being sent to pastures, and locally prices will soon become easier. We quote:

Manitoba bran, in bags, per ton	16 50	17 00
" shorts	19 00	20 00
Ontario bran, in bulk	17 00	18 00
" shorts	19 00	20 00
Mouillie	24 00	27 00

Rolled Oats—Trade is dull. Rolled oats meet with very small demand. Oatmeal sells a little better, but there is no particularly good demand for it. Prices are the same, but some shading is done. We quote:

Fine oatmeal, bags		2 25
Standard oatmeal, bags		2 50
Granulated " "		2 40
Rolled oats, "	2 20	2 25
" bbls	5 00	5 10

Hay—There is hardly any change for the better. Old stocks are still large and moving very slowly. Choice hay such as No. 1 is scarce, and No. 2 is said not to be too plentiful. No. 3, however, is in good quantity. Demand in general is not very heavy, but farmers are not sending as much old hay as a few days ago. Dealers are looking for better conditions in a week or two. Prices are the same.

No. 1 timothy	9 00	9 25
" 2 " choice		8 00
" 2 " ordinary	7 00	7 25
Clover	6 50	7 00
Clover mixed	7 00	7 25

Ontario Markets.

GROCERIES.

Toronto, June 22, 1905

TORONTO wholesale grocers report a satisfactory week's business, although they say the trade has been of an assorted nature rather than a feature of any one or two particular lines. Conditions in the country are showing a marked improvement, particularly in Northern Ontario and Muskoka points where the tourist trade is beginning to set in. Canned goods are moving seasonably. Considerable anxiety is expressed as to the 1905 pack of corn, the recent cold, damp weather having necessitated replanting in certain localities which means at best a very late crop. Sugar is moving into consumption only fairly well and the trade say that the sugar business is perhaps the most disappointing of any of the grocery staples this season. Apparently the high price has curtailed consumption. On Wednesday, June 21, there was a further decline of 10c. all round in Canadian refined, following a decline of 20c. in New York.

Second-picking Japan teas are being offered for sale on the market; the local trade, however, require something different, in price and quality, and are showing little interest. The dried fruit market continues firm and shipments to arrive will be quoted at higher prices.

The Toronto Summer fruit market opened on Tuesday, June 20, with all the wholesale houses except one represented. Domestic strawberries are beginning to come freely to the market, and if we have a few days of favorable weather the season will be at its height by the middle of next week. Provisions are in active demand, and in dairy produce, cheese is quoted somewhat higher than last week on account of the firm ideas of sellers, induced, no doubt, by higher quotations from Great Britain.

Canned Goods—The warm weather has brought about a decided improvement in the demand for canned fish and canned meats. We are now entering upon the holiday season when all these goods will be in brisk demand among picnickers. The usual enquiry for vegetables and fruit is noted, particularly gallon apples. The interest of the trade seems to be gradually turning to the market for future canned goods. The recent cold, damp weather has checked the growth of corn, and in many cases it has been found necessary to replant. This means that the crop will be very late and in serious danger of being damaged by frost. In fruits, prospects are that there will be a fair to good sized crop in almost all lines. There will probably be a noticeable falling off in the consumption of canned fruit now that we have entered upon the domestic green fruit season. Our quotations are as follows:

Tomatoes, 3's	1 25	1 30
Corn, 2's	1 10	1 20
Peas, 2's	0 82½	1 30
Sliced beets, 2's		0 85
" " 3's		0 95
" " whole		0 95
Pumpkin, 3's		0 75
" gal		2 50
Squash		1 00
Asparagus tips, 2's		2 75
Golden waxed beans, 2's		0 80
Refugee or Valentine beans, 2's		0 85
Crystal waxed beans, 2's		0 92½
Spinach, 2's		1 40
" 3's		1 80
Baked beans, plain, 1's		0 45
" " 2's		0 72
" " 3's		0 90
Tomato sauce, 1's		0 50
" " 2's		0 78
" " 3's		1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's		0 90
" " gal		4 50
" jugs		7 70
Apples, standard, 3's	0 85	0 90
" preserved, 3's		1 47½
" standard, gal	1 70	2 00
Pears, Flemish Beauty, 2's		1 52½
" " " 3's		2 00
" Bartlett, 2's		1 87½
" " 3's		2 82½
" whites, 2's		1 72½
" " 3's		2 67½
Peaches, pie, 3's		1 25
Cherries, red, pitted, 2's		2 20
" not pitted, 2's		1 75
" English black, pitted, 2's		2 20
" " not pitted, 2's		1 75
" white wax, pitted, 2's		2 42
" " not pitted, 2's		2 00
Lawtonberries, heavy syrup, 2's		1 57½
" preserved, 2's		1 75
" standard gal		4 97½
Plums, Damson, light syrup, 2's		1 00
" heavy syrup, 2's		1 30
" " 3's		1 85
" Lombards, light syrup, 2's		1 05
" " heavy syrup, 2's		1 35
" " 3's		1 90
" green gage, light syrup, 2's		1 15
" " heavy syrup, 2's		1 47½
" " 3's		2 00
" egg, heavy syrup, 2's		1 52½
" " 3's		2 10
Pineapple, sliced, standard, 2's		2 35
" extra " 2's		2 47½
" grated, " 2's		2 62½
Raspberries, red, heavy syrup, 2's		1 40
" " preserved, 2's		1 60
" black, heavy syrup, 2's		1 35
" " preserved, 2's		1 50
Rhubarb, preserved, 2's		1 15
" " 3's		1 90
" " gal		2 62½
Strawberries heavy, syrup, 2.s		1 60
" preserved, 2's		1 75
Lobster, talls		3 50
" 1-lb. flats		3 85
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Sockeyes—		
1-lb. talls, 5 cases and over		1 77½
1-lb. talls, less than 5 cases		1 80
1-lb. flats, 5 cases and over		1 90
1-lb. flats, less than 5 cases	1 87½	1 92
½-lb. flats, 5 cases and over		1 17
½-lb. flats, less than 5 cases		1 20
Salmon, "Clover Leaf."		
Chums	0 95	1 00½
Sardines, Sportsman ¼'s		0 14
" ½'s		0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ½'s	0 25	0 27
" P. & C., ¼'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04½
" " ½'s	0 09	0 11½
" Mustard, ½ size, cases 50 tins, per 100	8 00	9 00
Haddies, per doz		1 00
Haddies, per case	4 00	4 50
Kippered herrings, domestic		1 00
" " imported	1 45	1 50
Herrings in tomato sauce, domestic		1 00
" " " imported	1 40	1 45
California ripe olives, tins, per doz		4 50
Corned beef, 1s, per doz		1 45
" 2s, "		2 60
" 6s, "		7 80
" 14s, "		18 00
Lunch tongues, per doz		2 75
Potted meats, ½s, "	0 47½	0 50
" ½s, "	0 85	1 00

Sugar—Another decline of 10c. all round in the price of Canadian refined is recorded this week, effective on Wednesday, June 21, at 4.30 p.m. This decline followed one of 20c. in New York effective the same day. Sugar has been, perhaps, the most disappointing feature

of this season's grocery trade. May and June are usually months that witness a big demand for the article. This year, however, consumption has been curtailed apparently on account of the increased cost. We quote the following prices:

Paris lumps, in 50-lb. boxes	5 78
" in 100-lb. "	5 68
St. Lawrence granulated	5 13
Redpath's granulated	5 13
Acadia granulated	5 08
Berlin granulated	5 08
Phoenix	4 98
Bright coffee	4 98
Bright yellow	4 88
No. 3 yellow	4 88
No. 2 "	4 73
No. 1 "	4 63

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

Syrups and Molasses—Molasses are moving into consumption rather slowly and the demand for syrup, including corn syrup, is only fair. We quote as follows:

Syrups—	
Dark	
Medium	0 33 0 34
Bright	0 35 0 37
Corn syrup, bbl., per lb	0 02½
" ½-bbls "	0 02¾
" kegs "	0 03
" 3 gal. pails, each	1 30
" 2 gal. " "	0 90
" 2-lb. tins (in 2 doz. case) per case	1 90
" 5-lb. " (in 1 ") "	2 35
" 10-lb. " (in ½ ") "	2 25
" 20-lb. " (in ¼ ") "	2 10
Molasses—	
New Orleans, medium	0 28 0 35
" " ½ bbls	0 30 0 35
" open kettle	0 45 0 50
Barbadoes, extra fancy	0 45 0 50
Porto Rico	0 42 0 48
West Indian	0 32 0 35
Maple syrup—	
Imperial qts	0 27½
1-gal. cans	0 95 1 00
5-gal. cans, per gal	1 00
Barrels, per gal	0 75
5-gal. Imp. brand, per can	4 50
1-gal. " per case	5 10
½-gal. " "	5 60
Qts. " "	6 00

Coffee—There is very little of special interest to note in coffee for the week under review. This is the quiet season for local trade and the speculative market, although exhibiting the usual fluctuations, is more or less dull, partly on account of the weakness of the European market and partly on account of the continued smallness of the Brazil crop movement, owing to labor troubles in primary markets. We quote:

	Per lb.	
Green Rios, No. 7	0 10	0 10½
" " No. 6		0 11
" " No. 5		0 11½
" " No. 4		0 12
" " No. 3		0 12½
" Mocha	0 21	0 23
" Java	0 22	0 35
" Santos	0 11	0 13
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
Green, Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracaibo	0 16	0 23

Teas—The tea market for the season has opened in Calcutta and cables to hand name a low price for common teas, which is in harmony with values both in London and Ceylon. Beyond the market news, however, Calcutta teas have little interest for Canadian buyers so early in the season, as they are of undesirable character.

Cables from Japan this week quote second crop teas on about the same basis as this time last year. General reports as to the character of teas are favorable both in regard to leaf and liquor. Canadian buyers have shown but little interest as tea sales generally are not very brisk. Since desirable teas must be secured within the next month, early activity in the market is looked for. We quote the following prices:

Congou—half-chests, Kaisow, Moning	0 12 0 60
caddies, Pakling	0 19 0 40
Indian—Darjeelings, Pekoe souchongs	0 20 0 22
" Pekoes	0 25 0 30
" Orange Pekoes	0 35 0 45
Indian—Assam, Orange Pekoes	0 25 0 40
" Pekoes	0 18 0 20
" Pekoe Souchongs	0 16 0 18
Ceylon—Broken Orange Pekoes	0 22 0 40
Orange Pekoes	0 22 0 29
Pekoes	0 18 0 24
Pekoe Souohong	0 14 0 16
China Greens—Gunpowder, cases, extra first	0 35 0 42½
" half-chests, ordinary firsts	0 22 0 28½
Young Hyson, cases, sifted, extra firsts	0 37½ 0 47
" cases, small leaf, firsts	0 30 0 37
" half-chests, ordinary firsts	0 22½ 0 32½
" " seconds	0 22 0 24½
" " thirds	0 15 0 17
" " common	0 14
Pingsueys—Young Hyson, ½-chests, firsts	0 25 0 30
" " seconds	0 16 0 18
" half-boxes, firsts	0 25 0 30
Japan—½ chests, finests May pickings	0 34 0 38
Choice	0 31 0 36
Finest	0 27 0 29
Fine	0 24 0 27
Good medium	0 19 0 21
Medium	0 17 0 19
Good common	0 18 0 19
Common	0 13 0 14
Dust	0 06 0 08

Spices—The usual demand is noted for spices and quotations continue unchanged. Nutmegs are reported to be showing an advancing tendency. We quote as follows:

Spices—

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 25	0 35
" white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 14	0 17
Cassia	0 21	0 25	Mace	0 80	0 90
Nutmeg	0 45	0 75			

Rice and Tapioca—More than the usual volume of trade has been doing during the week in tapioca on account of the advance noted last week. The rice situation continues unchanged. We quote as follows:

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, June 22, 12.30 p.m.

BUTTER—No change. Firm market. Cable offers received under what dealers will accept.

CHEESE—Steady market. Inquiries for Quebec make active; 9½ to 9⅝c. is asked. Finest Ontario, 9¾ to 9¾c.

EGGS—Steady market. Prices easing off, some country buyers paying 15c. Look for lower prices next week.

PROVISIONS—Tone of market steady in all lines. Fair trade. Smoked meats, good business. No change in prices.

Rice and Taploca—

	Per lb.			Per lb.	
Rice, stand. B	0 03¼	0 03¾	Taploca, staple		003¼
Rangoon	0 03⅜	0 03¾			
Patna	0 05	0 05¼	" double goat		0 05¼
Japan	0 05½	0 06½	Carolina rice	0 08	0 08½
Sago	0 03¼	0 04	Louisiana rice	0 05	0 07

Foreign Dried Fruits — The dried fruit market for the week may be summarized as "firm." Fresh shipments arriving will be on a higher basis of prices than for some time past. This refers particularly to prunes, Valencia raisins and candied peel. We quote as follows:

Prunes—

	Per lb.			Per lb.	
100-110s		0 04½	60-70s	0 05½	0 06
90-100s	0 04½	0 04¾	50-60s	0 07½	0 07½
80-90s	0 05	0 05½	40-50s	0 08	0 08½
70-80s	0 05¼	0 05¾	30-40s	0 09	0 09¼

Candied Pee's—

	Per lb.			Per lb.	
Lemon	0 08¾	0 10	Citron	0 15½	0 17
Orange	0 09½	0 10½			

Figs—

Elemes, per lb	0 08 0 0 13

Apricots—

	Per lb.	
Californian evaporated	0 14	0 15

Peaches—

	Per	lb.
Californian evaporated	0 13	0 13½

Pears—

California evaporated, per lb	0 15

Currants—

	Per lb.			Per lb.	
Fine Filiatras	0 04¾	up	Vostizzas	0 07	0 07½
Patras	0 06	0 06½			

Raisins—

	Per lb.	
New selects	0 05	0 05½
Sultana	0 05½	0 10
Californian seeded, 12-oz. Muscatals	0 06¾	0 07
" " 1-lb. boxes "	0 07	0 08½
" unseeded, 2-crown. "		0 07¼
" " 3-crown "	0 05¾	0 07
" " 4-crown "	0 07	0 08

Dates—

	Per lb.			Per lb.	
Hallowees	0 04	0 04½	Fards new choicest	0 09	0 10½
Sairs	0 04		" new choice		0 09¼

Foreign Nuts—Locally actual trade in foreign nuts is quiet. Quotations on last season shelled nuts is at a higher point than last season at this time, and prices are generally opening up higher. The principal item of interest at the present time is the firmness of the peanut market. Stocks held in Virginia at the present time are smaller than during the past few years. Norfolk usually has at this season from 75,000 to 150,000 bags in the hands of commission men and speculators. To-day there are no more than 30,000 bags, and many of the cleaners have virtually sold out. We quote:

(The following quotations on peanuts are for sack lots, green.)

Selected Spanish	0 08½
A 1's, banners and suns	0 08¾
Japanese Jumbo's	0 08½
Virginia "	0 10

For sack lots roasted add 1c. to above quotations. For small, 2c

Almonds, Tarragona, per lb	0 12 0 12½
Walnuts, Grenoble, "	0 12½
" Bordeaux, "	0 09 0 10
Filberts, per lb	0 10
Pecans, per lb	0 13 0 15
NewBrazils, per lb	0 13 0 14
Cocoanuts, Jamaica, per sack	4 50
Italian Chestnuts, per lb	0 08

Evaporated Apples—Trade in this article is on the quiet side and last week's quotations, viz., 6 3-4 to 7c. continue unchanged.

Dried and Cured Fish—There is practically little or nothing doing in this line of the grocery trade at the present time. For some reason or other the consuming public when they want fish prefer fresh fish. Prices continue unchanged. We quote:

Boneless fish, per lb	0 04½
Cod fish, 1-lb. bricks	0 06½
Boneless cod, per lb	0 08 0 10
Quail-on-toast, per lb	0 06
Flitched cod fish, in cases of 100 lbs., per lb	0 06

Fresh Fish—White fish and salmon are in very active demand at prices unchanged from last week. Other seasonable varieties are selling on the market in fair volume. We quote:

Fresh halibut, per lb	0 09
" haddock "	0 06
" trout "	0 07½
" cod steak, per lb	0 07
" lobsters, boiled, each	0 15
" B.C. salmon, per lb	0 20
Shrimps, per gal	1 15 1 25
White fish, per lb	0 08

Country Produce.

Eggs—Receipts of eggs have been only fair during the week, the usual thing at this season of the year. Prices are perhaps a shade easier than last week, although quotations may be said to be abnormally high. An interesting article on the egg situation in Great Britain will be found on another page of this paper. A number of suggestions are offered which may be useful to the Canadian egg exporter. We quote as follows:

New laid eggs, per doz	0 16½ 0 17

Beans—There are very few beans in the country, and very little demand for

the article. Prices continue as last advised. We quote as follows:

Beans, handpicked, per bush	1 80	1 85
" prime, No. 1	1 65	1 70
" prime, No. 2	1 50	1 60
" Lima, per lb	0 07	0 07½

Honey—The trade show very little interest in honey as usual at this season of the year, and our quotations are nominal. We quote:

Honey, extracted clover, per lb	0 07½	0 08
" sections, No 1, per doz	1 90	2 00
" " No. 2, "		1 65
" Buckwheat, per lb	0 05	0 06
" " sections per doz	0 75	1 00

Maple Products—A little maple syrup and sugar is being sold, although this article is decidedly on the wane for the present season. We quote:

Maple sugar, 1 lb cakes, per lb	0 09	0 10
" large cakes in tubs, per lb		0 08
Maple syrup, per imperial gal		0 90
" " wine gal		0 65
" " imperial quarts		0 25
New maple syrup, per imperial gal		1 50
" " per wine gal		0 85

Grain, Flour and Breakfast Foods.

Grain—Local grain trade is very quiet and practically featureless for the week. Manitoba wheat is jumping up and down, everything being in an unstable condition pending the maturing of the western grain crop. The only change from last week is an advance of 1c. in Manitoba wheat Northern No. 1. Northern No. 3 is down 1 1-2c. We quote the following prices:

All on track Toronto.		
Manitoba wheat, Northern No. 1		1 09
" " " No. 2		1 05
" " " No. 3		0 93
Red, per bushel, new		1 02
White " "		1 02
Barley " "	0 50	0 52
Oats " "	0 47½	0 48
Peas "	0 77	0 78
Buckwheat " nominal	0 63	0 64
Rye, per bushel, " "	0 66	0 67

Flour—The flour market continues practically unchanged from last week. We quote:

Manitoba wheat patents, per bbl. in bags	5 20	5 50
Strong bakers " "	5 00	5 20
Ontario wheat patents " "	4 80	4 90
Straight roller " "	4 75	4 80

Breakfast Foods—During the week an advance of 40c. all round in rolled oats has been recorded. This is owing to the continued high price of oats; the trade were in hopes that the firmness of the raw material was only temporary, and until this week kept prices at a normal basis. In other lines of breakfast foods market conditions are unchanged. Quotations continue:

Oatmeal, standard and granulated, carlots, on track, per bbl	4 90
Rolled wheat in boxes, 100 lbs	2 90
" " 50 lbs	1 50
Rolled oats, standard, carlots, per bbl., in bags	4 75
" " " " in wood	5 00
" " " " for broken lots	5 00
Rolled wheat, per 100-lb. bbl	3 00
Cornmeal	3 35
Split peas	5 00
Pot barley, in bags	4 00
" in wood	4 25

Hides, Tallow, Skins and Wool—During the week an advance of 1c. in the price of unwashed wool new clip has been recorded, also an advance of 1c. in wool washed fleece. Wool is being pretty well picked up through the country; general trade is quiet and without particular indications. We quote the following:

Hides, No. 1 green steers, per lb		0 10
" " 2 " "		0 09
" No. 1 green, per lb		0 09½
" " 2 " "		0 08½
Country hides, flats, per lb	0 08	0 08½
Calf skins, No. 1, selected		0 11
" " No. 2		0 09
Deacons (dairies), each		0 80
Sheep skins		1 25
Lamb skins, each		0 30
Shorn pelts "		0 25
Rendered tallow, per lb	0 04	0 04½
Unwashed wool, new clip, per lb		0 15
Wool-washed fleece		0 23
Pulled wools, super, per lb	0 21	0 23
" " extra "	0 22	0 24

FLIES AND WINDOW SCREENS.

FEW people realize how many cases of disease owe their origin to infection from germs transported by the pestiferous fly. Plumbers are often looked upon as angels in disguise owing to the good they do in preventing disease, and in the light of recent experiments conducted at Johns Hopkins University, it appears that merchants who push the sale of screen doors and windows, as well as refrigerators, are entitled to similar distinction. It is not new to learn that flies may be active agents in spreading bacteria, but the results of the investigations spoken of demonstrate that the evil is far greater than generally supposed.

The experiments were conducted with a box that was divided into two compartments, in the first of which was exposed some food material infected with an easily recognizable species of bacteria—harmless bacteria, of course, being used—while in the second compartment was placed an open dish containing a sterile nutrient such as is used as a culture medium for bacteria. Flies were placed in the first compartment and, as soon as a number of them had been seen to walk upon, or eat of, the infected material they were allowed to pass through a small door into the second compartment, where they had a chance to come in contact with the culture medium in the dish. The result was that bacteria deposited upon the surface of the sterile nutrient multiplied there and formed characteristic colonies.

In these experiments molasses mixed with a growth of yellow bacteria was spread on a plate in the first compartment, and a dozen flies were put into the apparatus. Half an hour later the door between the two compartments was opened, and as soon as several flies had been seen to come into contact with the sterile nutrient the dish that contained it was covered and put away to develop. A few days later there had grown on the nutrient over a hundred colonies of yellow bacteria. The experiment was repeated with red and violet culture and colonies of corresponding color were obtained.

To prove that the germs from which these colonies grew came from the infected material in the first compartment, and not from accidental sources, further experiments were made with other groups of flies, but with no infected material in the first compartment. In this case, however, none of the dishes used in the second compartment developed yellow, red or violet colonies. To prove further that the flies were the only means of transmitting the bacteria, exgroups of flies, but with no infected material in the first compartment, but with no flies in the apparatus. The dishes containing the nutrient in these experiments also developed no colonies; and from these results it was considered to be absolutely demonstrated that flies are capable of carrying bacteria from one place to another, if they have an opportunity to come in contact with material containing these organisms.

CANE SUGAR OUT OF BEET.

The Paris correspondent of "Commercial Intelligence" gives an account of a process, just patented in France, for making "cane sugar" out of beet sugar. It is explained that although chemically pure sugar has always the same taste, whether made from beetroot or sugar-cane, the accessory products of the root and the canes have a different flavor, and cane sugar owes to its distinguishing quality its higher price in the market. The new process consists in "giving beetroot sugar the essential characteristics of cane sugar by replacing wholly or in part what is scientifically known as the 'eau mere,' the small globules of water which adhere to the particles of sugar when crystallised—by a specially prepared syrup, which in addition to saccharine contains other substances known over here as dextrose, etc. It is affirmed that the products so produced are in all respects equal to those of the veritable products of the cane." The addition of saccharine to the beet sugar seems to be a practical admission that in sweetness as well as in other characteristics beet sugar is inferior to cane sugar. What the cost of this "doctoring" process is—a very important question if we assume it to be efficacious—is not stated.

SHOULD IMPROVE METHODS.

The continued depression in the Chinese tea trade is causing the tea guild managers in China to cast about for some of the reasons of it; but whether there will be anything done that will be of actual benefit to the trade remains to be seen. The constant increase in the sale of Indian tea in spite of the fact that it costs more to produce the Indian leaf seems to show that it would do little good for China to improve its method of producing tea, although many improvements and economies are not only possible but seem to be necessary for the survival of the business. It is probable, however, that modern ways of handling the tea after it is produced and a more vigorous campaign in behalf of the mild Chinese tea as compared with strong India tea will have beneficial results, and the more progressive tea people are working to that end.

The catalogue of the Martel-Stewart Co., Limited, Montreal, is an elaborate piece of work. As this company make signs of all descriptions they manifest good judgment in abundantly illustrating their catalogue and using only the best of illustrations. The details are clear-cut, forceful and arranged with discretion throughout. The typography is first class. A copy of this catalogue can be had by mentioning The Canadian Grocer.

NEW JERSEY EXCURSION.

The City of Quebec will be visited on September 19 and 20 by a party of two hundred and fifty excursionists from Newark, N.J. The excursion will be the annual outing of the retail grocers of that city, and the party will spend two full days in Quebec.

New Teas! New Teas! New Teas!

Japan Finest 1905 May Crop Teas

In stock a week since 20 Half-chests 90 lbs. Japan, H.L.
The finest Japan that will reach Canadian soil this year.

To arrive in a few days

30 Half-chests	90 lbs.	Japan,	J.E.
20 Half-chests	90 "	"	A.D.
100 Half-chests	90 "	"	Victoria
100 Half-chests	90 "	"	Princess Louise

We have been advised of the arrival at Vancouver of this second lot of newest Japan Teas of the finest quality, and we venture to say these will turn out to be the best values on the Canadian market this year. These teas are all from May crop and remarkably well made, very fine leaf and very bright. They draw in the cup a thoroughly clear liquor of the finest aroma and most delicious taste.

Write us for samples for your Customers' Sake.

Write us for prices for your own benefit!!

Molasses! Molasses! Molasses!

PURE BARBADOES 1905 CROP.

We beg to advise our customers of the landing-on-wharf of a complete cargo of Barbadoes of the finest quality. Merchants who have not bought their molasses yet, are invited to write us with regard to prices, quantity or mode of delivery. Shipments can be made at once F.O.B. wharf, Montreal, or F.O.B. YOUR STATION.

WE ARE ALSO TAKING ORDERS TO DELIVER END OF JULY WHEN SECOND CARGO COMES IN

Laporte, Martin & Co'y, Limited

70, 72, 74, 76, 78, 80 St. Peter Street,
9, 11, 13 St. Helen Street,

MONTREAL.

PERSONAL MENTION.

Mr. T. Ellis, of Mount Forest, spent a few days in Toronto during the week.

Mr. Arch. Snowdon, of Snowdon, Forbes & Co., is calling on the trade in Toronto this week.

Mr. F. D. Cockburn, of Comfort Soap Co., Toronto, is visiting the trade in Quebec City this week.

Mr. R. Carignan, of B. O. Beland, Montreal, called upon the grocery and wine and spirit trade of Ottawa last week.

Mr. A. E. Carson, representing the Harry Webb Co., Limited, Toronto, was seen by The Grocer in Ottawa last Friday.

Mr. J. Benson has purchased the grocery business on Lower Wyndham street, Guelph, formerly carried on by Mr. R. Mitchell.

Mr. J. H. Gregg, of Surprise Soap fame, was met by The Grocer in Ottawa last week. Talked nothing but Surprise Soap as usual.

Mr. W. H. Millman, of W. H. Millman & Sons, grocery brokers, Toronto, favored The Grocer office in Montreal with a call last Friday.

Mr. A. Steiss, of Heidelberg, Ont., is dead. Mr. Steiss introduced and manufactured the first Limburger cheese in Canada 27 years ago.

Mr. W. H. Halford, manager S. H. Ewing & Sons' (Montreal) tea department, was a caller upon the Ottawa jobbing trade this week.

Bode's Gum received a new stimulus in Ottawa last week. The Grocer noticed a pleased smile on the face of Mr. M. W. Hamburger, the young and energetic hustler.

Gorman, Eckert & Co., London, Ont., were much in evidence in Ottawa last week, the trade in that city being called on by Mr. G. A. Witmer, eastern representative. Mr. Witmer reported business as satisfactory.

Mr. F. A. Reid, the eastern manager of W. J. Reid & Co., wholesale crockery and glassware, London, is making arrangements for the establishment of a distributing branch of the firm in Vancouver. Branches are already operating in Winnipeg and Calgary.

Mr. F. W. Sloan, of John Sloan & Co., Toronto, was initiated to the mysteries of the "grip-sack" last week. Mr. Sloan's territory will include Beeton, Cookstown, Aurora, Richmond Hill, Stouffville, Sutton, Coboconk, Haliburton, Bobcaygeon and Fenelon Falls.

Mr. S. W. Ewing, of S. H. Ewing & Sons, Montreal, accompanied by Mr. Henry Vincke, of San Feliu de Guixols, Spain, is in Toronto this week in the interests of the cork trade of the firm of Miquel, Vincke & Meyer, which firm are represented in Canada by S. H. Ewing & Sons.

Mr. L. Chapman, for twenty years associated with T. Kinnear & Co., Toronto, has severed his connection with that firm to join the traveling staff of Davidson & Hay, Limited. Mr. Chapman will cover territory on the Lake Superior and North Shore route in conjunction with Mr. W. C. Adams.

Mr. E. F. Crossland, of the Steele, Briggs Seed Co., Toronto, sailed for England on June 14. Mr. Crossland expects to be away for a couple of months.

Mr. Thos. Owens, of the Bloomfield Packing Co., Bloomfield, Ont., was in Toronto during the week calling on the trade.

Mr. Arthur Lampard, representing Lampard & Clark, Calcutta; Crossfield & Lampard, Colombo, and Harrison & Crossfield, London, Eng., is in Toronto this week calling upon the trade. He is making his headquarters with Mr. J. L. Watt, of J. L. Watt & Scott, Toronto agents for Lampard & Clark.

J. Edgar Rutledge, grocer, Fort William, launched into a strictly cash business on May 1 of this year. Writing The Grocer, he says the change has been attended with excellent results. Credit along the North Shore has been altogether too cheap of late years, and a credit business in consequence is carried on with considerable loss to the merchant.

Mr. J. H. Squires, representing E. R. Durkee & Co., wholesale dealers in spices, mustards, sauces, extracts, etc., of New York City, was a visitor at the Montreal offices of The Grocer this week. He was unaware of the new license law regarding commercial men which has recently come into force in the Province of Quebec and was, therefore, greatly inconvenienced by it. He however reported that trade prospects were good and in the interim visited Ottawa, pending arrangements for working in Quebec.

HINTS TO BUYERS.

E. D. Marceau, Montreal, calls attention of buyers to his excellent values in teas. He will be pleased to mail samples.

The attention of the trade is drawn to the special line of brooms that Lind, Kerrigan & Co. are advertising at special prices. We learn there has been a large demand for these brooms, and merchants would be well advised to send in their orders early.

The F. J. Castle Co., Limited, Ottawa, report large sales of Nuddea blend Ceylon tea, bulk goods, advertised in The Grocer.

A special line of Maraschino cherries in jars is offered very cheap by the F. J. Castle Co., Limited, Ottawa.

Provost & Allard, Ottawa, report arrival of another carload of Salada Tea, for which they are selling agents.

Canned fruits are being sold by H. P. Eckardt & Co. at low prices.

White & Co., Toronto, are handling large quantities California fruit, having had three cars more this past week.

Rowats' olives received into store by the F. J. Castle Co., Limited, Ottawa. These very attractive goods are put up in quarts, half-gallon and gallon jars.

MacIntosh's toffee is meeting with rapid sales by the F. J. Castle Co., Limited, Ottawa, also Lowney's and Peter's chocolates.

White & Co., Toronto, report an active inquiry for melons and cantaloupes, which are moving well at low prices.

S. J. Major, Limited, wholesale grocers, Ottawa, report arrival of consignments of fine French sardines, which they are offering at very low prices. Interested buyers should write for quotations.

Laporte, Martin & Cie, Montreal, have a full cargo of finest quality Barbadoes molasses 1905 first crop, just landed. Buyers will find it profitable to write for samples and quotations.

The Dawson Commission Co., Toronto, report the arrival of one car Bermuda onions, three cars Texas potatoes, and one car North Carolina potatoes.

Chaput, Fils & Cie's (Montreal) offices and stores will be closed on Saturday, June 24 (St. Jean Baptiste Day), also on Saturday, July 1 (Dominion Day).

A shipment of exceptionally fine crystal sugar has arrived for H. P. Eckardt & Co.

Laporte, Martin & Cie have been appointed selling agents for J. P. Wiser & Son, Prescott Distilleries. Wiser's whiskies and ryes were formerly sold by O. Morin & Cie, Montreal.

Quaker tomatoes may be had from H. P. Eckardt & Co. for prompt shipment.

Laporte, Martin & Cie, Montreal, have received advice of arrival at Vancouver of 250 half-chests May pickings Japans of their well-known brands H.L., J.E., A.D., "Victoria" and "Princess Louise." The advancing market makes it desirable for intending buyers to write for samples and prices.

TO PROMOTE FOREIGN TRADE.

The United States Department of Commerce and Labor has completed preparations for sending five special agents abroad to investigate trade conditions, with a view to promoting the foreign commerce of the United States. In order to obtain the best results the field of investigation will be limited, viz.: The Orient, South America, Canada, Mexico, the West Indies, and British, Dutch and French Guiana. The agents will be required to make full investigations into American trade with the countries to be visited. What proportion of the entire trade is shared by the United States and what methods may be adopted to increase its volume. While the instructions are comprehensive, including methods of handling, packing and transportation, the tastes of the people and relative popularity of textile and other products, the agents are admonished that the entire scope of their duty is to investigate trade conditions abroad, with the object of promoting the foreign commerce of the nation.

INCREASED CAPITAL STOCK.

The Rolla L. Crain Co., Limited, Ottawa, manufacturers of loose-leaf systems, have been granted supplementary letters patent increasing their capital stock to $100,000. The firm have found this move absolutely necessary owing to the increasing demand for their goods. They have, during the past year, more than doubled their capacity, and now stand out in the forefront of manufacturers in Canada.

SPEED

If you are in a big hurry some time for

Wrapping Paper, Paper Bags, Twines, Etc.

send your order to

DOUGLAS & RATCLIFF LIMITED

The people who ship "Like Lightning."

THEIR ADDRESS IS

30 West Market St., Toronto



It is the ***Best*** and cheapest of any ***Tea*** or ***Coffee*** substitute on the market.

Grocer:

If you do not handle **MOKARA** ask your jobber for it. Write us for particulars.

MOKARA is a home drink for everybody.

Shows the dealer a handsome profit. The price is within reach of everybody.

Ask your Jobber or write us.

Mokara Mills

21, 23, 25 Gosport Street, - - MONTREAL

Sweet Prices for Sour Goods

WHILE THEY LAST

5 gal. Choice Sour Mixed Pickles - - 1.90 each

Taylor & Pringle's Extra Catsup (quart bottles) packed in 4-doz. bbls. - - - - **1.25 per doz.**

Selling Agents for **Salada Tea**

Provost & Allard

Wholesale Grocers and Direct Importers

Ottawa

MILLING IN GREAT BRITAIN.

THE three largest milling cities in the United Kingdom are Liverpool, London and Hull. The potential flour output per hour of each city, in sacks of 280 pounds, has been estimated as follows: Liverpool, 625 sacks; London, 450 sacks; Hull, 255 sacks. This would be a total hourly output of 1,330 sacks for the three cities. If all the mills in these ports worked full time they would produce about 9,000,000 sacks per annum, or nearly one-fourth of the total amount of flour produced in the mills of the United Kingdom during a cereal year. The number of milling firms in these three cities is 30, and therefore their average capacity is about 45 sacks an hour. As several of these firms have more than one mill the average per mill is about 10 sacks hourly.

There are other milling centres, the largest of which is probably that including Leith and Edinburgh. Then comes the Newcastle and Sunderland district, with York, Glasgow, and Cardiff following closely. Each of these centres produces over 100 sacks per hour, an estimate of their capacity being as follows: Leith and Edinburgh, 160; Newcastle and Sunderland, 150; York, 150; Glasgow, 120; Cardiff, 100. The total capacity of these milling centres is about 680 sacks per hour, a little more than that of Liverpool alone. There is probably no other inland city or town which produces over 100 sacks per hour. Sheffield and Birmingham probably come nearest to it; and Bristol, too, makes almost that quantity. Other places of fairly large milling capacity are Belfast, Limerick, Barrow, Manchester, Leeds, Dublin, Blackburn, Sowerby Bridge, Wrexham, Stockton district, Plymouth, Ipswich, and Carlisle. The capacity in all these is well below 100 sacks per hour, the average being probably about 50 sacks.

The total capacity of all the milling centres named, other than the three great milling cities, is probably about 1,600 sacks an hour, and if the mills worked full time the yearly output would be about 11,000,000 sacks, making, with that of the three cities, an aggregate yearly capacity of 20,000,000 sacks. The great majority of the mills involved in this survey of the larger concerns work night and day, and therefore the actual output, when due allowance is made for holidays, breakdowns, and stops for renewals, can not be far short of 18,000,000 sacks of 280 pounds each. The number of firms which deal with this huge total is about 100. There are about 800 mills with modern roller outfits, and the remaining 700 manufacture about half of the flour made in the country, the other half being made by the 100 firms in the large cities and centres. The average output of the 700 mills is thus about 500 sacks per mill per week. These estimates are rough, but they will serve to show how the milling capacity of the United Kingdom is distributed.

It is a well-known fact that the English millers, and especially those in Hull, have been able to capture a share of the American flour trade in the United Kingdom. The steady growth of the imports of wheat here and the falling off in the imports of flour are evidences of this. One of the chief reasons for the increasing use of home-milled flour is its excellent quality. Another is its cheapness. Good flour can be bought here in 14-pound sacks for 1s. 6d (36 cents), or at the rate of $4.48 per barrel of 196 pounds. The reason why flour can be sold here as cheaply as in the United States, after the freight on the wheat for 5,000 miles has been paid, is that there is a much larger demand for the offal here than in the United States. The income received from this source enables millers to bring wheat from America, grind it into flour, and sell it as cheaply as or more cheaply than American flour can be imported and placed on the market. Large quantities of offal are produced at Hull and exported to continental ports at a profit. This offal is classed as bran, pollard, and sharps, and it sells here at wholesale, per ton of 2,240 pounds, at the following prices: Bran, $22.50; pollard, $23.70; sharps, $24.30. At retail this offal sells in Hull at from 18 to 22 cents per stone (14 pounds), according to quality.

Large flour mills are now being built in London and Manchester, and both those cities hope to increase largely in the near future their imports of wheat and their output of flour. All these circumstances go to show that the English millers believe that their control of the home market and a share of the continental flour market is well established, and that the growth of population in the United States is fast removing that country as a competitor from the list of flour-exporting countries.—U.S. Consular Report.

LAST MINUTE MANITOBA MARKETS.

On the morning of June 22 the price of refined sugar was reduced 10c. all round.

Established in 1842

THE WILLIAMS BROS. COMPANY,
DETROIT, MICHIGAN, U.S.A.

1,000 Doz. French Prepared MUSTARD, Finest Quality.

16-OZ. FRUIT JAR.

2 doz. per Case, - - $1.35 doz.

FREIGHT PAID IN 5 C/S LOT OR MORE.

SECOND ARRIVAL

of CHOICEST JAPAN TEAS, Highest Grade Imported.

50 HALF CHESTS, EACH 80 LBS.

"BEAVER" A 1. "OWL CHOP" A 1. "BEAVER" No. 2. "OWL CHOP" No. 1.

THE FINEST LEAF AND STYLE.——UNSURPASSED IN THE CUP.

L. CHAPUT, FILS & CIE.

WHOLESALE GROCERS AND IMPORTERS OF TEAS, WINES AND LIQUORS

MONTREAL

MANITOBA MARKETS.

Special Report from the Winnipeg Office of THE CANADIAN GROCER.

Market quotations corrected by telegraph up till 12 a.m. Thursday, June 22nd, 1905.)

IDEAL weather conditions for the growing crop, reports as to largely increased acreage and optimistic summaries by the railways of general crop conditions combine to make the outlook for 1905 very roseate. The wholesale and retail trade are optimistic, and dealers seem to be buying liberally.

Price changes this week are not numerous. Sugar has been steady since the decline to $5.80, which occurred earlier in the month, and although further declines may occur it seems to be the general opinion of usually well-informed wholesale buyers that prices will not decline very much more. One result of the high price of sugar has been an advance in C. & B. jams and marmalades amounting 1-2 to 5-8 of a cent. per lb. In connection with the last decline in Malta Vita to $3.25 per case, an error occurred in the report in these columns. The freight alowances were withdrawn with the last decline. Reference will be found below to a special offer which is being made in "Force." New choice apricots will be on the local market in a fortnight. The opening price is low. In fact the price has only been lower once in recent years, and in 1902, the year in question, the lower prices did not apply until September or October.

Sugar—Prices have been steady since the recent decline to $5.80 for Montreal granulated in barrels. Subject to further possible changes recorded in "Last Minute Manitoba Markets" we quote as follows:

Montreal granulated, in bbls	5 80
" " in sacks	5 75
" yellow, in bbls	5 30
" " in sacks	5 25
Wallaceburg, in bbls	5 70
" in sacks	5 65
Icing sugar in bbls	6 40
" " in boxes	6 60
" " in small quantities	7 00
Powdered sugar, in bbls	6 20
" " in boxes	6 40
" " in small quantities	6 65
Lump, hard, in bbls	6 50
" " in ½-bbls	6 60
" " in 100-lb cases	6 50

Canned Goods—A new line of roast beef in tins has been put on the market by the Manitoba Canning Co. General lines are steady, and sales are of normal proportions. We quote:

Apples, 3's, 2 doz. cases, per case	2 15	2 20
Cherries, red pitted, 2's, 2 doz		4 40
Currants, red, 2 doz. cases, per case		3 35
" black, " " "		3 75
Gooseberries, " " "		3 50
Lawtonberries, 2's, " "		3 35
Pears (Bartletts), " "		3 50
Peaches, 2's, " "		3 75
" 3's, " "		3 75
Raspberries, red, " "		2 90
" black, " "		3 00
Strawberries, " "		3 50
Plums, Lombard, 2 doz. per case		2 35
" green gages, 2 doz. case, per case		2 50
Pineapples, 2's, sliced, 2 doz. cases, per case		4 25
" 2's, whole, " " "		3 75
" 2½'s, whole, " " "		4 50
" 2's, grated, " " "		4 50
Tomatoes, 3's, per 2 doz. cases		2 85
Corn, 2's " "		2 50
Peas, 2's " "		1 90
Beans, 2's " "	1 90	1 95
Salmon, finest sockeye, per case		7 00
" humpback, "		3 75
" cohoes, "		5 25
Boneless chicken, lb. tins, per doz		3 25
" turkey " "		3 25
" ducks " "		3 25
Canned chicken (Man. Can. Co.) per doz		3 25
" turkey " "		3 25
Corned beef " 2's "		2 75
" " 1's "		1 55
Roast beef (Man. Can. Co.), 2's, per doz		2 65
" (Clark's), 1's, per doz		1 50
" " 2's, "		2 65

You Can't Get Around This Fact!

Thousands of Grocers have bought CLARK'S MEATS and are repeating their orders all the time. Not one bought as a favor to us. We had to prove to every man that our Meats were right.

We can prove the same thing to anyone who will give us a chance.

60 VARIETIES TO CHOOSE FROM 60

EPPS'S

GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS **COCOA**

"White Dove" Cocoanut

To the Wholesale Trade:

We are after your business. If you are after the retail customers who are looking for high-class goods, you should sell **"WHITE DOVE" COCOANUT.**

THE MOST ATTRACTIVE PACKAGE ON THE MARKET.

W. P. DOWNEY, 26 St. Peter St., Montreal

TRADE MARK

This design a guarantee of quality.

DO YOU PUBLISH A CATALOGUE?

IF YOU DO YOU SHOULD USE "CANADIAN-MADE" PAPER
All grades, from the highest "Glossy Finish" to the rough "Antique" and bulky "Featherweight."

YOUR PRINTER CAN SUPPLY IT.

CANADA PAPER CO.
TORONTO LIMITED MONTREAL

G·F· SUTTON SONS & Co's WORCESTERSHIRE SAUCE A1 QUALITY

SHAKE THE BOTTLE.

WORCESTERSHIRE SAUCE

SIXTEEN PRIZE MEDALS

FOR ROAST MEAT, STEAKS, CUTLETS, CHOPS, FISH, CURRIES, GRAVIES, GAME & SOUP.

Possessing a peculiar piquancy & from the superiority of its zest is more generally useful than any other sauce.

MANUFACTURED BY

G·F·SUTTON, SONS & Co

Osborne Works, Kings Cross, LONDON, N.

SIXTEEN PRIZE MEDALS AWARDED

FACSIMILE OF LABEL.

SAMPLES AND TERMS FREE FOR ASKING

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words	each insertion,	1 year	$30 00
"	"	6 months	17 00
"	"	3 months	10 00
50	"	1 year	17 00
"	"	6 months	10 00
25	"	1 year	10 00

AGENCIES WANTED.

EXPERIENCED business man, thoroughly in touch with Northwest trade, is about to establish high-class brokerage business and desires confidential correspondence with manufacturers and others having good lines to put on market in Manitoba and new provinces; best bank and general references. Address "XXX," Box 1299, Free Press, Winnipeg, Canada. (24)

TRAVELERS WANTED.

A MIDDLE-AGED gentleman of good address is wanted to call on the trade in Ontario; no samples to carry; a very good opening for a retired or retiring general merchant who desires a light, healthy occupation, with good remuneration if successful; give references. Box 260, CANADIAN GROCER, Toronto. (25tf)

FOR GROCERIES — None but experienced men need apply; man with connection in Parry Sound, Nipissing and Algoma districts preferred; all communications treated confidentially. Apply, giving reference, salary expected, length of experience, etc., Box 259, CANADIAN GROCER, Toronto. (25)

SITUATIONS VACANT.

GROCERY clerk wanted; experienced; references required. F. G. Martin, 1498 Queen street west, Toronto. (25)

AT ONCE—Baker for summer months; must be first-class on bread and cakes; also strictly temperate; state salary wanted. J. W. Burgess, Bala, Ont. (f)



Any quantity of fish shipped. ADDRESS—Mail P. O. Box 791, WINNIPEG, Man.

Picnic Supplies—All classes of goods quoted under this heading are selling well at present. A slight reduction has been made in Clark's corned beef. We quote prices as follows:

Potted meats, ½'s, per doz			0 55
Veal loaf (Libbey's), ½ lb., per doz			1 25
" " 1 lb. "			2 50
Ham loaf " ½ lb. "			1 25
" " 1 lb. "			2 50
Chicken loaf " ½ lb. "			1 85
" " 1 lb. "			3 05
Lunch tongue (Clark's) 1's, "			3 00
" (Aylmer), 1's, "			2 90
Sliced smoked beef (Libbey's), ½-lb. tins, per doz.			1 80
" " " 1-lb. tins, "			3 10
" " " 1-lb. glass, "			3 35
Chipped " " ½-lb. tins, "			1 45
" " " 1-lb. tins, "			2 50
" " " 1-lb. glass, "			3 05
Sliced bacon, " 1-lb. tins, "			3 10
" " 1-lb glass, "			3 25
Corned beef (Clark's), 1-lb. tins, per doz			1 50
" " 2-lb. " "			2 65

Lime Juice—Selling briskly. Prices are as quoted last week:

"Montserrat," pints, per doz		4 25
" quarts, "		7 00
Local brands, pints, "		2 50
" quarts, "		4 50

Salad Dressings—In brisk demand for Summer trade. No changes in price. We quote:

Durkee's, per 2-doz. case	7 00
Royal, small, per doz	2 85
" large, "	4 75
Vinegar (C. & B.), bottles, pints, per doz	1 20
" " " quarts, "	2 10

Spices—The spice market has no features of special interest at present. Prices remain as follows:

Pepper, black, per lb	0 20
" white, "	0 28
Cayenne, "	0 21
Cloves, ground "	0 25
Cassia, "	0 18
Allspice, "	0 14
Ginger, "	0 18
Cloves, whole	0 25

Rice, Tapioca, Etc.—Trade is reported fairly active. Prices are steady. We quote:

Rangoon rice, per lb	0 03¾ 0 03⅞
Patna "	0 04¼
Tapioca, per lb	0 03¼
Sago, "	0 03¼

Pot and Pearl Barley—Prices continue as follows:

Pot barley, per sack	2 45
Pearl barley, per half sack (49 lbs)	1 70
" " sack	3 40

Syrups and Molasses — The syrup market is quiet and featureless. There is a steady demand and no change in price. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 00	2 10
" " 5-lb tins, per 1 "	2 40	2 50
" " 10-lb tins, per ½ "		2 25
" " 20-lb tins, per ¼ "	2 15	2 25
" " ½ barrel, per lb		0 03½
" " Sugar syrup, per lb		0 03½
"Kairomel" syrup, 2-lb. tins, per 2 doz. case		2 20
" " 5-lb. " " "		2 65
" " 10-lb. " " "		2 40
" " 20-lb. " " "		2 45
Barbadoes molasses in ½-bbls, per lb		0 04
New Orleans molasses in ½-bbls, per lb		0 02½
" " in barrels		0 02⅜
Porto Rico molasses in ½-bbls., per bbl		0 04½

Coffee—The market is steady and fairly active. Prices continue as follows:

Green Rio, per lb	0 10¾ 0 11¼
Roasted, per lb	0 13

Cocoa and Chocolate—The price of Baker's chocolate in 1-2-lb. packages is 37c., and 1-4 and 1-2-lb. packages of cocoa are sold at 42c. per lb.

Jam—Owing to the continued high price of sugar there has been an advance in Crosse & Blackwell's jams and marmalades of 1-2 to 5-8 cent per lb. Upton's jam is quoted at 50c. per pail in Winnipeg. The Brandon price is 52c., the price in Calgary and Lethbridge 57c., and the Edmonton price, 60c.

Nuts—Quotations are:

Almonds, per lb	0 12½
" (shelled), per lb	0 28
Filberts	0 11
Peanuts,	0 11½
Jumbos	0 14
Walnut, per lb	0 12
" (shelled) "	0 25
Pecans, per lb	0 15 0 16
Brazils, per lb	0 16

Foreign Dried Fruits—Silver prunes have been reduced locally to 7 cents per lb. owing to over-stocking. This should not be taken to indicate any weakness in the prune market; this particular reduction is due to causes purely local. New choice apricots will be on the market in about two weeks. This is the earliest delivery in some years, as ordinarily the new season apricots are not on the local market until the latter part of July. Prices are opening very low, the range of prices for the first delivery of choice apricots being 11 to 11 1-2 cents per lb. Standards for early delivery are not quoted at the moment, but the price will probably be about 9 3-4 or 10 cents per lb. Prices will be considerably lower in about three weeks or a month's time, after the first of the new stock arrives. Prices are subject to revision then, but it is thought that about August 1st the price of standards will be about 9 cents per lb. and choice 9 3-4 or 10 cents. The crop is large and the quality is of the best. It is interesting to note that the opening prices are lower than they have been for several years. Prices were lower in 1902, but not until October. The opening prices are the lowest in years. We quote:

Valencia raisins, Trenor's, per case f.o.s	2 00
" selects	2 20
" layers	2 25
California raisins, muscatels, 3 crown, per lb	0 06½
" " 4 "	0 07½
" " choice seeded in ¾-lb. packages per package	0 06¾
" " choice seeded in 1-lb packages per package	0 08 0 08½
" " fancy seeded, 1-lb. packages, per package	0 09½
Prunes, 90-100 per lb	0 04½
" 80-90 "	0 04¾
" 70-80 "	0 05¼
" 60-70 "	0 05½
" 50-60 "	0 06
" 40-50 "	0 07½
" silver "	0 07
Currants, uncleaned, loose pack, per lb	0 05½
" dry cleaned, Filfatras, per lb	0 06½
" wet cleaned, per lb	0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 06¾
" Vostizzas, uncleaned	0 06½
Hallowee dates, new per lb	0 05½
Figs, cooking in bags, per lb	0 03½ 0 04
Apricots, choice (present delivery), in 25-lb. boxes, per lb	0 13½
Apricots, standard (present delivery), in 25-lb. boxes, per lb	0 12½
Apricots, choice (July delivery), in 25-lb. boxes, per lb	0 11 0 11½
Apricots, standard (July delivery), in 25-lb. boxes, per lb	0 09¾ 0 10
Peaches, choice, " "	0 12½
" standard " "	0 12
Pears, (choice halves) " "	0 12½
Nectarines, choice " "	0 11
Plums, choice (dark pitted) per lb	0 10
Candied Peel—Lemon peel, per lb	0 09
Orange "	0 09½
Citron "	0 14

Evaporated Apples—No new features. Prices continue as last week. We quote:

Evaporated apples (choice), 50-lb. case	0 07½
" " (fancy), "	0 07½
" " (choice), 25-lb. case	0 07¾
" " (fancy), "	0 07¾

Beans—Hand-picked beans are quoted at $2.10 to $2.15 per bushel, and the ordinary grade at $2.

Butter Tubs—Prices continue as quoted last week:

Tubs, wooden hoops, 2 in nest, per nest	0 40 0 45
" " 3 " "	0 70 0 73
" wire hoops, 2 " "	0 60 0 63
" " 3 " "	0 90 1 00

"Condor" Ceylon Black Tea in Lead Packages

Madam Huot's Coffee

By Far the Best

"Condor" Japan and Black Tea, Baking Powder, Mustard, Vinegar.

New Crop Tea in Stock

23 Half Chests choice new Japan "Condor V" at . . . . . **25c.**

New Lots Just in Store

24 Half Chests Ceylon Green Hyson No. 1 (Japan Matted packages) good liquor, at . . . . . **13½c.**

13 Half Chests Fine Indian Green Tea, fancy finished leaf Yg. Hyson, good liquor, at . . . . . **17½c.**

51 Half Chests Ceylon Green, Sow Mee Make, good liquor, at **13½c.**

15 20-lb. Boxes Choicest Scented Orange Pekoe, beautiful liquoring Tea, at . . . . . **35c.**

10 Cases Foong Mee Sifted Yg. Hyson Tea, at . . . . . **15c.**

20 Half Chests Foong Mee Sifted Yg. Hyson Tea, at . . . **15c.**

These two Yg. Hyson at 15c. are at about 60% of their value—
a great bargain.

42 Catties (just landed ex. Str. Hungarian) Pinhead Gunpowder. A rare line at . . . . . **25c.**

72 Half Chests choice liquoring, Sun Dried Japan Tea, nice, well made, clean leaf, at . . . . . **17½c.**

43 Half Chests fine natural leaf, very good liquoring Japan Tea, at **16½c.**

The two above lines of Japan were imported last season at over 20c.

54 Chests Flavory Pekoe Ceylon Black Tea. A rich tea for blending, at . . . . . **15c.**

Ask for Samples. It pays.

Specialty of High-class Goods in Teas, Coffees, Spices and Vinegars.

"EMD" Baking Powder, Vinegar, Spices, Coffee

E. D. MARCEAU

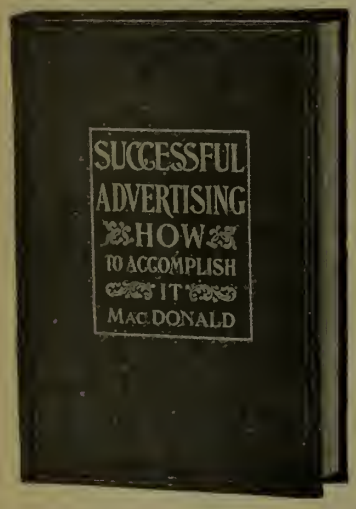
281-285 St. Paul St., MONTREAL

"Old Crow" Baking Powder, Tickler, Spices, Coffee.

SUCCESSFUL ADVERTISING

How to Accomplish It

By J. ANGUS MacDONALD



Competent critics have recognized this as the **Best Book on Advertising** yet published. It is a PRACTICAL work for advertisers and business men.

The *Brooklyn Eagle* says of Successful Advertising :

"Advertising is one of the biggest businesses—perhaps the biggest business—in the world. To treat of it comprehensively is as difficult as to treat comprehensively of military strategy or the making of a newspaper. Mr. MacDonald has succeeded. He has produced an admirable and exhaustive monograph.

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The General Advertiser, The Retail Advertiser, The Advertising Writer, The Mail Order Advertiser will find this work invaluable. The price is out of proportion to its worth. Cloth bound. 400 pages.

Postpaid $2.00 per copy

The MacLean Publishing Co Limited

TORONTO MONTREAL WINNIPEG

Fish—Business is brisk. Prices are quoted as follows:

Lake Superior trout		....	0 09
Gold eyes	"	....	0 03
Blue fish	"	....	0 18
Mackerel	"	....	0 15
Red snapper	"	....	0 15
B.C. salmon	"	....	0 10
Halibut	"	....	0 10
Flounders	"	....	0 06
White fish (L. Winnipeg), per lb		....	0 05½
Pickerel		....	0 05½
Jackfish		....	0 03½
Finnan haddie		....	0 09
"Halifax" brand salt cod, fish cakes 24-1's	"	....	0 11
"Acadia" " " " 20-1's	"	....	0 09
"Bluenose" " " " 20-1's	"	....	0 07
"Acadia" " " 2-lb. boxes	"	....	0 09
" " " 4-lb. "	"	....	0 09
" " shredded, 24 cartons, per bx.		....	2 00
" " " bulk, in 15-lb. boxs.		....	0 08
Large Labrador and Nfld. salt herrings per 100 lb.		....	5 00
" " " per 20-lb. pail.		....	1 20
Salt mackerel, in 20 or 30-lb. pails		....	0 12½
Finnanhaddie, in 15 or 30-lb. boxes		....	0 08
Smoked halibut strips		....	0 11
Kippered gold eyes, per doz		....	0 45
Yarmouth bloaters, 60 in box, per box		....	1 75
Lobsters, fresh boiled, per lb		....	0 25
Caviar, extra, small jars, per jar		....	0 40
Frog legs, 6 dnz. in box, per doz		....	0 40

Breakfast Cereals—When Malta Vita was reduced to $3.25 per case the freight allowances were withdrawn. A special offer is now being made for "Force," and it is open until July 15th. With a one-case order two packages are given free, with a two-case five packages, with a five-case 18 packages, with a ten-case 36 packages. Rolled oats and cornmeal are steady. We quote:

Rolled Oats, 80-lb. sacks, per cwt		....	2 10
40-lb. " "		....	2 15
20-lb. " "		....	2 20
8-lb. " "		....	2 50
Cornmeal, in sacks, per cwt		....	1 65
" in ½ sacks, "		....	1 70

Buckwheat Flour—Price is $1.70 per half sack.

Maple Products—New maple syrup from Sutton, Quebec, in 5-gallon tins, is selling at $5. Sugar in quarter and half-pound cakes is selling at $3 per 25-lb. box.

Honey—Prices are as follows:

Clover honey 1-lb glass, 2 doz. in case, per doz		....	2 00
" " 5-lb tins, 1 doz. in case, per tin		....	0 50
" " 10-lb tins, 8 in case, per tin		....	1 00
" " 60-lb tins, per lb		....	0 07
Fancy comb honey, 2 doz. to the case, per doz.		....	2 50
" " " per case,		....	4 75

Eggs—Jobbers are paying 13 to 13 1-2 cents for eggs delivered in Winnipeg, and proportionately lower prices at country points.

ACQUIRING LARGER PREMISES.

The New York branch of the "Salada" Tea Co. has extended so rapidly under the management of James A. McGuane that they have had to acquire new and larger premises, they now having over four thousand retail grocer customers handling "Salada" in greater New York. Until of late they have been at the corner of Hudson and Duane streets, and have now moved to 198 West Broadway, where they have fine warehouse and office accommodation, and will be glad to receive any of their Canadian friends visiting New York.

NEW CUSTOMS BROKER.

Mr. Thos. J. Gillelan, who is well known to the trade of Montreal, having for fifteen years been connected with John Caldwell & Co., wholesale fruit dealers and importers, McGill street, has opened an office at 209 Commissioner street, room 10, Montreal, in the customs brokerage and forwarding line. Mr. Gillelan's experience warrants good and prompt service to importers.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

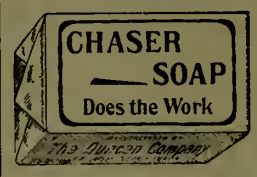
The GRAY, YOUNG & SPARLING CO., Limited

Salt Manufacturers

Granted the highest awards in competition with other makes.

WINGHAM

Established 1871



Do You Know?

that with every 100-bar case of

CHASER SOAP

You receive a coupon worth 25 cents.

The Duncan Company of Montreal

P.O. Box 292. 1974 Notre Dame St.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

BUY

Star Brand

COTTON CLOTHES LINES

— AND —

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them.

GET——

"JAMES' DOME"

and you get the best

BLACK LEAD made.

Satisfying to you. ***Satisfies the people.***

W. G. A. LAMBE & CO., Canadian Agents.

SEASONABLE AT ALL TIMES

GRIMM'S **PURE MAPLE SYRUP**

Such a pure and delicious article as this syrup will be appreciated by every customer. If you want ***really pure Maple Syrup*** you will always get it by buying ***Grimm's.*** Order a sample lot. In 1, 5 and 10 gallon tins.

THE GRIMM MFG. CO., *Manufacturers of Champion Maple Sugar Evaporator and Maple Sugar Makers' Supplies* ***Montreal***

"Walker Bins"

Every user of Walker Bin Fixtures is a convert to the Walker Bin idea of the importance of attractiveness and cleanliness in interior display.

Your show window may bring the prospective buyer into the store; the compelling attractiveness of Walker Bin Fixtures will assist materially in making him a permanent customer.

If you are not daily building up your business, there's a reason why. Look to your store interior.

Neatness and cleanliness in interior display are magnets that often attract and hold the customer as effectually as good goods and low prices.

Perhaps you have an exaggerated idea of the cost of Walker Bin Fixtures. They are really moderate-priced and, at an outlay that soon comes back in increased patronage and sales, you can make your old store new and improve the character, quality and volume of your business.

May we submit plans and prices?

Write to The Walker Pivoted Bin and Store Fixture Co., 516 Board of Trade Building, Toronto, for their illustrated booklet. It will interest you.

"Walker Bins"

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Canadian Strawberries

now coming in freely. Being largest receivers in Toronto are able to give you best selections at right prices.

McWILLIAM
Mc. AND E.
EVERIST

TORONTO, ONT.

Our stock of staple lines is complete.

ORANGES, LEMONS, BANANAS, WATER MELONS, NEW POTATOES, CABBAGE, ETC.

Send in your orders. Be sure and get your Holiday order in early.

FRUIT AGENCY WANTED IN BRITAIN
Green and Canned, not Jams
House, with **20 years' connection,** in N.E. of England wants sole selling agency for that district. Unimpeachable business and bank references given. Only first-class firms represented.
J. W. LEAKE, - SCARBOROUGH
30 BARWICK STREET
Tel. Ad. "Leake, Scarborough."

The Stratford Wholesale Grocery Co., Limited
WANT
POTATOES

DRIED APPLES
BRIGHT, DRY STOCK WANTED.
O. E. ROBINSON & CO
INGERSOLL
Established - - 1886

DRIED APPLES
We pay the highest market prices for bright dry quarters and make peompt remittance.
THE W. A. GIBB CO.
Packers and Exporters
5-7 Market St., HAMILTON

GREEN FRUITS AND VEGETABLES

NOVA SCOTIA FRUIT CROPS.

Correspondents of The Grocer report on the growing fruit crops of Nova Scotia as follows:

F. C. Sears, Wolfville, N.S.:

At present it is too early to say definitely about fruit prospects, but I think the chances are good. On June 6 there was a heavy frost through the Annapolis Valley, which damaged strawberries, cranberries and other low fruits then in blossom considerably, and early apples, like gravensteins, were also somewhat injured. There has also been a good deal of cloudy, rainy weather, which may have interfered with fertilization. Peaches are little grown in Nova Scotia, but what trees there are seem to have come through the Winter in much better shape than last year and are well filled with bloom. Pears are blossoming very full and plums and apples very well. In ten days' time it will be possible to give a fairly accurate estimate, but as the season is very late this year we are not yet sure of results.

Chas. R. B. Bryan, Durham, N.S.:

Apple trees are, at writing, in full blossom; plum trees are going off; strawberries are also in blossom. All have blossomed well. In this county (Pictou) we had a heavy frost at the same time the Cornwallis and Annapolis Valleys had it, of which, no doubt, you will have reports; but we are about ten days behind them as regards opening of blossoms, so, consequently, will not suffer as they will from this effect. Weather has been backward and cold, and we had heavy cold rains when plum trees were in blossom. No peaches are raised here.

J. W. Bigelow, Wolfville, N.S.:

The frost of June 6 is reported to have injured early apples in some districts and the wet, cold weather has been unfavorable for fertilization. With abundant and continued blossoming, however, an average crop may be expected if weather conditions continue favorable. There has been an abundant setting of pears and plums, both of which will likely be a large crop. Frost has injured strawberries in some districts, but enough for local demand is likely to be harvested. Many young orchards were badly injured by mice during the Winter and the loss from this source is considerable. About July 1 a more correct estimate of the Nova Scotia fruit crop may be made.

Ralph S. Eaton, Kentville, N.S.:

All fruit trees came through the Winter in splendid shape and have blossomed well. Peaches, pears, cherries, plums and apples are very promising. A sharp frost on June 6 turned brown some of the white petals of the gravensteins in the middle of the valley farthest from influence of the salt water, but it is not known that even they are spoiled for a good crop.

FRUIT NEWS.

The present outlook points to about 2,500 carloads of peaches in the State of Georgia this season, as compared with about that quantity a year ago.

The annual meeting of the Burlington Canning Co. was held on June 12, when the old board of directors was re-elected for the ensuing year. The company will pay a dividend of four per cent. of the capital stock.

According to latest reports from Kent County, Eng., there is great anxiety regarding the outcome of the strawberry, raspberry and other small fruit crops. Apples, pears, plums, peas, beans, and potatoes have also been seriously injured by frosts.

It is gratifying to note that good results have already been produced by the inspection and grading of Canadian fruit under the Fruit Marks Act. W. A. Crouch, secretary of the Liverpool Wholesale Fruit Association, comments as follows: "The act has been very useful, and when its provisions are strictly carried out an even higher standard of excellence will be secured. During the last few years we notice that Canadian apples have been of better quality, this being due to the action of the Government in doing everything possible to foster fruit growing in the Dominion."

ONTARIO MARKETS.

Green Fruits.

Toronto, June 22, 1905.

THE warm weather has induced an increased consumptive demand for green fruit of all descriptions. Domestic strawberries are beginning to come to the market more freely and by the middle of next week, barring unfavorable weather conditions, it is expected that the domestic strawberry season will be in full swing. The cool, damp weather has spoiled the chances for a satisfactory crop of early strawberries. The later strawberries, however, promise to be an excellent crop, and prices are almost sure to be lower by next week. The trade is recommended to waste no time in placing orders for July 1 trade; the tendency, as a rule, is to put off preparations until the very last moment and then raise a howl because rush orders are not filled satisfactorily. Lemons and oranges are both up in price from last week and an active demand is noted. The first car of California Tragedy plums for the season arrived on the market this week and easily realized from $1.40 to $1.60 at auction on account of the superior qualities of the fruit. California peaches and apricots have fluctuated considerably during the week, but at the close are practically at last week's level.

Domestic cherries are arriving from the Niagara district, and are quoted at from $1 to $1.40 per basket. Gooseberries are quoted for the first time this

season at 13 to 14c. per box. Cantaloupes are down $1 and watermelons 10c. Our quotations are as follows:

Havana pines per case	2 50	3 00
Florida pines, per case	2 50	3 25
California navel oranges, per box	4 00	4 50
Oranges, Mediterranean sweets, per box	3 50	4 00
" late Valencias	4 50	5 00
Sorrento oranges, per case	3 50	4 00
New messina lemons, 300's, per box	3 50	4 50
" " 360's, per box	3 50	4 50
Bananas, large bunches, crated	1 50	2 00
Bananas, 8's, per bunch, crated	1 10	1 25
Bananas, 7-hand bunches, off track	0 75	0 90
Red bananas, per bunch	2 25	3 50
Apples, Winter varieties	2 50	5 00
Domestic strawberries, per quart	0 09	0 13
California apricots, "	1 35	1 50
" peaches' "	1 25	1 50
" plums, "	1 30	1 60
Cantaloupes, per crate	2 00	2 50
Watermelons, each	0 35	0 40
Gooseberries, per box	0 12	0 13
Cherries, per basket	1 00	1 40

Vegetables.

Nearly all the 1904 stock of roots and vegetables is now out of the market, parsnips and turnips having been dropped during the week as well as asparagus, North Carolina cabbage and Illinois mushrooms. Radishes are easier in price as well as potatoes of all descriptions. Bermuda and Egyptian onions are each down 25c., and Florida tomatoes are off the market. An active demand for all varieties of fresh vegetables is noted. Our quotations are as follows:

Outdoor lettuce, per doz. bunches	0 20	0 25
New radishes, per doz. bunches	0 20	0 25
Dry Mint, per doz bunches		0 20
Parsley, " "		0 20
Sage, per doz.		0 20
Savoury, per doz		0 15
Carrots, per bag		1 00
Bermuda onions, per crate		1 00
Egyptian onions, per sack	2 25	2 50
Green house water cress, per doz.		0 25
Potatoes, carlots on track Toronto, per bag	0 55	0 65
Potatoes, per bag		0 75
" car lots, Eastern and Michigan		0 66
Cabbage, per doz	0 50	1 00
Outdoor rhubarb, per doz. bunches		0 20
" onions		0 15
Mississippi and Texas tomatoes, per case	1 25	1 50
New beets, per doz. bunches		0 40
Spinach, domestic, per bush		0 25
Baltimore potatoes, per bbl	2 75	3 00
Texas potatoes, per bush		1 00
New carrots, per doz. bunches		0 75
Waxed beans, per bush. box		2 75
Baltimore cabbage, per bbl. crate	2 00	2 25
Green peas, per hamper		1 50
Cauliflowers, per case	2 00	2 25
" domestic, per doz	0 75	1 25

QUEBEC MARKETS.

Green Fruits.

According to opinion of leading dealers the fruit trade is not very active, although some lines enjoy a good demand at only fair prices. However, last week saw a rush in lemons owing to hot weather. Dealers report small arrivals of Canadian strawberries from the west and it is thought that by the end of the week there will be larger quantities on the market. Oranges are not moving very fast. Bananas are selling well at easier prices; in fact, stocks are in a better condition. Stocks of pineapples show a decrease over last weeks, but demand for them has dropped a little. Pineapples newly arriving are unsound and selling at low figures. At an auction sale on Monday some seven cars of fruit were sold at fair prices; namely: One car of pineapples, three cars of oranges, two cars of tomatoes and one or two cars of California grape fruit. Dealers expect a little more activity when more local and Canadian fruits are on the market. We quote:

Plums, crate	2 00	2 50
Peaches, box		1 75
Apricots, crate	1 30	1 50
Apples, bbl	5 00	6 50
Dates, per lb		0 04½
California cherries, box		2 75
Bananas	1 30	2 00
Cocoanuts, per bag of 100	3 00	3 25
Pineapples, 24 to case		3 00
" 30 to case		2 50
Jamaica grape fruit, per box	5 00	5 50
Florida grape fruit, per box		5 00
California navel oranges, per box	3 75	4 00

For 1st. July Trade

Local Fruits

Strawberries, Cherries, Gooseberries arriving in abundance and reasonable.

Watermelons Down in price.

Pineapples, Bananas, Oranges, Late Valencias and Navels.

We can satisfy you on your orders.

WHITE & CO., Limited, - TORONTO

W. B. STRINGER **California** J. J. McCABE

Deciduous Fruits: If you want a mixed car let us know—we can supply you.

Watermelons: We can sell you the best Florida stock. Let us have your order.

"St. Nicholas" Lemons: We're selling Verdellis now—you'd better have a car.

W. B. STRINGER & CO. - WHOLESALE FRUIT BROKERS. 61 Front Street East, TORONTO.

PINEAPPLES **NOW** is best time to buy. Best Fruit, all sizes in stock.

OUR FIRST CAR LATE VALENCIA ORANGES. Due Saturday, the celebrated "GOLDEN ORANGE" brand. Packed exclusively for us in Canada.

HUGH WALKER & SON, - GUELPH, ONT.

YOU CAN GET

CANADIAN STRAWBERRIES to a good advantage **now** by purchasing from us. **Berries** are coming in freely and our prices are worth looking into.

The F. T. JAMES CO., Limited, 76-78 Colborne St. TORONTO

NEW POTATOES

within everybody's reach. In barrels, $2.75 per bbl. In sacks of 80 lbs. to 100 lbs. at $1.00 per bushel.

ORDER NOW

THE DAWSON COMMISSION CO., LIMITED, FRUIT, PRODUCE AND COMMISSION MERCHANTS

Corner Market and Colborne Streets, - TORONTO

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

SUCCESSORS TO

Husband Bros. Co., Toronto; S. M. Culp, Beamsville; C. P. Carpenter & Son, Winona; Griffith & Woolverton, Grimsby; Titterington Bros., St. Catharines.

SPECIAL THIS WEEK

CANADIAN STRAWBERRIES

Best Berries. Cheapest Price. See us about Strawberries.

If you want to get

STRAWBERRIES

and get them quickly, write or wire your order to me. I can have berries at your store, fresh and sound, the morning following the day I receive your order, if it reaches me before noon. And this means the choicest fruit, too. In the line of ***Strawberry Preserves*** I am able to offer you the ***E. D. S.*** Brands, made in Canada, better than most imported goods. Have I had your order?

E. D. Smith's Fruit Farms, Winona, Ont.

FRESH STRAWBERRIES

"Crown" Brand

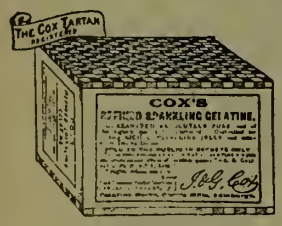
I grow the Berries, pack them carefully, ship them direct and quickly, and can give you better satisfaction than you will get in the city—fresher fruit, lower prices. Write or wire for quotations.

E. L. JEMMETT

GROWER, PACKER, SHIPPER, "CROWN" BRAND FRUITS

BEAMSVILLE, ONT.

YOUR CUSTOMER



May not know that

COX'S GELATINE

has been on the market for sixty years.

If you tell her this, and add that

STRENGTH and PURITY

have always been its leading qualities, she will applaud your recommendation of a good article.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills,
EDINBURGH.

RIDGE HALL FRUIT FARM

Hot-House Cucumbers $1.20 per basket

New Cabbage $1.75 per crate

E. E. ADAMS

LEAMINGTON, - - ONT.

45 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.



Trade-mark.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE COCOAS AND CHOCOLATES

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade-mark** is on every package.

Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 86 St. Peter St., Montreal

WE IMPORT

Canned Goods, Apples, Grain, Maple Syrup and all Canadian products.

WE EXPORT

English and Continental Groceries, Sweetmeats, Oils, Colours, Chemicals, etc.

Let us hear from you.

T. B. BOWYER & CO.
80a Fenchurch Street, London, Eng.

New Messina lemons 300's	3 00	3 25
" " 360's	....	2 00
Apples Winter varieties	4 00	7 00
Sweet potatoes, per bbl.	....	6 00
Tomatoes, Floridas, crate	....	2 75
Strawberries	0 12	0 14
Canteloupes, per crate	....	6 00

Vegetables.

There is generally a very good demand for vegetables and trade is fair. Stocks are plentiful; in fact, more than ample to meet requirements. Cucumbers, beans, and cabbage enjoy a good demand and sell well at quotations. New potatoes are also going fast at $2.75 per bbl. Dealers are expecting some new cabbage and Montreal cucumbers in about ten days. Canadian asparagus is still a little scarce. Canadian radishes are selling at nominal prices; however, they average about five cents a doz. bunches, with small demand. We quote:

Florida tomatoes, crate	1 75	2 00
" celery "	....	4 00
" " doz.	....	0 75
Charleston cucumbers, basket	....	3 50
Bermuda onions, per box	....	2 25
New cabbage, per crate	....	1 50
Green and wax beans	....	2 50
Canadian Asparagus, doz. bunches	....	3 50
Potatoes, carlots	....	0 55
Less than carlots	0 65	0 70
Bunch lettuce, per doz. bunches	....	0 75
Canadian radishes, per doz. bunches	....	0 05
Mint, per doz. bunches	....	0 10
Parsley, " "	0 35	0 75
Sage, per doz.	....	1 00
Savory, per doz	....	1 00
Beets, new, per doz.	....	1 25
Egg plant, per dozen	....	2 00
Green onions, per doz.	....	0 15
Egyptian onions, per bbl.	....	2 50
Yellow onions, in 80-lb. bags, per bag	....	2 50
Green house water cress, per doz.	....	0 50
Green cucumbers, per basket	....	3 50
Waxed beans, per bush.	....	2 50
Cauliflowers, home grown, per doz.	....	2 50
Green peppers, per basket	....	0 75
Spinach, per bbl.	....	2 25
Cucumbers, per doz.	0 50	0 75
Texas onions, crate	....	2 00
Cranberries, per bbl.	....	10 00

MANITOBA MARKETS.

Green Fruits.

Oranges are advancing in price. California small fruits are on the market now and are quoted below. Prices are:

Med. sweet oranges, 126's	4 25	4 50
Late Valencias	....	5 00
Peaches, per case	....	2 25
Plums	....	2 25
Cal. cherries	....	2 75
Bananas, fancy Limons, per bunch	3 00	3 50
Pineapples, per doz.	2 50	3 00
Strawberries, quarts, 2 doz. in case, per case	....	4 00

Vegetables.

We quote:

Parsley "	0 40
Mint "	0 45
Native onions, per lb.	0 04
Carrots, per bush.	0 40
Beets, "	0 80
Turnips "	0 40
Potatoes "	0 65
Celery, per doz.	1 20
Florida tomatoes, 6 baskets in crate, per crate	4 00
Lettuce, per doz.	0 50
Radishes "	0 50
Cucumbers "	1 25
Green onions, per doz.	0 40
Egyptian onions, per lb	0 03½
New California cabbage, per lb.	0 03½
Australian onions, per lb.	0 05

APPOINTED AGENTS.

Purnell, Webb & Co., Limited, malt vinegar brewers and manufacturers of sauces, pickles, etc., Bristol, Eng., have appointed as their agent for the Province of Quebec and Ottawa City A. J. Hughes, 223 Notre Dame street, Montreal; for Halifax, N.S., E. St. G. Tucker; and for Hamilton, Brantford and London, Bickle & Greening, of Hamilton. Displays of samples may be seen at any of the above agencies.

W. D. Muir, baker and grocer, Vancouver, has sold his grocery business to J. S. Smith.

Coffees, Spices, Corks.

We will be pleased to mail samples of anything required in the above lines. Our stock is the best selected and assorted in the trade. Orders promptly attended to.

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

THEY LEAD! THEY LEAD!

NOTHING ON THE MARKET LIKE

Shirriff's Flavoring Essences

Established in 1880 and ever increasing in popularity. Consistent Quality accounts for it. Don't let your stock run low.

Imperial Extract Co.
TORONTO



Capstan Brand

PURE MOCHA AND JAVA GROUND

COFFEE

Put up in 1-lb. tins, with a very attractive label, and is giving perfect satisfaction. Ask your wholesale grocer for it, and be convinced of its high-grade quality.

CAPSTAN MNFG. CO., Toronto, Ont.

1/2



ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, -- Montreal

"KLAUS"

Improved Swiss Milk Chocolate

Made with the finest cocoa, pure sugar and milk, retaining its entire quantity of cream. This is just one of the many points that go to make Klaus Swiss Milk Chocolate the most popular chocolate with the general public to-day.——More chocolate is being sold every year.——Are you getting **YOUR SHARE** of the trade?——Sell ***"KLAUS"*** and you will increase your business.

Give it a Trial.

The Kind the Public Like

ROSE & LAFLAMME, Montreal

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

YOU NEVER KNOW
how Canadian manufacturers are improving their methods unless you
TRY their PRODUCTS

MOTT'S
Chocolates
MADE IN CANADA
equal the best imported.

John P. Mott & Co.
HALIFAX, N.S.
SELLING AGENTS:
J. A. TAYLOR, Montreal. R. S. McINDOE, Toronto. JOS. E. HUXLEY, Winnipeg.

COWAN'S COCOA
Maple Leaf Label Our Trade Mark

Cowan's Chocolate,
Cake Icings,
Cream Bars, and
Cowan's famous Milk Chocolate

are absolutely pure goods

THE COWAN CO., LIMITED
TORONTO

RAW SUGARS

CONSIGNMENTS FROM
Barbadoes
Trinidad
Jamaica
Antigua

SAMPLES AND PRICES ON APPLICATION.

D. RATTRAY & SONS
General Commission Merchants
QUEBEC Montreal OTTAWA

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by Our Ad. Expert, TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send our Expert specimen of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

HOW ADS. MIGHT BE IMPROVED.

I RECEIVED a specimen of advertising from Forsyth, Jr., Dartmouth, Nova Scotia, for criticism. The data in the ad. is good, and the conclusion well brought out, but the effect would have been better had the compositor used more taste. The type is too large, the heading rather crowded, the border is not well joined, and there are too many turnover lines to give shape to the ad.

Just to show how good ideas in words may be aided or wasted in type I will contrast another idea of the same ad. with the original, though, of course, in a much smaller space. I think I will be able to convince Mr. Forsyth that

Interesting Facts About Tea

CANADIANS use 3.139 pounds (about 3 1-7 pounds) of tea per head every year.

THE POPULATION OF DARTMOUTH IS 4,806

THEREFORE Dartmouth consumes annually 15,086 pounds of tea.

THE SALES OF

Forsyth Jrs.

Famous 30c. Tea

Are now about 350 pounds a month, which would be 4,200 pounds a year, or

More than one quarter of the Tea used in Dartmouth - - - - -

according to the government estimate.

DON'T YOU THINK there must be some **GOOD REASON** for this?

LISTEN! Try a pound and the reason will be quite apparent.

FORSYTH JR.,

Water St., - - - Dartmouth.

his words did not have the effect they well merited.

PUBLICITY.

FROM the amount of retail advertising matter that comes to me for review I judge that the average retailer has become wise as to the value of publicity. A proper realization of this fact is not only indispensable to successful business, but it is half the mainstay of merchandising. There never was a time in the history of commerce when publicity was so centralized on printing as it is to-day. The advent of the mail-order system as a factor in mercantile affairs is largely accountable. When business was chiefly local the desired end could be realized in various ways. Window displays, etc., were and, of course, are still effective so far as they go, but printing publicity as seen in newspaper advertising, etc., was ushered in to reach another section of the consuming public, who perhaps would never see the window display, in addition to those who require a little stirring up. Hence newspaper publicity has, by the very priority of its calling, become the medium par excellence for the retailer. It is to the retailer what the trade newspaper is to the manufacturer.

Of course, publicity as a dual force is stronger than publicity as an individual force, no matter how strong that individual force may be. While a merchant should adapt himself to new conditions and advertise in the newspaper he should never neglect the concomitant force to all retail advertising—that which I have just referred to above—the store. The merchant should keep his window, his shelves, his counter on a par with his newspaper advertising. Certain people never buy through newspaper advertisements. They buy largely on what might be called "impulse"—when the goods are before them. Hence arises the need of having just as attractive advertisements in the store as in a newspaper. The question arises here, What is store advertising? Store advertising, as I understand it, while interrelated to newspaper advertising, antedates it by decades. It is similar to newspaper advertising in that anything to which attention is directed either by symbols, words, constructions, etc., is advertising, but different to it in that store advertising is direct, personal as it were. On the other hand, newspaper advertising is rather impersonal, a sort of "by proxy." To illustrate concretely, a merchant places a can of tomatoes at the back of one of the shelves in his store where it cannot be seen. It stands to reason that this is not advertising. But to advertise the can of tomatoes it is not necessary that a boy should be deputed to point his finger at it. The merchant may place the can where it will be conspicuous, but arrange it so that it looks like so much tin. That is advertising, but inconclusive advertising. The buyer has had his attention drawn to the can, but to him it is virtually nothing. When the merchant arranges the can so that a label tells it is tomatoes, and some particular brand of tomatoes, he produces the same effect as when he directs attention to his goods in the newspaper—he advertises.

Following up this thought, it is obvious that one merchant will employ better store advertising than another, just as the same merchant will employ better newspaper advertising than his neighbor. He will be more methodical, more timely, display more taste, more originality, etc. Even from the crude instance given above it must be patent that store advertising is a powerful factor for success, especially when merged systematically with newspaper advertising. On this point of united strength many merchants err. Their store advertising is apparently planned and its importance realized, but their newspaper advertisements are weaklings, toned as if they were auxiliaries or

INTERESTING FACTS ABOUT TEA

Canadians use 3 139 pounds (about 3 1-7 pounds of tea per head every year. The population of Dartmouth is 4,806; therefore Dartmouth consumes annually 15,086 pounds of tea. The sales of

FORSYTH JR'S

Famous 30c. Tea

are now about 350 pounds a month, which would be 4,200 pounds a year, or **more than one quarter of the Tea used in Dartmouth** according to the government estimate. Don't you think there must be some **good reason** for this? Listen! Try a pound and the reason will be quite apparent.

FORSYTH JR.

Water Street, Dartmouth, Nova Scotia.

subordinates to store advertising, instead of being a power in themselves. The public is told to call and see how big the assortment is, how tasty it is, how low the prices are, etc., but the very essentials in these cases—particulars—are lacking. Where manufacturers have representatives scouring the country and drumming up business, general advertising serves the purpose. It opens the ground for the canvasser, because buyers are asked to wait for "our traveler, who will call on you with," etc. But where retailers advertise in a general way the results are sure to be scant, because the retailer has failed to distinguish between methods necessarily dissimilar. An advertisement should be

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S

Cream Soda Biscuits

McLAUGHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

What is more attractive in your store than a choice selection of Confectionery?

Your stock is not complete without a full line of

Gunther's Famous Chicago Candies

Apply for prices and exclusive Agency for your Town to

HARRY W. HUNT, CANADIAN REPRESENTATIVE

49 Wellington East, - - - - - TORONTO

IRRESISTIBLY DELICIOUS



A QUICK, STEADY AND PROFITABLE ACCOUNT FOR ANY DEALER. ADVERTISED EVERYWHERE.

SPECIAL WHOLESALE AGENTS:—Howe McIntyre & Co., Montreal, Que.; D. H. Rennoldson, Montreal, Que.; Thos. Davidson & Co., Quebec, P.Q.; The F. J. Castle Co., Ottawa, Ont.; The Davidson & Hay, Limited, Toronto, Ont.; Balfour & Co., Hamilton, Ont.; Edward Adams & Co., London, Ont. W. S. Clawson, St. John, N.B.; Jason S. Creed, Halifax, N.S.; The Paulin Chambers Co., Winnipeg, Man.; Kelly, Douglas & Co., Vancouver, B.C. SEND FOR A SAMPLE.

LAMONT, CORLISS & CO., Agents, 27 Common St., MONTREAL

Genuine **Pratts Astral Lamp Oil**

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

A Trial Order

will convince you it is the best, then you will always stock

San-Toy Starch

Ask your jobber for it or write to

J. H MAIDEN
MONTREAL

DIAMOND BRAND

MAPLE SYRUP

IS NOT A COMPOUND

It is not only Pure, but it has that delicious flavor of fresh Sap Syrup direct from the sugar bush.

All Jobbers.

Sugars Ltd., = Montreal

framed to perform the same function in the newspaper that an advertisement performs in the store—each aims in its own particular field to make patrons. If newspaper advertising fails to attract those people who, before they start out to purchase, look for prices as well as argument, particular descriptions as well as general references, it will probably do no more than to act as a reminder to a few persons who would in all probability have called at the store on their own principle of seeing first and buying second.

An appreciation of these distinctive elements of publicity, and their proper relationships, has led to the prolific use of illustrations by big advertisers, especially when bidding straight to the consumer. The object, of course, is to vivify the advertisements, make them more like the showrooms with the actual goods. It has also occasioned the employment of men skilled in delineating objects, capable of analyzing and stating the merits of an article and of adding to their statements a wholesomeness of tone, a suavity of style and an appealing argument—the kind of advertisements that round up wavering purchasers and help to retain regular purchasers, just as the traveler with the goods at his side and the suave appealing manner rounds up the dealers. When the big advertisers go after the consumers they adopt methods to attract consumers, not dealers. It is well worth remembering that in retail publicity newspaper advertising co-operates with the man behind the counter; in "big" advertising it co-operates with the man on the road.

HENRY PHIPPS, PARTNER OF ANDREW CARNEGIE.

HARDLY one reader in a million knows that a Phipps rather than a Carnegie or a Frick laid the keel and steered the great Steel Craft over its first trial course. Yet the story of his career is even more romantic than that of his associates, for, unlike many of them, he owes nothing to speculation.

* * *

He began with nothing—in Philadelphia—and by sheer Anglo-American grit, foresight, and unwearying application built up a fortune nearly a hundred storeys high, each storey representing a million of money. Those who know say that, excepting the latest phase of it, when more than five hundred millions were paid for what a year before could have been bought for three hundred millions, pluck, shorn entirely of luck, was the principal ingredient of his success. He avoided taking chances, and he never pocketed a profit that was not earned in the strictest sense of the word—in which quality his great fortune is probably unique.

* * *

Born in Philadelphia in 1839, he inherited from a hard-working father the physical alertness which remains his dominant characteristic. From his mother, who, with his father, was English before she became American, he acquired his mental qualities, including an abiding fondness for books. During his boyhood the family moved from Philadel-

A TRADE WINNER FOR GROCERS.



The full flavor the delicious quality, and the absolute **purity** of **Lowney's Cocoa** distinguish it from all others. It is a **natural** product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the nutritive and digestible product of the **choicest** Cocoa Beans. A quick seller and a **profit** maker for dealers.

THE WALTER M. LOWNEY COMPANY,
No. 447 Commercial Street, BOSTON, MASS.
CANADIAN BRANCH: 530 St. Paul St., Montreal

The Best Cereal Food to Eat, and the Best Cereal Food to Sell is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT**.

TRISCUIT is a **CRACKER**, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

The Natural Food Co.
Niagara Falls, N.Y.

In Your Anxiety | ADVICE

to make money don't let "cheap" talk prevail over your better judgment to stand by standard goods —safe sellers.

Southwell's
Jams and Marmalades

are reliable and superior to all attacks, and the prices will stand comparison. Let us hear from you.

Frank Magor & Co.
Canadian Agents
MONTREAL

"BUSY"

Yes, indeed, we are very busy, as this is the time of year every grocer wants his goods in a rush. We are quite able to keep up with the rush this year, as our increased facilities warrant us in assuring our friends that we can take good care of all the orders that may come our way.

Please send your order early and often as possible, for which we thank you.

IMPERIAL BISCUIT CO., LIMITED
GUELPH, ONT.

Toronto Branch: 60 Front St. E.
Quebec City and Province: Messrs. BOIVIN & GRENIER

During the Hot Weather

VAN HOUTEN'S COCOA

Soothes the Tired Nerves

Mr. Grocer, please test this for yourself. Your customers will appreciate the suggestion also.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE, - MONTREAL

phia to Allegheny, where the elder Phipps embarked with moderate success in the shoe business. His prospects were bright enough to warrant the employment of three or four assistants, one of whom is now a well-known Pittsburg millionaire. Yet in time the business must have dwindled, for we hear of young Phipps in 1852 earning a dollar and a quarter a week as general utility boy with a Pittsburg jeweler named Barton.

* * *

Eventually he was employed by a small merchant named Egan, whose only other distinction was the novelty of having been a monk and having eloped with a nun, who became his partner in business as well as in life. Their partnership not proving specially profitable, young Phipps one day borrowed 25 cents from his brother and advertised for another job. That was on May 10, 1856—a date which marked a turning point in his career. For the advertisement bore fruit in an answer from Dilworth & Bidwell, who pulled a slim oar in the iron business and incidentally acted as Pittsburg agents for the Du Pont Powder Co. Beginning with them as an office boy, the new employe soon was raised to a clerical stool, and afterward to a partnership with Bidwell, when the original firm dissolved. That was in 1861.

Shortly before the young man was of voting age he also became a silent partner and night bookkeeper for Kloman & Co., who had a small forge and foundry, or rather smithy, in the suburbs of Allegheny City. The Kloman shop was about three miles from the Phipps home, and the young bookkeeper had a rough and muddy road to travel to and from his nocturnal job. As time passed the business grew and dissensions arose, until the services of Andrew Carnegie, then in the employ of the Pennsylvania Railroad, were sought as arbitrator.

In 1862 the firm was known as Kloman & Phipps, with a capital of $60,000, from which microscopic germ grew the greatest steel business in the world. Meanwhile Andrew and Thomas Carnegie had acquired an interest in the Cyclops Iron Co., which in 1865 was merged with the Kloman-Phipps Foundry under the name of the Union Iron Mills, as they are known to-day. That Andrew Carnegie was disappointed over the transaction was shown in a reproachful letter which he wrote one of the parties, complaining that he had embarked in a most hazardous enterprise. This so-called hazard was one of new fortunes indeed, since the complainant found himself fortuitously thrust upon a road which was to lead him to a fortune of $250,000,000.

Andrew Carnegie, in return for his share of the Cyclops property and a fifty-thousand-dollar bonus, received a 40 per cent. interest in the new company, fifth interests being held respectively by Henry Phipps, Andrew Kloman, and Thomas Carnegie. Thus to an accident which gave one partner 40 per cent. and to the others each 20 per cent. of Union Iron Mills stock is due the prominence of Andrew Carnegie and the comparative obscurity of the others, omitting the extreme modesty of Henry Phipps.

* * *

As financial director of the Union Iron Mills he did not limit himself to office routine, but went into the mill and watched the men at work, studied the machinery, and familiarized himself with every detail of manufacture. Then he wandered into other mills, comparing methods and results and suggesting improvements and economies in his own.

On one of his trips abroad he was passing through a mill in Germany and noticed that the piles made ready for the heating furnace, to be used for rolling beams, contained more than double the amount of scrap iron rails used in Pittsburg. He quietly made a sketch of the pile, and on his return gave orders to change the piles at the Union Mills to correspond with the sketch. As a result the cost of his foreign sojourn was saved the firm almost daily thereafter.

As part of the inside history of the Carnegie Steel Co., another circumstance may be cited in which the ingenuity of Henry Phipps is shown. On this occasion he made a series of observations at two or three mills so quietly and unobtrusively that no one was aware of what was going on, and then did some careful figuring. Having cautiously verified his conclusions, he announced to his partners that at a cost of one-third the price for which he believed he could sell what was known as the Lower Mill, he could enlarge the Upper Mill so as to make its output equal to that of both.

His subsequent career is a summarization of the Pennsylvania steel and iron industry, which is a matter of general knowledge. Its evolution has been an eighth wonder of industrial history. From a capitalization of $5,000,000 in 1886 to $25,000,000 in 1892 and to $160,000,000 in 1899, it has spread like a colossus from Bessemer to Balmoral and beyond.

? ?

Have you got to that point where you see that it pays to carry

PERFECTION CREAM SODAS



If you haven't other grocers have, and are ahead of you in profits. Reduce the lead.

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

? ?

CLEARED FOR ACTION!

¶ The Strawberry season is at hand and will open with a rush. The berries in the Picton district will be large and of fine quality. In the very heart of this district the Old Homestead Canning Company have secured a very large acreage and with their increased capacity will turn out

The Finest Pack of Strawberries

ever put up in Canada.

¶ Those who secured Old Homestead Strawberries last year will know what this means.

¶ The Old Homestead people, whether in constructing their buildings, installing their plant, putting up their pack, or even in the minor matter of labelling their goods, have gone on the principle of *whatever is worth doing is worth doing well. The result is quality.*

¶ If you would have the best canned goods on the market, insist on getting Old Homestead. If your wholesaler is tied up with the combine and will not supply you, write us direct. We will see that your wants are supplied.

THE OLD HOMESTEAD CANNING CO.
PICTON, ONT. LIMITED

It is probably not too much to say that the Old Homestead factory is the largest and finest on the continent.

You have to go this far to make money on ordinary cereals.

This far with Orange Meat

Simple, isn't it? Awfully true, though. Figure it "out" and see what you are "out" by not selling

ORANGE MEAT

THE

Frontenac Cereal Co.

Limited

KINGSTON, - Ontario

Flour and Cereal Foods

TRANS-OCEANIC TRIP.

THE Natural Food Co., Niagara Falls, N.Y., in arranging an American tour for their representatives in Great Britain, are to be singled out for special commendation. Under the personal direction of Mr. C. E. Ingersoll, the general European agent of the company, a party of six, including Messrs. D. Import aad G. Coates, both of London, Eng. ;E. J. Day, of Harrogate, Yorkshire; W. B. Bointon, Bridlington, Yorkshire; and F. Lomax, Birmingham, sailed from Liverpool for Boston on May 23 per steamship Ivernia. After spending a few days in Boston they proceeded to Niagara Falls, N.Y., the objective point of the trip, where they were entertained for a week by the Natural Food Co. Last week they came to Toronto and on June 17 the "Shredded Wheat" gentlemen sailed from Montreal on the Dominion Line s.s. Ottawa.

In conversation with Mr. Lomax, The Grocer representative learned that the trip was purely for pleasure. "The company wanted us to see the Niagara Falls plant, and incidentally we have been keeping our eyes open for trade suggestions. I am much impressed with the bustle and hurry I see everywhere in this country. When I landed in Boston, I was surprised to find the shops open for business as early as 7.30 in the morning. At home we think we are doing well to get things under way by 8 or 8.30 o'clock. The Englishman takes life altogethcr more leasurely, but, unless I am much mistaken, is in a better position to hold his own by so doing."

—

CANADA'S WHEAT YIELD.

Reports of the western grain crops continue very favorable. Saskatoon reports wheat twenty-four inches high, and a number of points farther west say twenty inches. The average is much less —ranging from seven to ten inches. A total wheat crop of 125,000,000 bush. is the estimate made by the C.P.R. on June 15. If these figures are correct, it will mean a new epoch in the wheat trade of Canada, and for the first time the yield will have exceeded the 100,000,000 mark. The general impression prevails that with a continuance of present conditions the yield will be the greatcst in the history of the Dominion, although everything depends on the next sixty days.

Latest advices from thc United States say that in Kansas, Oklahoma, Indian Territory and Texas the crop will not be up to expectations.

—

AUSTRALIAN GRAIN CROP.

According to latest Government returns, the yield of wheat in New Zealand is estimated at 27 bushels per acre, as against 34.3 bushels a year ago. It is expected that this return will give a surplus for export of 2,179,000 bushels. The final report of the Government statistician upon the wheat harvest of 1904 in New South Wales shows that 16,463,680 bushels were gathered. This was a return of 9.3 bushels per acre, and with a surplus carried over from the previous year, will give about eight million bushels for export. It is believed that with better cultivation the average yield can be largely increased, and as such an increase would make farming more profitable, the time is not far distant when New South Wales will show a harvest of forty million bushels.

—

U.S. FLOUR ON THE WANE.

It is significant that during the past eight months the output of flour in the United States has fallen very far short of the mills' capacity, especially at Duluth and Minneapolis, these important centres having made 1 1-2 million barrels less than in the corresponding previous period.

American millers are pushing each other hard in the matter of price in the home markets also, and it will take them a long time to get into line themselves, and a longer time to get into touch with users on the European side of the Atlantic. American wheat will come almost as a surprise after the next harvest, but unless it comes cheap it will come in vain. British and Irish millers are now able to do without it entirely, and never again will it be a power in the land. It will come, of course, unless our cousins mill the whole harvest, and in that case they will have to take unprofitable prices. Presumably, if English millers have the least sense of the fitness of things, the next dumping period should be the last as far as flour from the United States is concerned.—The Miller.

—

RADIUM IN FLOUR.

According to the American Miller, Prof. J. J. Thompson, a scientist, has found radium in flour. It is not explained whether the radium is a component of the wheat or whether the learned professor accidently dropped a lump of the million-dollar-an-ounce metal into his flour sack. If it is the first we may expect all the breakfast foods to be driven out of existence by the strenuous advertising of the flour millers, something like this for instance: "Get our radium flour! Wonderful stuff! Full of radio-activity! Prolongs life to a thousand years! The more you eat of it the more radium you get into your system and the healthier you get!"

—

A site has been secured and a company organized with a capital of $100,000 for a large flour mill to be erected at Edmonton. The mill is to have a capacity of 250 bbls. per day and an effort will be made to complete it in time to handle a portion of this year's crop.

TWO FAVORITES

that will always win trade for you



REINDEER BRAND
Condensed Milk and
JERSEY CREAM



(An Evaporated Milk that Contains No Sugar)

You can back these goods with your business reputation and you take no chance of losing. Because of the high quality of these goods and the satisfaction given in their use they have proved themselves winners every time.

Always Good Always Ready Always Sell

W. G. A. LAMBE & CO., Agents. **Every tin guaranteed**

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

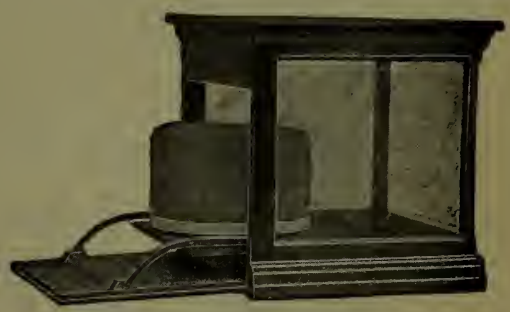
Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

PROFITS IN CHEESE



Mice, Insects, Dirt, Shrinkage, Samplers
The Enemies of the Grocer who sells Cheese.

Automatic Cheese Cabinets

keep the cheese as clean and fresh as when first cut, and preserve it from the ravages of mice, dirt and tasters.

Its operation is simplicity itself. Just lower the door and the cheese slides out, automatically, on its revolving base in position for cutting, retiring into the cabinet as promptly when the door is closed. The cheese is always temptingly in view, under glass.

PRICE **$7.50** F.O.B. Factory

The Cabinet is a very handsome glass, polished hardwood display case; a most attractive fixture. ***Place one on your counter and it will Increase your cheese sales and profits and pay for itself many times over.***

Write for folder illustrating our single and double Refrigerator Cheese and Cheese Cutter Cabinets.

The Walker Pivoted Bin and Store Fixture Co.
Factory, BRAMPTON Head Office, TORONTO

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

PROTECTION OF RETAIL TRADE.

"FROM the manufacturer to the consumer" sounds enticingly. "Save the middle-man's profit" is a fascinating appeal to the pocket. And yet, if everybody were to succumb without discernment or discrimination to every allurement proffered, and every fascination presented, he would become a hankrupt in pocket and a dehauchee in morals.

Although the affairs of the world are shaping themselves to a logical execution of the naturalist's doctrine of the survival of the fittest, the elimination of the middle link would deprive evolution of its strongest support. And what is a prop to Nature cannot be treated as a superfluity in commercial life.

The retailer in the cigar and tobacco line is the connecting link between the manufacturer and consumer. He is the proper medium for bringing the consumer into the sphere of the manufacturer's activity. By coming into contact and touching elbows with the consumer he is enabled to familiarize himself personally with an individual's tastes and desires and transmit his knowledge thereof to the manufacturer for his guidance in the manufacture of his products. For the manufacturer himself it would be physically impossible to acquire this knowledge which impresses itself on the retailer in every nook and corner of the country by his attendance on the consumer. To gain the favor of the consumer, to gratify his tastes, the manufacturer is undoubtedly best served by the intelligent retailer who makes a study of the demands, peculiarities and even whims of his customer.

"The manufacturer to the consumer," however, goes it blind, blind both ways. He stumbles on the consumer at random, and the consumer has to take his representation on mere faith. It is a mere game of chance on either side, not destined to establish either trustworthy or enduring relations. It's merely a haphazard way of doing business that can at best but have a temporary or isolated success, and that only at a heavy outlay of expensive advertisements in periodicals that catch only a passing fancy.

No less disillusioning under the X rays of common sense is the other catch-phrase: "Save the middle-man's profit." In the first place when such an appeal is made it means merely the transfer of the middle-man's profit into the pockets of the manufacturer and no saving at all to the consumer. If a test was to be made by the consumer he would soon find out that he could buy the cigar most profusely offered in magazine advertisements under the catch-phrase: "Save the middle-man's profit" at exactly the same price at a retail store as on a direct order from the manufacturer. And in the second place the consumer is likely to be baited under that fascinating appeal with a much inferior cigar.—Ex.

THE SIZE OF CIGARS.

Two smokers stood in one of the cigar shops in the vicinity of the stock exchange during the rest hour.

"You have all sizes of cigars," said one of the smokers as he surveyed the stock. Then these questions and answers followed:

"In length," replied the shopkeeper, "the average cigar is from four to five inches."

"Has the size of the cigar anything to do with the price?"

"Sometimes. Not always. The stogie is longer than the average length and everybody knows what a stogie costs. They are seven inches long.

"I have another cigar the same length as a stogie, which sells three for $1. The cigar that sells three for a half is about 5½ inches long, but it is thicker than the cigar of the same length that sells for 10 cents straight, or 15 cents straight."

"What is the weight of an average cigar?"

"All depends on the tobacco. One cigar that sells for 10 cents weighs about one-fourth of an ounce. Another the same size, weighs an eighth of an ounce, and still another of the same size that sells at the same price, weighs half an ounce. The brand that sells three for a dollar is the same weight."

"I suppose there are fads in sizes of cigars just as there are fads in fashions."

"Well, you're on. Just at present the fad seems to be long cigars of the panatela shape. They are all prices too, from 5 cents up."

"Isn't it a fact that the average smoker—I don't mean men who run to fancy prices and buy by the box—buys the 5-cent cigar?"

"More 5-cent cigars are now sold than formerly," the shopkeeper replied. "The 5-cent panatela shape, for instance, we sold for 10 cents straight when we paid duty—I am referring to the Porto Rico cigars.

"I have one customer who used to buy them by the box at $5. When the duty was taken off I gave him one of the brand one day and told him it was a new 5-cent cigar that I had just put on the market. He smoked about half of it and said it was enough, and wanted his old smoke. Then I told him it was the same, less the duty."

"Then what happened?"

"What usually happens? You smokers think you know more about cigars than we who make them. That man wouldn't have it. He insisted on smoking a 10-cent straight, and I gave it to him. Price is what governed him, just as it governs most men when they buy. The average man is not much of a bargain hunter."

TOBACCO IN SOUTH AFRICA.

Rhodesia has during the past season been making strenuous efforts to come into line with the larger tobacco pro-

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

Questions and Answers

Q. Do you know that in the **Pharaoh** Cigar (10c.) you have the best Filler in the world?

Q. Do you know that the **Pharaoh** Cigar (10c.) has a better Binder than any other cigar?

Q. Do you know that a flawless leaf is imported from Amsterdam for the Wrapper of the **Pharaoh** Cigar (10c.)

A. I had heard that it was a Cuban leaf, selected from the choicest of the Manicaragua District, Province of Santa Clara.

A. Someone told me it was a Connecticut brood-leaf—the most expensive grown.

A. All this trouble! No wonder the **Pharaoh** sells! **And, say, the PEBBLE Cigar (5c.) is another great favorite.**

Note.—J. BRUCE PAYNE, LIMITED, GRANBY, QUE. are the makers of these famous 5 and 10 cent. Cigars.



IT IS ALL RIGHT

to think on the Tobacco question, but while you are thinking some other grocer is selling

T. & B.

and doing the thinking after. **Buy,** first; **sell,** second; **think,** third, is a good policy when you can stake on the Tobacco.

T. & B. is widely advertised. All smokers know it and like it. **He is a wise Grocer who carries T. & B.**

The Geo. E. Tuckett & Son Co., Ltd.
Hamilton, Ont.

ducing countries of the world. Among other tobaccos grown we have a nice lot of flue-cured leaf, similar to South Carolina leaf. The color, texture and general appearance of the leaf are very good, but when it is said that it is similar to South Carolina leaf, of course it is understood at the same time that, like that leaf, it is lacking in aroma. But Rhodesia is a very large country, and perhaps we may yet secure something that will displace the "Old Belt" leaf. Samples sent to Great Britain have created a sensation, and money is being raised for several plantation companies. In fact, one company, with a capital of $150,000, have already started, and this amount is soon to be raised to $500,000. A tobacco warehouse company is on the boards, and a large factory building will soon be erected.

NEWS OF THE TRADE.

F. G. Strain, tobacconist, Fort Frances, has suffered loss by fire.

Campbell & Cullen, tobacconists, Victoria, have dissolved partnership, and have been succeeded by Munro & West.

The Ritchie-Hearne Co., Limited, soap manufacturers, Brampton, is to be wound up. O. Wade has been appointed liquidator.

CLAY PIPES

Those made by **McDOUGALL** are peerless. Insist upon having them.

D. McDOUGALL & CO., Glasgow, Scot.

SWEET CAPORAL



CIGARETTES

STANDARD OF THE WORLD

Sold by all Leading Wholesale Houses.

IF YOU FOLLOW IN THE TRACK

of the King Buffalo Cigar, you will find it nets good returns to grocers ; excellent returns to live grocers.

King Buffalo Cigars

Can be had for $35.00 per M. ; express paid on sample hundred if cash accompanies order, also on all time orders of ½ M. or over. Packed in wax-lined pockets to prevent drying. Smokers, return pockets and thereby secure set of fine art pictures.

Canada Cigar Co., Makers, London, Ont.

TRADE FALLS OFF

quickly when "probable" tobaccos are substituted for "stable" tobaccos. It is a mistake to thus substitute. "Probables" perhaps not advertised; public wary; conservative as to change. Better hold to the good steady sellers,

McAlpin's

and let no make-believe mammoth-selling tobaccos endanger your trade. ***McAlpin*** Tobaccos are just what they are claimed to be—***Reliable.***

McAlpin Consumers' Tobacco Co., Limited

TORONTO

TEAS

Japan We are booking orders for new season Japan Teas. The market opened low but has since advanced. Ask for samples of standards—will give you benefit of low prices.

Ceylon Green, to arrive in 2 months, a beautiful Ceylon green, Japan style, at 14½c.—a rare snap. Have only a few chests left unsold.

Canned Goods

Booking orders on all kinds of Vegetables and Fruits at prices guaranteed. First booked, first served.

Salmon

A large stock at interesting prices.

Raisins

A splendid lot of Valencias, F.O.S. at 4c. in 10-box lots. Try one lot.

S. J. MAJOR, LIMITED

Wholesale Grocers, Wine and Spirit Merchants,

Ottawa, Ont.

WALL PAPER

HINTS FOR THE SALESMAN.

WITH business brisk in the wall paper department, salesmen should examine closely into their knowledge of useful suggestions for the benefit of the customer. The following ideas should prove useful:

It is not always realized how greatly the atmosphere of a room may be affected by the tones or pattern of its wall-hangings. Even the wall paper has its share in making the home what it should be—the cheeriest spot imaginable.

A room facing the north needs an entirely different treatment from that which faces south. The former will need yellows, warm greens, reds and such colors as suggest warmth, while in the latter cool tones may be indulged in. Tan and warm browns are good for the cooler rooms, whereas the cool tea greens, blues and such shadings are better for the western and southerly aspects.

If a room has many windows it should not have light-colored, bright paper, else the effect will be glaring. And, on the other hand, the room that seldom has any sun in it should be made as bright and cheery as possible by the color of walls and furniture.

When there are dark rooms, as is so often the case with city apartments, the effect aimed at should be one which will appear well by artificial light. An artist in town made an exceedingly attractive room of one of these dark rooms by making it essentially an evening apartment. He used deep cream for the walls and ceiling, with red hangings, pillows and curtains. Gloom was dispelled and cheeriness reigned.

Cartridge paper is generally a wise choice unless the darker colors are chosen in the cheaper grades. If this is done fading invariably results. Pictures always look well against a plain background and there is never a figure to district the weary eye.

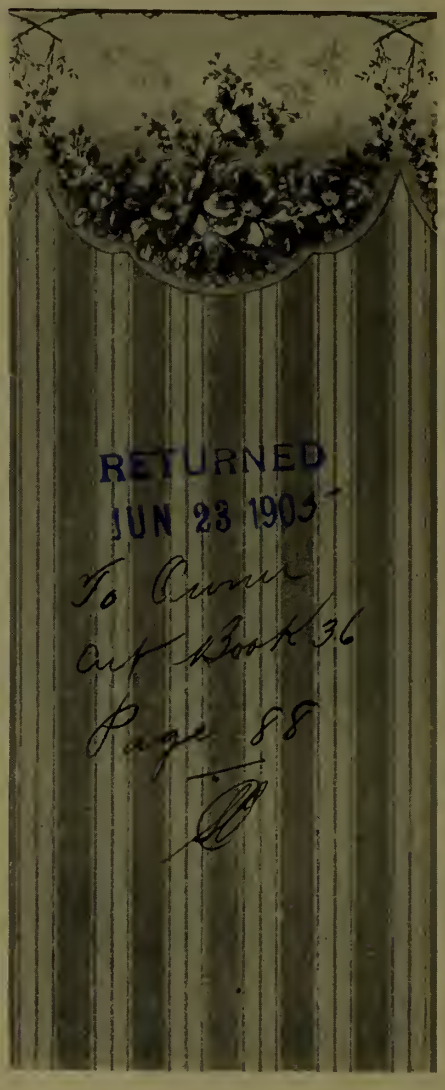
NEW PATTERNS IN WALL PAPER.

Progressiveness is the all-prevailing feature that will impress itself on those examining the new line of wall papers now being prepared by Stauntons Limited, Toronto, which will be shown to the trade in the course of the next week or two. Work on the new samples has been in full swing for some time, and while at the time of writing there are some finishing touches still to be added, there is abundant evidence to be seen in the samples completed, that the new line will take a very prominent position during the coming year. The designs have been carefully chosen to give a wide variety in style and with a view to covering all the many requirements of present-day decoration. The colorings are novel in treatment and have that snappiness so characteristic of the "Staunton" wall papers.

The accompanying illustration of a stripe with a festoon frieze cut to a scallop shows one of their very effective combinations. This border will be very decorative when used with plain stripes, ingrain papers and small stencil effects in two-tone treatments. Several patterns of a character new to the "Staunton" lines are being shown, and these serve to add additional attractiveness and will bring to the firm many orders for goods that heretofore have been thought necessary to import.

INQUIRIES FOR CANADIAN TRADE.

THE following inquiries in regard to Canadian trade have been received at the Department of Trade and Commerce, Ottawa. The names of the firms making the inquiries with their addresses may be obtained on application to the Superintendent of Commercial Agencies, Department of Trade and Commerce:



A Stylish Stripe, Shown in Silk and Two-Tone Treatments with Scalloped Festoon Frieze. Stauntons Limited, Toronto.

716. A Scotch company of whisky distillers seek suitable Canadian agents.

729. An importer of dairy and other produce has requested to be placed in communication with first-hand sources for obtaining regular shipments of frozen hogs, weighing, dead and cleaned, 1 to 1¼ cwts.

730. Inquiry has been made for 50,000 wood buckets, 13 and 14 inches in diameter, to hold 28 lbs. lard.

731. A North of England firm have made inquiry for yellow scale, 124 to 126 degrees melting point, for the manufacture of candles, which they now import from U.S.A.

732. A large concern manufacturing picric acid is seeking to do direct business with Canadian importers.

737. A Wolverhampton firm wish to get in touch with Canadian manufacturers of broom handles.

710. A large Yorkshire firm of wool spinners, manufacturing worsted yarns, coating, serge, and hosiery yarns both in botany and cross-bred qualities, greys, mixtures, solid colors, marls and twists, desire direct communication with Canadian woolen manufacturers requiring these yarns.

711. A Yorkshire firm manufacturing solidified oils and greases desire direct communication with Canadian buyers, and would appoint an agent or agents for the different provinces of Canada.

TRY A MAN OUT.

"If you use care in selecting your employes, every one of them is worth a careful trial, and should not be dismissed without a thorough consideration of the reason for his not coming up to your expectations," says System. "Perhaps the failure is not entirely his own fault, but is due to conditions which can be remedied. Another point to remember is that it takes some men longer than others to adapt themselves to new work, and very often the most capable man will be the slowest in showing what is really in him.

"Take the case of the new salesman who went out for a Chicago house into Texas, a territory where the firm had never been able to do any business. Three weeks went by and no orders came in from him. The sales manager, convinced that he was a failure, wired him three times to come home. But to his surprise the young man replied: "Can show results in another week." The manager was tempted to repeat his messages in more emphatic terms, but something impelled him to grant another week of grace.

"Within two days the firm received from this man an order for two carloads of goods from the best-rated jobber in Texas. Finding it impossible to do business with the jobber, he had gone out among the retailers, and, by hard work, had created such a demand that the jobber was forced to buy his line. Needless to say, he was retained at an increased salary, and to-day he is the star man of the firm's sale force. The incident is a good illustration of how too hasty judgment by an employer will often lose him a good man."

Ramsay Bros. & Co., Limited, manufacturers of confectionery, biscuits, etc., Vancouver, will shortly engage in the manufacture of macaroni, vermicelli, spaghetti and noodles.

WALL PAPER

We're just bubbling over with enthusiasm for our 1906 line of wall papers.

Sampling is completed and our travellers will be on the way by the end of the month.

The man to see is the "Staunton" man. The line to order is the "Staunton" line. Wait till we get to you—you'll be enthusiastic too.

STAUNTONS LIMITED

MANUFACTURERS

TORONTO

THE

"VAMPIRE" Spiral Flycatcher



5cts. each

Clears the house of flies

THE "Vampire" Spiral Fly-catcher consists of a small closely-wound Spiral, covered with a sticky material, and hermetically sealed in a short tube. By simply pulling out one end the Spiral is elongated and forms the most effective Fly-catcher known.

This article is a quick seller and carries a large profit. It is CLEAN, SIMPLE and EFFECTIVE. As a window show it draws crowds. No POISON. No LEAKAGE.

LABELS IN ENGLISH OR FRENCH

SEND FOR FREE SAMPLE

SOLE MAKERS:

KAY BROS., Ltd., Stockport, England

SOLE AGENTS FOR CANADA:

The LEEMING MILES CO., Limited, Montreal

SPECIAL OFFER

To Every Grocer in Canada.



SPECIAL OFFER!

2 Boxes Davis' Fly Felts—	200	5c. packages retail for	$10.00
1 Box Davis' Fly Felts—	50	10c. packages retail for	5.00
1 Box Davis' Fly Felts—	10	10c. packages retail for	1.00
			$16.00

Price to Retailer, $6.00, net 60 days.

Please Note Profit of $10.00 on $6.00 Purchase of Fly Felts.

Davis' Fly Felts sold in all parts of Canada. Every package guaranteed effective. Attractively boxed. Sell themselves when displayed.

Order through your wholesale supplier. If they do not handle send order direct.

POWELL & DAVIS CO., - - CHATHAM, ONT.

FREIGHTS AND CHARTERS

BUSINESS is better. Shippers are more numerous, and the shipping companies are more optimistic, as the booking for July is extremely good. "Rates are not going to be lower either," so a knowing man said to The Grocer. The probabilities are that they will be higher for certain staples that are always on the market at this time of the year. Dairy produce is coming in more freely, and the shipments are steadily increasing. It was notable that on the Allan Line s.s. Victorian, wheat and other grain, also abundant quantities of flour. The Lake of the Woods Co. seem to be doing a fine export trade.

Just now the trade is alive with reports about the wheat crop in the Great Northwest. Reliable authorities state that 85,000,000 bushels is nearer the mark than the absurd reports which place it over 125,000,000.

The total cheese shipments from the port of Montreal to date this season show are busy with freight, and that business is booked away ahead. Hay export is increasing every day, and the reports of the crop while not so rosy as was at first reported are first rate.

The record trip of the Allan Line R.M.S. Virginian, the new turbine steamer, has shortened the distance between Moville and Rimouski, and the feat is notable to all shippers who value time so much in this age of activity. It will be a striking thing for Canada if the

BERTH QUOTATIONS—Montreal.

Description.	Liverpool.	London.	Glasgow.	Bristol.	Belfast.	Leith.	Aberdeen.	Dublin	Manchester.	Antwerp	Havre.
Lard, Beef, Pork, Tallow, Grease and Oleo in tierces, barrels or half-barrels	*13¼c	15/	15/9	15/	15/6	17/6	17/6	16/6	10/6	12/6	15/
Bacon and Hams, Boxed Meats, Cases of Meat, and Lard in boxes and cases	*13¼c	15/	15/9	15/	15/6	17/6	17/6	16/6	10/6	15/	15/
Canned Meats	*13¼c	15/	15/9	15/	15/6	17/6	17/6	16/6	10/6	15/	15/
Canned Goods (gallon apples, fruit, soups, vegetables, etc.)	5/	13/1½	13/1½	†15/	†15/6	15/	15/	†16/6	.....	†12/6	12/6
Oil, lubricating and other; also Wax; in barrels	10/6	12/6	15/6	15/	.....	....	.....	.....	10/6	12/6	.....
Oil-cake, Cottonseed Cake, Flour, Oatmeal, Cornmeal, Split-peas Starch, and Grape Sugar, in bags	6/3	6/6	6/6	*9c	10/6	10/	11/3	11/	7/6	*9c	11/3
Rolled Oats, Dog Flour, Flour Middlings, in bags	7/9	8/	9/4½	10/	16/6	12/6	14/3	17/6	8/9	10/	.....
Rolled Oats and other Cereals, papered, in cases	5/	7/6	10/6	†15/	...	.....	.....	.....	.....	†15/	12/6
Glucose and Syrup, in barrels	.....	12/6	12/6	10/	20/	.....	.....	22/6	8/9	10/	.....
Cheese, in boxes; also Condensed Milk	20/	25/	26/3	25/	.....	25/	30/	.....	20/	25/	.....
Butter, in cases and kegs; Cheese in crocks, boxed	25/	30/	31/6	30/	.....	30/	35/	.....	25/	30/	.....
Seeds, Timothy and Clover, in bags	12/6	15/	15/	12/6	.....	.....	.....	20/	12/6	12/6	.....
" Beans and Peas, in bags	10/6	10/6	10/6	10/6	20/	.....	....	17/6	10/6	10/6	12/6
Apples, Flour and Meal, in barrels	2/6	2/6	3/	2/6	.....	.....	....	.....	2/6	2/6	2/9
" and other Green Fruit, in boxes	12/6	15/9	15/9	15/	.....	.....	.....	17/6	12/6	15/	.....
" Evaporated, in barrels or boxes	7/6	10/	10/6	10/	17/6	.....	.....	.....	7/6	10/	12/6
" Prunes and other dried fruit, in boxes	15/	20/	21/	20/	.....	.....	.....	.....	15/	20/	20/
Eggs, in cases or barrels	12/6	15/9	15/9	15/	.....	.....	.....	.....	12/6	12/6	15/
	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....

These rates are for general information only, and are subject to change at any time without notice; it is therefore important that all contracts must be reported by wire and confirmation obtained before closing with shippers, and unless specifically stated to be prompt shipment, or shipped within ten days after date of contract from the west.

The above rates are exchanged on basis of $4.80 to £1 Stg., excepting that when freight is prepaid, the ocean proportion of the through rate must be collected on basis of $4.86 to the pound sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

It is understood that when reporting Sack Flour engagements, a carload is considered 28,000 lbs.

It is also important that shipper's name be given for every engagement made.

* Rates quoted in cents are per 100 lbs. † Per 2240 lbs, No Primage via Montreal.

which carried over the members of the Manufacturers' Association, there was such a fine cargo of "Made in Canada" goods. There were, for instance, 10,552 boxes of cheese, nearly 25,000 bushels of wheat, about 5,000 pieces of deals, and a rare general cargo of meats, furs, furniture, wall paper and tobacco. The Mica Boiler Co. shipped by this boat 27 bags of mica. Nearly all the boats leaving Montreal are laden with heavy cargoes of an increase of about 30,000 boxes, but there has been a big decrease in shipments from Portland and New York, showing a total falling off of over 8,000 boxes. Butter has increased from Montreal and in general by nearly 7,000 packages.

The Lake steamers are laden to their utmost now with grain from the west, and general cargoes are also of great interest with all lines. The R. & O. Navigation Co. report that their lines St. Lawrence route is made shorter than via New York.

WANTS CANADIAN AGENCY.

The Grocer is in correspondence with a London, England, firm who are anxious to get hold of a good line of Canadian tomato sauce. The firm in question have excellent facilities for distributing goods of this class. Fuller particulars may be had on application to the Toronto office of The Grocer.

WM. BRAID & COMPANY



TEA AND COFFEE IMPORTERS

The Big Tea and Coffee House of the Great West

We are the largest importers of Teas, Coffees and Spices in the Canadian North-West. We deal in them exclusively, therefore are in a position to take care of your smallest orders or handle your largest ones—Satisfaction guaranteed.

VANCOUVER, B. C.

Write us for samples and quotations.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

June 22, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—

Bee" brand, 48 5c. pkgs., per case	$1 75
" " 27 10c. pkgs, "	2 00
" " 10 25c. pkgs, "	1 75

Cook's Friend— Per doz.

Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
3 doz.	12-oz.	3 40
½ doz.	2½lb.	10 50
¼ doz.	5lb.	19 75

JERSEY CREAM BAKING POWDER.

¼ Size, 5 doz. in case	$0 40
½ " 4 " "	0 75
¾ " 3 " "	1 25
1 " 2 " "	2 25

OCEAN MILLS. Per doz.

Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
" Borax, ¼ lb. packages, 4 doz.	0 40
" Corostarch, 40 pks. in a case	0 78

Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER.



Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb. tins, 4 doz. in box	$2 25
½-lb. tins, 4 doz. in box	1 25
¼-lb. tins, 4 doz. in box	0 75

"BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	$3 50
" " 36 10 "	4 00
" " 24 16 "	4 50
"Beaver" brand, 24 16 pks.	4 80



EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10



J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 16½c
"Sapphire" 14-lb. boxes, ¼ lb. pkgs. per lb.....12½c
"Union"—14-lb. boxes, assorted 1 & ¼-lb. pkgs., per lb..... 10c

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 60 pkgs.	2 25
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 45
" 5-doz. 10c. "	0 90

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	0 18½

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 55
Chocolate—	per lb.
Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake— Per doz.

Chocolate, pink, lemon color, 1lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

PROFITS GUARDED BY SYSTEM

Costly and embarrassing mistakes mean loss of customers and loss of trade. You should insure against mistakes. A careful customer gave the following reason for preferring to trade with a merchant who uses a National Cash Register:

"Mr. Hardy is so anxious to avoid mistakes that he pays a money penalty to any customer who does not receive a printed receipt from his cash register for the amount of each purchase. With each sale he gives this printed check on which he announces to pay this penalty.

"He advertises special bargains on this check. This gives me notice of sales I would otherwise overlook."



A National Cash Register insures your profits by enforcing carefulness and accuracy among your clerks. This prevents disputes and increases trade.

Let our representative call and explain our system to you.

Cut off here and mail to us today

NATIONAL CASH REGISTER CO., DAYTON, OHIO

I own a_____. Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy.

Name

Address

No. clerks

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, 1lbs	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ¼-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caracoas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

½ lb tins,	4½ doz.	to case	per doz.,	$	.90
1 " "	4 "	"	"		2.40
½ " "	2 "	"	"		4.75
1 " "	1 "	"	"		9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.



	Per lb.
Elite, ¼'s	$0 30
Prepared cocoa, ¼'s to ½'s	0 28
Mott's breakfast cocoa, ¼'s	0 38
" " " ½'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ¼'s and 6's	0 26
" Confectionery chocolate, 21c. to	0 31
" Sweet chocolate liquors, 20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Aanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa— Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins. 40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins..40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins..40c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins..42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins 44

Sweet chocolate powder—
6-lb. boxes, 12 boxes in case, ½-lb. tins..32c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 34c.

Premium chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs..33c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs..35c.
12-lb. bxs., 6 bxs. in case, ¼-lb. pkgs..35c.

Medallion sweet chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs...44c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs..44c.

Milk chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs ... 35c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs..35c.

Vanilla sweet chocolate—
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs..32c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs..32c.

Tid-Bit chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..30c.
12-lb. bxs., 6 bxs. in case, ¼-lb pkgs..30c.

Diamond sweet chocolate—
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs..23c.
12-lb. boxes, 6 boxes in case, ¼-lb. pkgs 23c.

Condensed Milk.

"Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, qp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20



TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.) $4 65
"Reindeer" brand per case (4 doz) 5.60



Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70
"Beaver" coffee, 24-1 lb. pkgs	4 80
"Sun" brand, 25 and 50 lb. tins—	
Gem, roasted or ground	0 30
Extra, " "	0 26
Fine " "	0 22
Fancy " "	0 18
"Beaver" (ground only compound)	0 15

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1?

JAMES TURNER & CO.	Per lb
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.	Per lb
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 60
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, In 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	1? 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

IN TABLE SYRUPS



"Crown" Brand is Canada's Standard

PUT UP IN TINS—

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ½ Brls. **Kegs and Pails.**

Freight paid on 5 cases and over to all railway stations East of North Bay.

Purest, Richest in flavor and body and color. Most Healthful and Nourishing Table Syrup made.

For sale by all Jobbers.
Ask for "Crown" Brand.

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT.
Works: CARDINAL, ONT.
164 St. James St., MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½o.	4c.
100 to 1,000 books	3c.	3½o.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3	cents each
5 00 books	4	"
10 00 "	5½	"
15 00 "	6½	"
20 00 "	7½	"
25 00 "	8	"
50 00 "	12	"

Cleaner.



	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents
The Davidson & Hay, Limited, Toronto

Fly Pads.



Wilson's Fly Pads, in boxes of fifty 10 cent packets, $3 per box, or three boxes for $8.40.

Food.

Robinson's patent barley	½-lb. tins	$1 2 5
" " "	1-lb. tins	2 2 5
" " groats	½-lb. tins	1 2 5
" " "	1-lb. tins	2 2 5

	Per doz.
Robinson's patent barley, 5 doz., at	$ 1 40
" " 1 doz., at	1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 06½
7 and 14-lb. wood pails, per lb.	0 06½
30-lb. wood pails "	0 06½
Pure Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate, per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$ 3 60
3 cases "	3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

OOLMAN'S OR KEEN'S.

D.S.F., -lb. tins, per doz.		$ 1 40
" ½-lb. tins "		2 50
1-lb. tins "		5 00
Durham 4-lb. jar, per jar.		0 75
" 1-lb. jar "		0 25
F. D., ½-lb. tins, per doz.		0 85
" ½-lb. tins, "		1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—		
¼-lb. tins, per lb.		$ 0 35
½-lb. tins "		0 35
1-lb. tins "		0 32½
4-lb. jars, per jar		1 20
1-lb. jars "		0 35
Old Crow," 12-lb. boxes—		
¼-lb. tins, per lb.		0 25
½-lb. tins "		0 23
1-lb. tins "		0 22½
4-lb. jars, per jar		0 70
1-lb. jars "		0 25



Orange Meat.

Cases, 36 15c. packages... $4.50
5 case lots.... 4.40 (Freight paid.)
Cases, 20 25c. packages... 4.10
5 case lots.... 4.10 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints) per doz.	$ 2 30
Corked " "	

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case)	$1 45

Soda.

COW BRAND.



Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5o. pkas. containing 96 pegs., per box, $3 00.

MAGIC BRAND.

	Per case
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND.

"Bee" brand, 3 oz., cases, 120 pkgs.	Per case
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	$2 75

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross		$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

Many Books Sold at $1.00 are worth ten times their price to those using them.

$1.00

"100 Good Ads. for a Grocery Store,"

sold by us at $1.00, is worth easily a dollar in suggestiveness, to say nothing of 100 ready-made ads. for the busy man.
Sent on approval if desired.

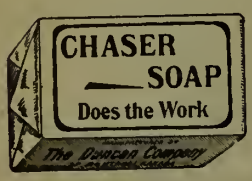
THE CANADIAN GROCER, 10 Front St. E., Toronto

BABBITT'S.



Babbitt's "1776" 6-oz.pkgs.$3.50 per box. 5 boxes a freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, bxs each doz., $2 per box.

WM. H. DUNN AGENT.



CHASER SOAP.

case $2 40
Special quotations for quantities.

(Fairbank)

GOLD DUST WASHING POWDER.

24 25c. packages	$4 65
5 10c. "	3 90
100 5c. "	3 90
100 10c. cakes (Glycerine Tar Soap)	6 50
100 10c. cakes (Sanitary Soap)	6 50
100 5c. cakes (Fairy Soap)	3 90
100 5c. cakes (Capco Soap)	3 90
100 5c. cakes (Scouring Soap)	3 90
100 5c bars (Santa Claus Soap)	3 80
100 5c. bars (Clairette Soap)	3 65
100 5c. bars (Mascot Soap)	3 45

The above quotations are all on 5-box lots. When one box of specialties is purchased with each five boxes of laundry soap the latter is reduced in price 10c. per box.
Freight prepaid.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$ 0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 04½
Silver gloss, 6-lb. drawl-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
Bee" brand starch—	
" laundry, 64-12 oz. pkg. per case	$5 00
" " 32-12 " per ½ "	2 50
" corn starch 40-16 oz. pkg. " "	3 00
"Sun" borated starch, 40-16 oz. pk. per case	3 00
" borated starch, 50 box. 100 lb. keg	0 06½
" laundry " 50 " " " "	0 05½
"Gem" " " 100 & 200 lb. kegs	0 05½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 04½
Aome Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 06½

SAN TOY STARCH.

10c. pkges, cases 5 doz., per case.... 4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

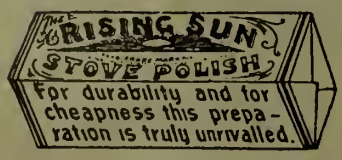
Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 06½
Durham corn starch, 40 lb	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 04½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½



OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



W. H. DUNN, AGENT.



Enameline No. 0 4, bxs., ea. 3 dz.	38
Enameline No. 0 6, bxs., ea. 3 dz.	65
Enamelline liquid, bxs, ea. 0 3 doz.	80
Blackene, 5-lb. cans, per lb.	0 10
Enameline stove dressing, per doz.	0 70

Syrup.

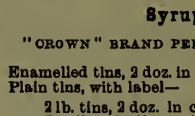
"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70



Teas.

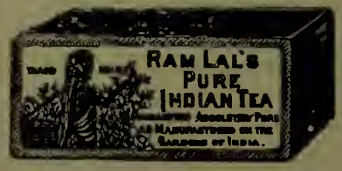
SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, 1's	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55



Cases, each 60 1-lb.	$0 36
" " 60 ½-lb. }	0 35
" " 30 1-lb. }	
" " 120 ¼-lb.	0 36



LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 37½
" III 80-lb. boxes	0 32½
EMD AAA Japan, 40 lb " at	0 30
" AA " 40 "	0 27½
Blue Jay, basket fired Japan, 70 lbs.	0 26½
"Condor" IV 80-lb. "	0 30
" V 80-lb. "	0 25
" XXXX 80-lb. boxes	0 22½
" XXXX 30-lb. "	0 23½
" XXX 80-lb. "	0 20
" XXX 30-lb. "	0 21
" XX 60-lb. "	0 18½
" XX 30-lb. "	0 19
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 26
"Condor" Ceylon black tea in lead packets	
Green Label, ⅛s, ¼s and 1s, 60-lb. cases ....retail	0 25 at 0 20
Grey Label, ⅛s, ¼s and 1s, 60-lb. cases ....retail	0 30 at 0 23
Yellow Label, ¼s and 1s, 60-lb. cases ....retail	0 35 at 0 26
Blue Label, ⅛s, ¼s and 1s, 50-lb. cases ....retail	0 40 at 0 30
Red Label, ⅛s, ¼s and 1s, 50-lb. cases ....retail	0 50 at 0 34
White Label, ⅛s, ¼s and 1s, 50-lb. cases ....retail	at 0 40
Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 ..... per lb.	0 35
No. 2 ..... "	0 30
No. 3 ..... "	0 25
No. 4 ..... "	0 20
No. 5 ..... "	0 17½

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Smoking—Empire, 4s, 6s and 12s	$0 46
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" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
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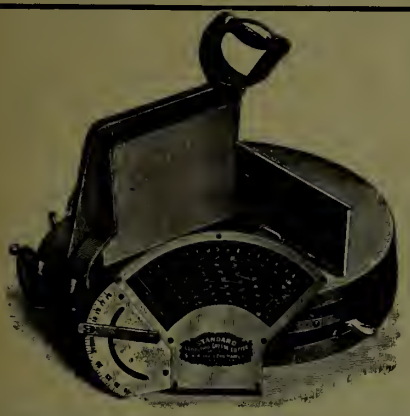


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ST. JOHN, N.B.—Robert Jardine.
TORONTO, ONT.—J Westren, 630 Ontario Street
MONTREAL, P.Q.—A J. Hughes, 1483 Notre Dame St.
WINNIPEG, MAN.—A. Strang & Co., 233 Fort Street
VANCOUVER, B.C.—C. E. Jarvis & Co., Holland Block



Lorimer's Worcester-shire Sauce

A High-grade English Sauce---good 25 cent value---to retail at 10 cents. Good money in it for the grocer.

THE ROBERT GREIG CO., Limited
WHITE SWAN MILLS,
TORONTO

None to Compare with

BORDEN'S



Brands:
"Eagle" Condensed Milk



"Peerless" Evaporated Cream

For an absolutely "guaranteed pure" brand always rely on BORDEN'S. For sale by all first-class jobbers.

William H. Dunn, Montreal
JOS. IRVING, 92 Wellesley St., TORONTO.
ERB & RANKIN, Halifax, N.S.
SCOTT, BATHGATE & CO., Winnipeg, Man.
W. S. CLAWSON & CO. St. John, N.B.
SHALLCROSS, MACAULAY & CO., Victoria and Vancouver, B.C

More Light-

That's what we all need. You'll get it by using "BON AMI"—the best window cleaner known.

HASN'T SCRATCHED YET

A Metal Polish and Glass Cleaner unequalled.

W. H. GILLARD & CO., HAMILTON

Wholesale Grocers, Tea and Coffee Importers.



PROFESSIONAL GOODNESS

All have met or heard of persons whose goodness is wholly professional. They are men to be avoided.

The same negative quality marks many household commodities now in common use.

Character, high reputation, long-standing popularity, these mean much for the article that has made its way to the front against the universal competition of the past 25 years.

WOOD'S COFFEES

are there because the kernel of worth, the prize of purity, are in them. Their goodness is not "professional."

CANADIAN FACTORY AND SALESROOM
428 ST. PAUL ST., -- MONTREAL.

Profit and Loss

is intertwined in every business. Loss, on goods that are doubtful, spasmodic sellers. Profit, always sure, steady and certain—on articles such as

MATHIEU'S NERVINE POWDERS

—articles that have proved themselves—articles that the public rely on. There is no loss connected with Mathieu's Powders. They are a tried remedy for all Nerve Pains, Headaches, Neuralgia, etc. They are well known to the public. Each 25c. box contains 18 powders. Sold either separately or in the packet they bear a handsome profit. If you once try them among your own family and friends you will be able to recommend them more thoroughly. Let us send you a free sample packet.

Quite a number of people take

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

throughout the summer. They know its effectiveness in all throat and chest complaints. its building up properties; keep up your stock of this remedy.

J. L. MATHIEU CO.,
SHERBROOKE, Que.

Garton's Celebrated

H. P. Sauce and Pickles

Delicious Table Delicacies.

H. P. Sauce, 8 oz. Bottles,	c/s 4 doz.	$2.00	doz.
H. P. Pickles, Pints,	3 "	3.20	"
" ½-Pints,	4 "	2.20	"

Agents

Warren Bros. & Co.

35 and 37 Front Street East, - Toronto

The Hamilton of Thirty Years Ago

A HAMILTON "old boy" writes entertainingly in the Hamilton Spectator of men and things in Hamilton thirty years ago. A number of the characters mentioned have succeeded in reaching the top and are now doing their part in life as successful wholesale merchants

* * *

Once upon a time, some thirty odd years ago, I was a resident of Hamilton, and, though I have lived in many cities in many quarters of the globe since then, I have never found a town which comes quite up to its standard as a place of residence.

Ah! Mr. Speck, what a place Hamilton was thirty odd years ago! No doubt it still is; but were I to return to it now I fear my visit would have more of sadness than joy, for I hear the march of progress has not only doubled the population, but swept away almost all the old landmarks I remember so well and which I have been fondly reviewing this afternoon. One of the features of the Hamilton of those days that impressed me greatly was the remarkable grip the wholesale grocery business of the city had on the country. It dominated in the territory from Toronto to the Georgian Bay, led in the section south and east of Lake Huron to Lake Ontario, and practically made a clean sweep from Niagara to the Detroit River. It did not rest even here, but sent its representatives into far away Fort Garry, now Winnipeg, and gathered in fat orders from the Hudsons Bay Company and other large dealers long before the merchants of Toronto thought of making an effort for the trade. And here I may say that the honor of erecting the first brick building in Winnipeg belongs to one of those Hamilton firms—James Turner & Co.—whose business at Winnipeg had grown so large that they found it necessary to establish a resident manager, Robert Strange, and erect a warehouse for the storage of their goods.

* * *

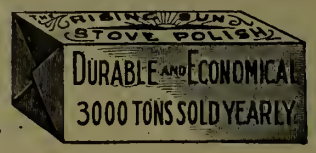
When I recall such firm names as J. & J. Turner, afterwards James Turner & Co.; John Foster & Co., afterwards Lucas, Park & Co.; Harvey, Stuart & Co.; Brown, Gillespie & Co., afterwards Brown, Balfour & Co., and Simpson, Stuart & Co., I am forced to exclaim, "there were giants in those days" in the wholesale grocery business of Hamilton. Why, sir, I have known the manager of the Hendrie cartage agency to find it necessary to employ every lorry and truck in the agency's use, some thirty odd, to cart a single order from the Turner warehouse to the old Great Western freight sheds, and even then they were unable to load all the goods at one drawing. This was a Spring order for general groceries from A. G. B Bannatyne, of Winnipeg, and it amounted to upwards of $40,000. The average wholesale grocer of Toronto did not carry that much stock in his entire premises.

George McVittie was the name of the foreman of the Hendrie cartage force on the occasion to which I refer, and I remember the long line of trucks entering the alley between King and Main streets from James. Each truck carried away from four to six tons of merchandise, and it was all loaded after 6 o'clock p.m. These big orders, however, were generally received in the early Spring, but five and ten thousand dollar orders were of common occurrence during the entire shipping season. Just imagine the feelings of a traveler of to-day were he to send in a batch of such orders to his house! Just imagine the confidence, the assurance, the pride with which he would march up to the manager and plank down his fat lists with not a cut price in the lot! It wouldn't be three for a quarter he was smoking, it would be three quarters for one. And then think of the feelings of the present-day manager as he scanned the orders and found they represented value to the extent of almost a hundred thousand dollars. What a serious consultation of the members of the firm would follow, and what a scurrying to the mercantile agencies for special reports on the financial standing of the firms giving the orders! Then the consternation of the manager, on comparing the lists with the stock in the warehouse, when he found he hadn't above half the goods required to fill the orders! But in the days I speak of there was nothing of all this; the traveler marched in with his batch of orders as meekly as a lamb, or rather as meckly as was his wont. In the particular case I refer to, the traveler was W. H. Gillard, and no one who knew him would ever accuse him of meekness. The orders were received by the firm as a matter of course, and the warehouse hands were promptly set to work to prepare the goods for shipment from the stock then in the warehouse.

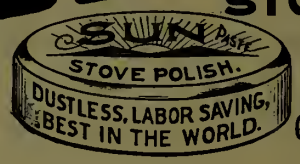
* *

Yes, those old-time wholesale grocers of Hamilton were big men ; broadminded, big in outlook, big in business ability and big physically. Let those who remember them stand a few of them up in a row! Take for instance John Turner, James Turner, John Stewart, Alexander Harvey, R. E. Lucas and Adam Brown. Every man of them over six feet in height and built in proportion. Not one of them but in a crowd would be singled out from his appearance alone as a man of distinction. I have often ranged them before my mind's eye and in my travels over the world have tried to match them with six as distinguished appearing representatives of any one line of business in a single city, but up to the present have failed. Can you match them physically to-day in any city in Canada from one line of business? Some of them had the foresight of statesmen in those early days of Confederation, and one of them, seeing that Manitoba and the Northwest would eventually become a part of Canada—I could give you his name, but I won't—saw that the eventuality could be made the means of great commercial profit. The import duty on spirits into Manitoba was at the time very low, and what did he do? He chartered a vessel at Kingston, Jamaica, and loaded it with hogsheads of rum, the whole cargo being sent to Fort Garry at great expense of freight, but light charges for the goods and for duty. When Manitoba came into the confederacy the rum was duty paid—enough of it to last the whole Northwest for years—and no more could be imported except at an enormous increase of duty. Some of this rum may still be in Winnipeg, and if so it must be prime stuff indeed, for with each year's age it gains in quality. I wish I had some of it right now. The enterprise exhibited in carrying such a venture to a successful issue under the conditions that obtained thirty odd years ago is not to be measured by the standards of to-day, for from Lake Superior to Winnipeg every pound of freight had to be hauled by the slow process of cartage over a trackless stretch of country. And this is but one instance of the foresight, acumen, courage of the men who stood at the head of the wholesale grocery business of Hamilton at the time I speak of. And what a hustling, wideawake, strenuous lot of travelers they employed to be sure—Kenneth McKenzie, Lloyd Mewburn, J. H. Herring, Tom Greening, Bob Steele, Sam Wilkins, George Beach, Bill Braid, — Croy, Chris. Forrest, Peter Watt, John Park, Dave Bremner, the two McFarlanes (big Mac and little Mac as they were known throughout the trade), and others whose names have slipped my memory for the moment. What a gang to let loose on the hard-working retail grocers of the country! With a knowledge of the capabilities of these knights of the grip as salesmen, there is small wonder that Hamilton stood head and shoulders over Toronto and all other competitors in the wholesale grocery business at the time I am treating of. Bob Steele, Sam Wilkins, Geo. Beach and Bill Braid were bracketed as the Big Four. They canvassed in large part the same territory, and the title came to them not only on account of the large orders they sent in to their respective houses, but because they were all men of large, handsome physique. The McFarlanes also secured their titles of Big Mac and Little Mac on account of their physical development, the former being of liberal proportions, while the latter was under the average height. Peter Watt was one of the characters among the fraternity ; he was a most companionable Highland Scotsman and represented Simpson, Stuart & Co. It was generally believed by his brother travelers that when he arrived in this country he wore the kilts but Peter assured me that this was not so. Of one thing I am certain, there was no dullness when Peter was of the company. He had a fund of stories the most remarkable, and extraordinary as they were inexhaustible, and it is pos-

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE.



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers ; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

sible that from this fact he gained his sobriquet of "Leein' Peter."

* * *

As a sample of these stories it is related that once upon a time he was endeavoring to seeure an order for a certain brand of soap—sop, Peter called it. "It's fine, it's fine, Misther Malcolmson, just fine, sir. Why, it'll wash anything," said Peter. "Hard watter or soft watter; hot or cold. It's jist grand! Why, a few meenits ago there wuz a mon drownin' in the river below as I wuz crossin' the bridge. They had ropes an' poles an' boats tryin' ta push him ta land, but they couldna manage it. What did I do? Why, I opened my sample case, took oot a bar o' thes sop an' heaved it intil the watter. Why, sir, inside o' twa meenits it washed the mon ashore! Twinty boxes, Misther Malcolmson, did ye say? Mak it thretty, Misther Malcolmson! Mak it thretty." And thretty it was.

* * *

One of the keenest, shrewdest, most nervy men on the road was L. T. Mewburn. Before he was out of his teens he went through the campaign against the fenians as a member of a Toronto regiment, and fought at Ridgeway, fought even after every fenian had been chased over the border to the American side. It is related that after the battle he was detailed on skirmish duty, and perceiving a squad of fenians in the dim light of the morning, put spurs to his horse and charged them single-handed and alone. He scattered them all right, and the fact that upon his near approach to the bunch he discovered they were three cows, reflects no discredit on his courage. He wasn't one of the big fellows physically. As he used to put it when asked his height, "just forget whether it's five feet six or six feet five." My own opinion is that the smaller figure was about four inches too much, but for all that Lloyd was all there, as any one who stepped on his corns found to his cost. Upon one occasion I remember he drove into Lucan after a long ride on a bitter cold day. After seeing his horse properly housed and fed he entered the hotel and going to the bar called for something to assist in warming his anatomy. The bartender produced the necessary fluid and Lloyd poured out a glass. As he did so a big lounger in the barroom reached over his shoulder, seized the glass, and emptied the contents down his throat. Lloyd's whole frame stiffened, but all he said was, "Don't do that again, stranger." He called for a fresh glass and having filled it the stranger reached his arm for it. Like a flash Lloyd seized the first glass and smashed it on the jaw of the stranger, who reeled to the wall and dropped to the floor like a log. A comrade of the fallen man made a savage spring at Mewburn, but the latter expected him and in one, two, three order laid him away quietly with his friend. These men afterwards secured great notoriety throughout the country in connection with the Donnelly tragedy at Biddulph, for they were members of the Donnelly family.

* * *

Chris. Forrest was one of the remarkable men on the road in those old days. He was as tall as "Man Morton," a later-day celebrity of Hamilton, but twice as broad across. He was a giant, with a voice like a fog horn and as mild as a baby in manner. He represented the Turner firm, and one day on his trip an Irishman ran into him, the collison resulting in the destruction of the Irishman's cutter. Forrest's rig was not injured and Chris. started to drive on. The Irishman was angry, however, and ran after the rig heaping abuse upon Chris. and calling on him to get out and fight. Chris., who wore a big fur overcoat, was huddled down in the cutter and his size was not apparent to the Irishman. Presently Forrest became tired of the pursuit, and, handing the reins to Teddy Bowstead, who was with him, he unfolded his great length from the buffalo robes and stood in the roadway to meet the Irishman. But the latter, seeing the towering seven-foot form before him, came to a dead halt and blurted out in a voice of fright, "Be gob, it's Finn McCool! I'll have nothin' to do wid ye!" and turning ran down the roadway faster than he came, followed by the fog-horn horse laugh of Forrest.

* * *

J. H. Herring was another of this list of drummers who upon occasion could give evidence of the manhood that was in him. He came to Canada from, I think, Bristol, England, the vessel he sailed on being wrecked in or near the Gulf of St. Lawrence. The sea was running high and there seemed but one chance to save the lives of the crew and passengers. A line must be carried to shore almost a mile away. Being a strong swimmer Herring volunteered to undertake the task. His offer was accepted. A light line was fastened to him and he plunged into the angry sea. After a strenuous struggle with the elements he reached shore, the result being that every passenger and the entire crew were rescued from the sinking vessel. He is, I think, still a resident of Hamilton.

OF INTEREST TO THE TRADE.

THE many friends of Mr. F. J. White, Toronto, will read with interest an announcement elsewhere in this week's issue of The Grocer. Mr. White has taken over the business of Minto Bros., tea importers and blenders, 55 Front street east, Toronto, a house successfully established in Canada for upwards of thirty years, and will in future devote his time and energy to enlarging the clientele of this firm. Complete lines of bulk tea will be carried, and a feature made of "Mela-Gama" packet Ceylon tea, a brand which has become deservedly popular with the trade. Mr. J. Minto will continue in business with Mr. White, and the services of Mr. Alex. Minto, who has been associated with Minto Bros.' tea business since 1895, have been secured.

Until a few weeks ago Mr. White was proprietor and managing director of White & Co., wholesale fruit, produce and commission merchants, Toronto, a firm dating from 1892. From the start Mr. White's business career has been one unbroken series of successes, and to-day White & Co. rank among the very first wholesale fruit firms in the Province of Ontario, both in size and up-to-date equipment. In addition, Mr. White has been manager of the White Auction Co. for seven years. In all his undertakings he has succeeded in establishing a reputation among the trade for enterprise and amiability that will go far to ensure his success in the tea business.

The Grocer wishes Mr. White every success, and has every reason to believe its wish will be abundantly realized, as Mr. White is a connoisseur in the rare art of knowing how to please a customer, and has a close personal acquaintance with the trade, such as is possessed by but few Canadian business men.

A Few Odds and Ends to Hand

Hazard's Onion Sauce, Morton's Arrowroot ½ lb. tins,
Stower's Lime Juice and Cordial,
Canned Asparagus, Canadian 3-lb. Tomatoes,
Electro Silicon, Lactomen.

LUCAS, STEELE & BRISTOL, *The Original Quick Shippers,* **HAMILTON**

SPECIAL REDUCTIONS

—IN—

Canned Goods and Dried Fruits

To make trade in the quiet season

See our travellers for particulars
It will pay you

JAMES TURNER & CO., - HAMILTON, ONT.

If you want the best, book your future Canned Goods for

Tartan BRAND

All Guaranteed by

Canned Vegetables and Fruits

BALFOUR & CO., - Hamilton, Ont.

QUICK SHIPPERS. LONG DISTANCE PHONE 596.

CANNED PLUMS

2-lb. Tins, Heavy Syrup, Extra Fine Quality.

THOMAS KINNEAR & CO.

WHOLESALE GROCERS = TORONTO and PETERBORO

CHEESE

CHEDDARS, STILTONS, FLATS,

We are in a position to quote f.o.b. factories on all kinds and quantities of Canadian Cheese—

CHEDDARS, FLATS, STILTONS.

Get our quotations.

QUALITY

YOU CAN RELY ON

A. F. MacLAREN IMPERIAL CHEESE CO. LIMITED

TORONTO

Business Changes

Ontario.

THE WILLIAMSON-BOWRON CO., grain and produce merchants, Hamilton, have dissolved partnership. A. W. Bowron continues in business.

R. N. Dowsley, grocer, Brockville, has sold out to F. H. Clifford.

W. T. Trott, general merchant, Oil City, has suffered loss by fire.

Burk Bros., grocers, Amherstburg, have assigned to R. Lee, Toronto.

E. Appleton, general merchant, Kenora, has assigned to G. D. Mathias.

C. Schmidt, baker and confectioner, Toronto, has sold out to H. Lawlor.

A meeting of the creditors of J. McQ. Wardell, grocer, London, was held June 23.

A trustee is in possession of the premises of E. O. Boehmer, grocer, Berlin.

J. L. Caisse, fruiter and confectioner, Bracebridge, has assigned to T. E. Godson.

The Georgian Bay Fruit Growers, Limited, Thornbury, have obtained a charter.

P. A. Cobbald, general merchant, Haileybury, is about to retire from business.

R. H. Little, general merchant and miller, Lisle, is offering to compromise at 60c. on the dollar.

A meeting of the creditors of J. Laferriere, general merchant, Glen Robertson, was held June 22.

The Hodd & Cullen Milling Co., Limited, Stratford, have been succeeded by the McLeod Milling Co., Limited.

C. G. Folkes & Co., general merchants, Manotick, are reported to be selling out. To take effect Sept. 1, 1905.

I. P. Cahill & Co., liquor dealers, North Bay, have assigned to J. P. McNamara, and a meeting of creditors was held June 28.

A meeting of the creditors of the Canada Biscuit Co., Limited, manufacturers of biscuits and confectionery, Toronto, is to be held July 7.

A meeting of the creditors of M. Rothschild & Son, general merchants, New Liskeard, was held at Montreal, June 22. They are offering 25c. on the dollar cash.

Quebec.

Vaillant & Lamare have registered as grocers, Montreal.

D. Coulombe, general merchant, Ville Roy, has assigned.

Cassault & Frere have registered as grocers, Montreal.

The assets of L. Getz, storekeeper, Lambton, have been sold.

A. Therriault, grocer, Montreal, has sold out to S. Laviolette.

Cassault & Frere, grocers, Montreal, have dissolved partnership.

The premises of A. Gagnon, tobacconist, Montreal, are closed.

J. A. Bourget, general merchant, Lac Aux Sables, has compromised.

Gilmour & Girard have registered as general merchants, Waterloo.

The assets of J. W. Gagnon & Cie., grocers, Louiseville, are to be sold.

J. E. Bourbonniere has registered as a confectioner and florist, Montreal.

J. Vaux, grocer and liquor dealer, Montreal, has assigned to A. Desmarteau.

The assets of G. Lachange, general merchant, Beauceville East, have been sold.

A. Brisebois, grocer and liquor dealer, Montreal, has been succeeded by J. Labesque.

The assets of J. A. Blondin, general merchant, St. Maurice, are to be sold June 29.

Lamontagne & Freres have registered as wholesale and retail tobacconists, Montreal.

The stock of Skelly & Moquin, grocers and liquor dealers, Montreal, is under seizure.

S. Meunier & Fils de Chambly, general merchants, Chambly Basin, have dissolved partnership.

South & Co., grocers and liquor dealers, Montreal, have been succeeded by A. T. McCrory.

Lefaivre & Taschereau have been appointed curators to M. Tremblay, general merchants, St. Simeon.

Lefaivre & Taschereau have been appointed curators to C. Pelletier, general merchant, St. Flavie Station.

Chase & Sanborn, wholesale teas and coffee dealers, Montreal, have admitted John Anderson to partnership.

Manitoba and N.W.T.

Geo. Betts, grocer, Louise Bridge, has sold to C. E. Bragg.

Snider & Lees, millers, Arcola, have dissolved partnership.

J. Jewkes, general merchant, Belmont, has assigned to C. H. Newton.

D. Cleland, wholesale and retail liquor dealer, Winnipeg, is selling out.

MALAGA FRUIT

We have a few boxes and quarter-boxes of this fruit on hand in prime condition.
If requiring, order early, as stocks are light, and passing out quickly.

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

Rocca & Caneilla, confectioner, Winnipeg, has assigned to J. W. Lord.

G. Lachanee, general merchant, St. Eustache, has sold out to A. Houde.

D. McPherson, general merchant, Basswood, has sold to Knight & McLennan.

B. B. Gilbart, general merchant, Fleming, has admitted Mr. Kerr as partner.

Urquhart & McWhinnie, liquor dealers, Edmonton, have been succeeded by I. H. Pickard.

Schwanz Bros., general merchants, Rocanville, have sold their stock of dry goods, groceries and boots and shoes, to Barrett & Scott.

British Columbia.

J. Billinger, grocer, Vancouver, has been succeeded by E. Holland.

D. Anderson, grocer, Vancouver, has been succeeded by J. A. Gray.

THE ACT A BOMERANG.

ACCORDING to the Montreal Gazette, the Act passed at the last session of the Quebec Legislature, imposing a tax of $300 on commercial travelers representing firms outside of Canada doing business in the Province of Quehec, promises to become a boomerang. "Already English travelers who annually have large business transactions with Montreal and Quebec houses, are giving this city the go-by and will in future conduct their business from Ontario centres. It is reported in the news columns that three departed yesterday for Toronto, without attempting to do any business here, in order to avoid a tax which would almost dissipate any profits they might make. The damage which this tax will probably do to many business concerns in Montreal can readily be seen, whereas its purpose is beyond comprehension.

"If Mr. McCorkill, who fathered this interesting enactment, intended it as a revenue producer, his object is frustrated, as might have been expected, for incoming travelers will not pay the license fee. One would rather suppose that a patriotic motive inspired Mr. McCorkill and he desired that this measure should throw the work and the profits of English and American travelers into Canadian hands, but here again is his judgment at fault, for in the language of the commercial men, the Canadian agents 'don't know the goods.' The penalty imposed for each contravention of this Act is from $500 to $1,000.

"Considered from every standpoint, this Act is as futile for obtaining any benefit as the measure at first proposed to tax each resident agency $500 for each foreign firm represented. That would have meant driving those agents from Quebec Province; this means that travelers will henceforth make Toronto or Winnipeg their Mecca, and will give Montreal and Quebec a wide berth. A $300 tax upon travelers upon whom Montreal houses must rely to a great extent, is going to be simply a drag upon trade. The only thing that this Act is calculated to raise is trouble, but a great deal of that."

TIVERTON'S NEW STORE.

On June 17 the doors of the fine new store of McInnes & Co., Tiverton, were thrown open to the public for the first time and from early morning till late at night crowds of visitors and customers thronged the store. Since the destruction of the old store by fire about a year ago, McInnes & Co. have been spending time and money in erecting what they have planned to be one of the finest stores outside of the cities.

The store is forty-seven feet square and has been erected on a corner, thus giving ample window-space. It is two storeys in height, built of white brick, with hardwood floors, metal ceilings and walls and is lighted with acetylene gas, of which there are 38 lights on the ground floor alone. The ground floor is devoted to groceries and drygoods, while upstairs is to be found the stock of clothing, boots and shoes, and crockery.

The firm of McInnes & Co. is composed of Messrs. McDonald and Irwin Patterson. It has been long-established, the founder, Mr. McInnes, having died several years ago.

NEW FIRM IN FAR EAST.

Moss & Co., Foochow, China, formerly associated with Dodwell & Co., and Dodwell, Carlill & Co., are launching into the general mercantile, insurance, shipping and commission business on their own account. They have made arrangements to open branches at Shanghai and Colombo, and will shortly increase their sphere of operations to include all other tea exporting ports of importance.

UPTON'S

Orange Marmalade



Sold everywhere by Grocers that know their business

Frenzied Business

Prices are now out on peas, and nobody can say that the gentlemen in Hamilton have not put them low enough. Whether this illegitimate cut-throat—less than cost—price is any advantage to the retail trade we very much doubt. In issuing these prices we believe they have overshot the mark and it will fail to accomplish its purpose, as it must be apparent to every retail grocer that they were not sent out for philanthropy, for the benefit of the retail trade, for the consumer's benefit, or in a legitimate business sense, but solely to drive out, buy out, or fire out the canners working independent of the consolidation. Whether this is to the interest of the retail trade of the Dominion we leave them to judge, as they are the gentlemen who in the end have to settle these controversies. Understand, we are not appealing for pity, as we consider ourselves quite competent to take care of these gentlemen single handed, but we consider it a legitimate matter for both personal and business discussion in the trade papers of the country. At the same time we are not going further into the matter now, and hand it over to the retail trade for their dissection.

Believing that these low prices will increase the sale of peas enormously, we have made arrangements to increase our pack accordingly so as to fully protect our customers in their increased requirements. The trade will also remember, that, unlike some of our competitors, one in particular, who are currently reported to be holding one hundred thousand cases of old peas, we have not a case of old goods in stock, all this year's pack, fresh and new, and every indication of being the best pack in quality we ever packed ; the cool, moist weather we have been having maturing the raw material in perfect condition.

THE PACKERS OF QUAKER CANNED GOODS



"COLUMBIA" FOOD PRODUCTS





The standard of the American market; the brand that the other makers are always trying to imitate.
For purity, cleanliness and absolutely true flavor they are unequalled.

WE HAVE JUST PASSED INTO STOCK ANOTHER CARLOAD COMPRISING

"COLUMBIA" CATSUP
"COLUMBIA" BAKED BEANS
"COLUMBIA" SOUPS
"COLUMBIA" CHILI SAUCE
"COLUMBIA" SALAD DRESSING
"COLUMBIA" SWEET PICCALETTE

"GOLD MEDAL" CATSUP
A cheaper grade that is better than most others

SPECIAL QUOTATIONS ON 5-CASE LOTS



"RED LETTER" concentrated SOUPS can be retailed at 10c. tin.

Other grocers are making money on them—IT WILL PAY YOU TO STOCK THEM

The EBY, BLAIN CO. Limited
Sole Wholesale Agents TORONTO

ALL ABOARD FOR BUFFALO.

A SPECIAL meeting of the Toronto Retail Grocers' Association was held in the Temple Building, on Monday evening, June 26, to arrange the details in connection with the annual excursion to Buffalo, on July 12. The Elks are holding a monster demonstration in Buffalo on this date, when over 30,000 members from all parts of the continent will parade the streets. Triumphal columns, arches, and other holiday decorations are being erected in gorgeous profusion, and the city will present a sight on the "glorious twelfth" such as is seldom witnessed.

The excursion will be by the Niagara Navigation Co., to Niagara-on-the-Lake and via Michigan Central special train to Buffalo, returning to Toronto by the late evening boats. Special arrangements have been made for excursionists who do not wish to go as far as Buffalo, and a section of the party will go by the Gorge Route to Niagara Falls Park.

The resolution was passed in favor of allowing a limited number of manufacturers and business firms to provide entertainment on board the boats. Altogether, no pains are being spared to make this the most successful excursion in the history of the association. Toronto retail grocers have a reputation for providing "bang-up good times" at their mid-summer outings, and with such an attraction as the Elks demonstration, the success of the excursion on the twelfth is already assured.

WHAT IS YOUR MARK?

It is frequently the case that different merchants will be found using the same cipher for a cost or selling mark. This is due to a limited comprehension of the unlimited field of words of ten letters each which may be used for ciphers.

The editor of a well-known journal recently instituted a cipher competition, giving several prizes for the longest lists of words of ten letters each. The winner of the first prize sent in a list containing 1,065 words. The list of the second prize winner contained 996 words, while that of the third prize winner contained 974 words. We think our readers will be somewhat surprised at the number of words thus shown to be at their command in establishing ciphers.

We cut at random from the first prize list sixty words, any one of which is suitable for the purpose:

Fleshwound	Heartbonds	Landforces
Flourished	Heartlings	Languished
Flowerbuds	Hectograms	Languisher
Flowerings	Hemicrany	Laniferous
Flunkeydom	Hemidactyl	Lanigerous
Fluohydric	Hemitropal	Lapjointed
Flustering	Herdswoman	Lathbricks
Fluxations	Hexagynous	Lavishment
Flyingcamp	Hexandrous	Lawnmongers
Flyingshot	Hieromancy	Lectionary
Fluxionary	Hindermost	Lengthways
Flypowders	Hogpeanuts	Leucopathy
Foliatures	Holingaxes	Lexigraphy
Fogwhistle	Holystoned	Liefraught
Forcipated	Honeystalk	Life-guards
Forecabins	Hortensial	Lighterman
Forensical	Hospitaler	Limehounds
Foreshadow	Hospitable	Lithocarps
Forgivable	Hospitably	Lithomancy
Forinsecal	Hotbrained	Lithomarge

—American Storekeeper.

COMMERCIAL TRAVELERS' TAX.

The commercial travelers' tax imposed by the Province of Quebec of $300 a year upon travelers entering that province, is viewed with disfavor by the Toronto Board of Trade.

At the meeting of the council of the board on June 27, the following resolution was passed: "That this council notices with regret the passage of an Act by the Legislature of the Province of Quebec, imposing a tax on commercial travelers representing establishments having no business place in Canada visiting that province, and desires to record its opposition to this kind of restriction in commercial intercourse, and that steps should be taken to give the widest publicity to the fact that no such tax exists in the Province of Ontario."

DAIRYMEN MEET.

A meeting of the butter and cheese merchants of Ontario and Quebec was held in Montreal on Wednesday and Thursday of this week, to discuss the dairying situation.

On the afternoon of June 28 the delegates visited the different warehouses and cold storage departments in Montreal, and on June 29 they held a meeting in the Board of Trade Building. G. G. Publow, chief of the instruction staff at Kingston, was in charge, and the visitors were welcomed to Montreal by H. A. Hodgson, president of the Montreal Produce Association.

T. Eaton & Co. will open their new store in Winnipeg on July 12.

"ACADIA" BRAND STRICTLY BONELESS CODFISH

IT'S UP TO YOU



Something Novel
Something New
Something Never Seen Before

Packed in 2-lb. Non-porous Wooden Boxes, 1 dozen to crate, and 1-lb. Tablets, 20-lbs. to case.

ORDER A SAMPLE CASE



Sold by Leading Wholesale Grocers and Fish Dealers.

BLACK BROS. & CO., Limited

AGENCIES:
A. H. BRITTAIN & CO., Board of Trade Building, Montreal
REGINALD LAWSON, Winnipeg, Man.
CHAS. MILNE, Vancouver, B.C.

HALIFAX AND LaHAVE, N. S.

SEASON OF 1905



"CLOVER LEAF" BRAND

FRASER RIVER SOCKEYE SALMON

THE MOST POPULAR BRAND OF SALMON ON THE MARKET

"ARROW" BRAND

RIVERS INLET SALMON

THE BEST MEDIUM-PRICED SALMON OFFERED TO THE JOBBER

BROKERS

Toronto, - - -	Chas. E. Kyle	Kingston, -	D. Stewart Robertson & Co.
Montreal, -	J. Alex. Gordon & Co.	Ottawa, - - -	J. Moffat Ross
Quebec City, - -	Joseph Winfield	Winnipeg, - -	Ashley & Thompson
Hamilton, - - -	Alfred Powis	St. John, - - -	J. Hunter White
London, - - -	D. C. Hannah	Halifax, - -	Grant, Oxley & Co.

Fresh and Cured Fish

ACROSS THE CONTINENT.

ON June 8, there left Halifax for British Columbia, in charge of the Dominion Express Co., a carload of Nova Scotia and P. E. Island shell fish to be transplanted in the Pacific in the hope that they will thrive there and eventually give the Pacific Coast a good supply of bivalves and crustacea. The shipment was upon order from the Dominion Government and the lobsters were supplied by Messrs. Neville, the well-known lobster packers. The fish were all specially selected, some coming from Sambro and some from Petpeswick, and by permission of the Government a number of female spawn lobsters were included.

There is great difficulty in getting them to the Pacific Coast alive, as the trip takes seven days, while salt water will turn bad after a day and the fish will not live in fresh. Tanks are therefore out of the question, so the lobsters were carefully packed in damp sea weed in thirty cases and iced. Part of the shipment was in miniature refrigerating cases patented last year by John Neville. They are all of a special size, thought best by the Marine and Fisheries Department for transplanting, and Mr. Kempt, fishery expert of that department, accompanied the shipment. Experiments in transplanting lobsters on the Pacific Coast in the past have failed, most of the fish dying on the way.

The car arrived in Vancouver on June 15, the fish shipped in miniature packing cases in splendid condition, although those in ordinary crates were not in such good order. It is, perhaps, the most successful attempt that has yet been made to transplant lobsters from the Atlantic to the Pacific.

CARP MULTIPLYING.

Carp are multiplying with extreme fecundity in all the lakes and rivers of Ontario, to the detriment of bass and other valuable fish. It is interesting to note that in some localities carp has become an important fish of commerce. One official report says:

"During the Fall, nine cents per pound was paid for carp in the wholesale markets of New York City and Chicago; 200,000 pounds were recently shipped from New York to Germany, the country of its nativity, where it is still the most highly esteemed of the food fishes.

FISH GOSSIP.

A fish hatchery is to be erected at Beren's River, Man., during the present Summer which will be one of the largest and best equipped on the continent.

A number of British capitalists are investigating conditions on the coast of British Columbia with a view to going into herring fishing on a large scale.

Salmon as purchased from Indian fishermen on the Pacific Coast have gone up in price to an alarming extent. For a fair-sized fish, the Siwashes are asking a dollar and a half.

Reports received at the Ontario Fisheries Department show that the famous fishing grounds of Lake Huron are in serious danger of becoming depleted owing to the ravages of carp.

Lunenburg, N.S., fishermen are complaining that Americans are violating treaty rights and obtaining supplies at Canadian ports, which enables them to compete with native fishermen to their injury and serious loss.

The harbor of Cowichan Bay, B.C., is being thoroughly explored for oysters. If the find is sufficiently large, a lease of the beds will be applied for at once, and a company formed to market the oysters on a large scale.

The Dominion Government are investigating the claim of Lunenburg fishermen that Americans are carrying on fishing operations within territorial waters, and getting bait privileges not allowed them by the treaty of 1818.

Mr. Cowie and his Scottish herring experts are at work again this season at Canso. Reports to the Department at Ottawa show that they are meeting with great success. The catch was larger the first two weeks they were at work than all last season.

Newfoundland has developed a new industry which promises to be a successful one, namely, the placing of whale flesh on the market. The meat has already been shipped in large quantities to the West Indies, where it is much appreciated by the natives. It can be sold for 6c. a pound.

SOCKEYE SALMON







"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

Season 1905

HORSE SHOE SALMON



TRADE MARK REGISTERED

ALSO

SPRING SALMON—"Columbia" Brand.
COHOES—"Tiger" Brand.
PINKS—"Sunflower" Brand.
"Jacques Cartier" Brand.

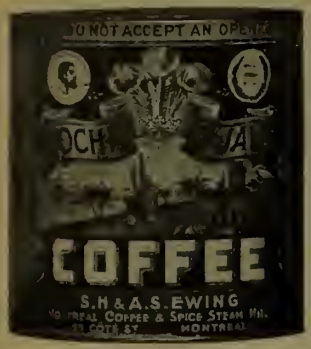
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J. H. Todd & Sons

Victoria, B.C.

Wholesale buyers can obtain quotations from

Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.
W. G. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Provinces.



"PRINCE OF WALES"
Mocha and Java Coffee

"PRINCE OF WALES" is gaining ground every day—People know when they get the COFFEE they like—really delicious Coffee—It helps the Merchant, too—If you are not handling "PRINCE OF WALES" drop us a line and let us explain our method of "Helping the Dealer"—advertises you and helps introduce the Coffee. No premiums; Actual Merit does it. A post card brings the information Write it now.

S. H. & A. S. EWING,

ESTABLISHED 1845.

Montreal Coffee & Spice Steam Mills, - 53 & 55 Cote St., Montreal
Cor. Lagauchetiere St.



INGERSOLL, CANADA—FACTORY.

AN EASY ONE.

Added to our splendid assortment of
GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given Highest Award at World's Fair St. Louis, Mo., 1904. Proven the purest and best. and for many purposes PREFERABLE TO FRESH MILK. Can be purchased through any wholesale house.

St. Charles Condensing Co.

Cooked Hams

Increase your trade and also your profits by keeping in stock

Fearman's Handy Hams

Cooked ready for the table. Shipped by express in any quantity and as required.

F. W. FEARMAN CO. LIMITED
HAMILTON

WE ARE DAILY BUYERS OF

EGGS AND BUTTER

Correspondence solicited.

WRITE, TELEGRAPH OR TELEPHONE US WHEN YOU HAVE ANY TO OFFER.

THE PARK, BLACKWELL CO. LIMITED
TORONTO

TELEPHONE M 3960

BUTTER
CHEESE
EGGS

DAIRY PRODUCE AND PROVISIONS

BACON
LARD
HAM

LONDON PRODUCE LETTER

By Our London, Eng., Correspondent.

THIS year another attempt is to be made to have the Butter Bill passed by the English Parliament. The history of this bill, which is intended by the promoters to prevent adulteration, which is extensively carried on at the present time, is curious and interesting.

Several years ago an English firm, now Pearks Ltd., placed on the market a butter which they sold to the public as "milk-blended butter." This was nothing more than ordinary butter, usually Australian or New Zealand, to which a percentage of milk had been added, and they were thus able to undersell the manufacturers of pure butter. In the course of time an enormous business was built up, something like three hundred agencies being established throughout the country, and the makers of ordinary butter, finding trade being pulled away from them, began extensive prosecutions against Pearks Limited on the ground that they were selling adulterated butter. The defendants, being convicted in several county courts, appealed to the higher courts on the ground that they had distinctly explained the nature of their butter to all purchasers, who were at liberty to buy or not as they pleased. The previous convictions were therefore quashed, and Pearks Limited continued to sell their "milk-blended butter." Other manufacturers, when they found they could not prevent what they considered a "fraudulent" adulteration, began themselves to compete by adulterating their butter, using, however, not milk, but water. At last the evil was carried to such a length that a bill was introduced to regulate the quantity of water to be allowed in the manufacture of butter. Although the bill met with no success last year, strong influence is being brought to bear this season, and its advocates hope to get it through. They ask that it be declared illegal for any butter to contain more than 16 per cent. of water. There is likely to be a strong fight, for the opposition is throwing serious and powerful obstacles in the way. While one party contends that the passing of the bill would afford protection to the British farmer, the other, in contradiction, points out that in warm weather domestic butter is so watery that there would be the greatest difficulty in keeping below the 16 per cent. limit. Then, those who are interested in New Zealand butter have their objections. New Zealand creameries turn out a very dry butter for the British markets, and when other countries ship butter with as much water as the law permits, which doubtless they would do, New Zealand makers also would add 3 or 4 per cent. more water without danger of competition.

In other words, every country would go as near the 16 per cent. limit as possible, and New Zealand shippers would sacrifice quality to weight. Australian makers are strongly in favor of the bill on the ground that they are the worst sufferers. Vast quantities of their butter are used for faking purposes, and it is feared that this will have a bad effect on their reputation. This adulterating process, however, is carried on to an alarming extent in Holland, and England receives large supplies of adulterated butter from this country which is sold at a correspondingly low price. So skilful are the Dutch in this that it is very difficult even for analytical experts to discover the fraud.

To what extent the Butter Bill, if passed, will affect Canadian butter it is difficult to say exactly, but in all probability the suggested 16 per cent. limit would be of small consequence. Some might suffer, but, as a rule, Canadian butter received on the British markets is sufficiently dry to satisfy the requirements of the regulation. On the other hand, if the bill is dropped, it will be a matter of small regret from a commercial standpoint, for very little Canadian butter is used for adulteration purposes. It is not considered dry enough to allow sufficient water being added to make a profitable difference.

As has been said, New Zealand butter makers attribute the success of their produce on the British markets in no small degree to its dryness, but there are probably other causes for its popularity as well. Certain it is that many importers prefer it to the production of other countries. W. Weddell & Co., who handle butter from every country, are inclined to put it down to the splendid system of grading which is in vogue in New Zealand, and which enables importers to know exactly what quality they are going to receive. This is worth the attention of Canadian shippers. Every pound of butter, which enters British ports, bears the New Zealand Government's mark, declaring it to be one of three grades, and this prevents any irregularity in quality. Importers are thus able to give their orders forward without any fear of getting what they will not require. Two or three months ahead they can contract for consignments of No. 1, 2 or 3 grade New Zealand and know what quality they are going to have. Of course, there are brands, each of which has some peculiarity, but by dealing with the same shippers these peculiarities are gradually learned, and often serve to stimulate a healthy competition amongst the New Zealand exporters themselves.

TO IMPROVE DAIRYING.

In an effort to improve the position of Canada's dairying interests in Great Britain, Prof. H. H. Dean, of the Ontario Agricultural College, left on June 23 to visit the centres of Great Britain and Europe. He will investigate the attitude of the trade in Great Britain in regard to Canadian butter, the preservatives now used by nearly all the creamery men in the manufacture of creamery butter, cool-cured cheese, paraffining of cheese, etc. Prof. Dean will also visit the dairy schools on the continent in search of new ideas.

ICED CARS FOR CHEESE.

At the request of the Department of Agriculture the G.T.R. has undertaken, where practicable, to furnish, during the period of July 3 to September 9 of the present year, refrigerator cars for carload shipments of cheese to Montreal. Minimum weight to govern, 24,000 lbs., subject to the following conditions: When shippers make a requisition for refrigerator cars they will be supplied as far as practicable, and the Government will pay to the extent of $5 per car for icing a limited number of cars (say 10 from all points) per week. It is suggested that a ton of ice each, or a little more, will be sufficient to cool the cars for the cheese, as they do not require to be kept at a very low temperature. In the case of long distances a larger quantity may be needed. The cost of the ice supplied is an "advance charge" against the property, and where refrigerator cars are ordered and it is impracticable to furnish ice, the trainmaster will arranged to have the car iced at the most convenient point.

Any cost for icing over the $5 above mentioned, to be paid for by the owner of the cheese. In the case of cheese for Montreal (local) this additional charge may be waybilled, but in the case of shipments consigned through to European ports, via Montreal, under through bills of lading, this additional icing charge must in every case be prepaid.

DAIRY AND PROVISION NOTES.

The cheese factories in the Brockville district are about to adopt a uniform brand.

Letters of incorporation have been granted to N. W. Eveleigh, of Sussex; N. Smith, of Halifax, and W. Fowler and A. R. Cassidy, of Hammond, King's Co., to carry on a dairy business under the name of the Eveleigh Dairy Co. Capital stock, $9,900.

Make a Patriotic Resolution on DOMINION DAY

To Patronize Canadian Products.

—The eyes of the world are on Canada.
—The eyes of the housekeepers will be on **BLUEOL**, (made in Canada), the **Never-Streak Blue**—the best laundry blue on the market.
Pays you better to handle than any other.
Write for our list of valuable premiums for the dealer.



J. M. DOUGLAS & CO., : Montreal

Todhunter, Mitchell & Co.

Importers & Manufacturers

Coffee, Cocoa, Chocolate, Spices.

Telegraph and Telephone. **Toronto, Canada.**

GILLETT'S GOODS ARE STANDARD ARTICLES

IT IS TO THE ADVANTAGE OF EVERY HOUSEKEEPER IN CANADA TO USE THEM . . . . . .

Magic Baking Powder.
Gillett's Perfumed Lye.
Imperial Baking Powder.
Gillett's Cream Tartar.
Royal Yeast Cakes.
Gillett's Mammoth Blue.
Magic Baking Soda.
Gillett's Washing Crystal.

MADE FOR OVER 50 YEARS.
(ESTABLISHED 1852)

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904

YES

Eggs AND Butter

THAT'S WHAT WE WANT

IN ANY QUANTITY and at ALL TIMES

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

PROVISION AND DAIRY MARKETS.

TORONTO.

Provisions—A first-class demand is noticed for cured meats, and prices remain practically unchanged from a week ago. In fresh meats the only change is a drop of 1c. in Spring lamb. Dressed hogs are quoted this week at $9. We quote as follows:

Long clear bacon, per lb		$0 10½
Smoked breakfast bacon, per lb		0 13
Roll bacon, per lb		0 10½
Small hams per lb	0 13	0 13½
Medium hams, per lb		0 13
Large hams per lb	0 12	0 12½
Shoulder hams, per lb		0 10
Backs, per lb	0 15½	0 16
Heavy mess pork, per bbl	16 00	16 50
Short cut, per bbl		20 00
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb		0 09¾
" tubs "		0 10
" pails "		0 10½
" compounds, per lb	0 07½	0 08
Plate beef, per 200-lb. bbl	11 00	11 50
Beef, hind quarters	9 00	9 50
" front quarters	5 50	6 75
" choice carcases	7 00	8 25
" medium		7 00
" common	6 00	7 00
Mutton		0 09
Lamb, yearling		0 12½
Spring lamb		0 15
Veal	0 07	0 09½
Hogs, street lots	9 00	9 25

Butter—The butter situation continues fairly strong locally. An exceptionally good demand is noticed in the Old Country for Canadian butter, dairy butter being quoted there at 80s. and western creamery at from 93 to 94s. c.i.f. Dairy large rolls are practically off the local market for the Summer season. We quote:

	Per lb.	
Creamery prints	0 19	0 20
" solids, fresh	0 18	0 19
Dairy prints	0 15	0 16
" in tubs	0 15	0 16

Cheese—The cheese situation is, if anything, slightly easier than last week. The export market apparently did not warrant the high prices that were asked on the boards, and quotations went off accordingly. There is plenty of new stuff coming to answer the requirements of the trade. Less than the usual amount of business is being done by the wholesale grocers in cheese, for the simple reason that the retail trade expect to get cheese at as low a price as the wholesalers. We quote as follows:

	Per lb.
Cheese, large, new	0 10
" twins, "	0 10½

Cheese Board Report.

(For week ending June 26.)

Board.	Boxes.	Price.
Peterboro'	5,585	0 09¼ 0 09 9-16
Woodstock	645	0 09¼ 0 09⅜
Stirling	1,100	.... 0 09⅜
Perth	2,500	.... 0 09⅜
Ottawa	1,558	.... 0 09 7-16
Listowel	198*	.... 0 09⅜
Farnham	38	.... 0 09⅜
Huntingdon	315*	.... 0 09¼
Iroquois	715	.... 0 09¼
Brockville	8,000	.... 0 09⅜
"	425	.... 0 09½
Belleville	3,350	.... 0 09⅜
Cowansville	1,096	.... 0 09¼
Watertown, N.Y.	8,295	0 09¼ 0 09½
Russell	1 30.*	0 09⅜ 0 09 7-16
Lancaster	3,382	.... 0 09 5-16
Vankleek Hill	1,663	.... 0 09⅜
Cornwall	1,652*	0 09 5-16 0 09⅜
Canton, N.Y.	2,315	.... 0 09¼
Campbellford	1,510	.... 0 09 7-16

MONTREAL.

Provisions—No important change in condition of the market. Live hogs are none too plentiful, with small demand. Trade is quiet, and prices steady at $7 to $7.12 1-2 for selected lots, and $6.50 to $6.75 for mixed lots. Abattoir fresh-killed dressed hogs also quiet, and prices steady at $9.50 to $9.75 per 100 lbs. Demand for cured meats good, and business growing as usual during hot weather.

Canadian short cut mess pork	$19 00	$20 00
American short cut clear	19 00	20 00
American fat back	19 00	21 00
Bacon, per lb	0 12	0 14
Hams	0 11½	0 13
Extra plate beef, per bbl	11 50	12 00
Lard, Boar's Head" brand, tierces, per lb		0 06¾
" " ½-tierces, per lb		0 07
" " 60-lb. fancy tubs		0 07
Cases, 20 3-lb. tins, per lb		0 07¾
" 12 5-lb. tins "		0 07¾
" 6 10-lb. tins "		0 07½
20-lb. wood pails, each		1 45
20-lb. tin pails, each		1 35

Wood net, tin gross weight—

	Wood.	Tin.
Pure lard, pails	2 10	2 20
" tubs	0 10	0 10½
" cases (6 10-lb. tins)	0 08	0 09
" cases (12 5-lb. tins)	0 08½	0 09½
" cases (24 3-lb. tins)	0 08¾	0 09½

Butter—Market holds steady, with some holders holding out for higher prices, though general conditions do not show any occasion for this feeling, rather the other way. In some quarters a decline is looked for any day. Receipts are better and quality reported fine. Fancy is held around 20c. Fine to finest 19 1-2 to 19 3-4c. Good to fine 19 1-4 to 19 1-2. Good ordinary 19 to 19 1-4c.

Finest creamery	0 19¾	0 20
Fine	0 19½	0 19¾
Medium	0 18½	0 19
Fresh rolls	0 17	0 18
Fresh dairy tubs	0 16½	0 17

Cheese—Cheese trade has shown some signs of improvement, although the demand is as yet not heavy. Export trade is developing, with conditions in the United Kingdom bettering themselves. More inquiries by cable are arriving. Prices show no change. Quebecs quoted at 9 3-8 to 9 1-2c., and Ontarios at 9 5-8 to 9 3-4c.

Eggs—Eggs still maintain their firmness, though country buyers have been hammering on the prices to get them below 15c., but no very great success has attended their efforts. Some claim to have bought at 14 1-2c. In a wholesale way 16c. and 16 1-4c. for picked stock. Selects are quoted at 18c.

ST. JOHN.

Provisions—In barrel pork and beef there is little business. In beef, owing to the high price of American, Ontario packed goods chiefly sold. Pure lard is again slightly higher. As reported, some American is seen. Refined lard is firmly held. In smoked meats full prices are asked. Local cured goods chiefly sold. Fresh beef is held at rather high prices. There is but a fair demand. Veal is higher than usual at this season; the supply is light. Lamb is still scarce, and full prices are obtained. Mutton dull. Pork is not very freely offered. Price well maintained.

Mess pork, per bbl	$17 00	$18 00
Clear pork "	17 00	19 00
Plate beef "	13 00	15 00
Domestic beef, per lb	0 06	0 07
Western beef "	0 09	0 10
Mutton "	0 05	0 08
Veal "	0 06	0 08
Lamb, each	3 00	4 00
Pork "	0 07	0 08
Hams "	0 13	0 14¾
Rolls "	0 10	0 13
Lard, pure, tubs "	0 10½	0 10¾
" " pails "	0 10¾	0 11
Refined lard, tubs	0 08	0 08½
" " pails	0 08¼	0 09

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.



REFRIGERATORS Useful to every one. 4 different styles. Silver medal, Quebec, 1901. Diplomas: Toronto, Ottawa, Montreal
C. P FABIEN,
Merchant and Manufacturer.
3167 to 71 N. Dame St., Montreal, Can.
Write for Illustrated Catalogue.


WILSON'S
FLY PADS
WILL CLEAR THEM OUT
BEWARE OF SUBSTITUTES
Stock the kind the housekeepers ask for.
Avoid poor imitations.

Butter Tubs
BEST WHITE SPRUCE
50—30—20 lb.
ORDER NOW
WALTER WOODS & CO.
Hamilton and Winnipeg.

BUTTER

When you have one or 100 tubs write us for price

The WM. RYAN CO., Limited

70 and 72 Front St. E., Toronto,

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

MONTREAL.

DRIED APPLES

We pay the highest market prices for bright dry quarters and make peompt remittance.

THE W. A. GIBB CO.

Packers and Exporters

5-7 Market St., HAMILTON

Butter—Prices are hardly as high. While the supply of new butter does not seem large, it in many cases is sold direct to the retail trade and consumers. There is little cheap butter, as the old was all cleaned up.

Creamery butter	0 20	0 22
Best dairy butter	0 18	0 19
Good dairy tubs	0 17	0 18
Fair "	0 16	0 17

Eggs—Price is firmly held. There is a good steady sale, and supplies not very freely received.

Eggs, hennery	0 20	0 22
" case stock	0 16	0 17

Cheese—Stocks light. Dealers waiting for lower figures. Local prices have been quite well maintained. The prospect is the output here will be small. For local trade twins are demanded.

Cheese, per lb	0 10½	0 11

WINNIPEG.

Creamery Butter—Increased supplies have caused a further decline in prices. The quality is good. We now quote as follows:

Finest fresh creamery, in 56-lb. boxes	0 19
" " in 28-lb. boxes	0 19½
" " in 14-lb. boxes	0 19½
" " in 1-lb. bricks	0 20 0 21

Dairy Butter—Supplies are fairly liberal, and buyers have reduced their bids. The produce houses are paying merchants following prices:

Dairy, assorted pkgs., selected	0 13
" " round lots	0 12

Cheese—Ontario cheese has been reduced 1-2 cent per lb. Prices now are as follows:

Finest Manitoba, large	0 10½	0 11
" Ontario, "		0 11½

Lard—Prices as quoted last week remain unchanged. We quote:

Lard, 50-lb. pails, per pail	5 25
" 20-lb. " "	2 15
" 3-lb. tins, per case 60 lbs.	6 70
" 5-lb. " " "	6 60
" 10-lb. " " "	6 50
Pure lard in bbls, per lb	0 10½

Cured Meats—Prices are steady. We quote:

SMOKED MEATS.

Hams, selected stock, special mild cure	0 16
Bacon, " " "	0 17
Backs, " " "	0 13
Picnic, " " "	0 09½
Hams, sugar cured, assorted sizes	0 13½
" heavy, 20 to 30	0 13
Picnic, " assorted sizes	0 08½
Shoulders, "	0 08½
Bacon, " breakfast bellies	0 14
" " breakfast backs	0 12
" " Wiltshire sides	0 15½
" " spiced rolls, long	0 10
Manitoba butts	0 09½
" " skinned	0 10
" " boneless and rolled	0 11
" rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 09½
" " " smoked	0 10½
" " " boneless backs	0 10½
Shoulders " "	0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl	18 00
" " " per ½ bbl	10 50
Standard mess pork, per bbl	16 00
" " " per ½ bbl	9 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00

Sweet pickled spare ribs, not cooked, per lb 0 04
" hocks, " " 0 04

PERENNIALLY ATTRACTIVE.

Fancy decorated Bohemian glassware appears to lose none of its salable qualities as the years go hy. Year after year dealers find it advantageous to keep an assortment of these goods, and they never appear to lose their attractiveness to buyers requiring something in the way of a bright, showy, inexpensive and, at the same time, useful present.

The "Lady Grey" assortment advertised by Barnard & Holland Co. is one that cannot fail to give satisfaction to the merchant handling it. The goods are varied in character, attractive in design, and reasonable in price. We understand that a large shipment of these goods is now ready to leave the other side of the water, and will come in nicely for the early Fall trade.

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2nd. Are picked only when best suited for table use.
3rd. Are packed the same day as picked.
4th. Are subject to rigid inspection, and under perfect sanitary conditions.
5th. ARE ABSOLUTELY PURE.

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The seal of the CANADIAN CANNERS, Limited, appears on every label as a guarantee of quality.

Remember, the best are always the cheapest.

Well-known, guaranteed brands are the easiest sold and give the best satisfaction.

Please your customer by selling him the best.

GRAND RIVER BRAND
KENT BRAND
LION BRAND
LYNN VALLEY BRAND
MAPLE LEAF BRAND
THISTLE BRAND

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A GOOD CUSTOMER.

A RECENT issue of Bradstreet's contains some interesting statistics which would seem to indicate that the special tariff advantages in favor of Great Britain, as opposed to the United States, have failed to offset the effects of contiguity and the popularity of American goods in Canada. The present fiscal year promises to break all records in the volume of American-Canadian trade. U. S. Government returns show that for ten months ending April, 1905, Canada took American products to the extent of $115,000,000, and the prospect is that by the end of June the total will reach $140,000,000. The value of imports from the United States for the preceding year was $131,274,346 —up to that time a record breaker in the history of United States trade with Canada.

The gains made by American producers in supplying the requirements of the Canadian market may be illustrated by the following figures, compiled from the Dominion Trade and Navigation Returns :

(Three figures omitted.)

Imp rts from—	1890.	p.c.	1897.	p.c.	1904.	p.c.
United States	$52,291	46.4	$61,649	55.4	$130,826	60.0
United Kingdom..	43 390	38.5	29,412	26.4	51 777	24.5
Other countries...	17.085	15.1	20,232	18.2	38 800	15.5

Canada, it will be seen, took 60 per cent. of its imports from the United States in 1904, as against 24.5 per cent. from the United Kingdom, and 15.5 per cent. from other countries—a growth indicating a trebling of takings of American goods, with less than a doubling of the values of British goods. During the period from 1855 to 1866 a reciprocity treaty was in operation between the United States and Canada; from 1867 to 1897 commerce between the two countries was unaffected by special trade arrangements; from April, 1897 to August, 1898, products from the United Kingdom entered the Dominion at a reduction of 12½ per cent., as compared with the duties charged on importations from the United States. On August 1, 1898, this reduction in favor of the United Kingdom was increased to 25 per cent., and on July 1, 1900, was still further increased to 33 1-3 per cent. One-sixth of the Canadian takings in the present fiscal year were of coal, while raw cotton, steel rails, corn, lumber, and canned goods, were other important imports.

Exports from Canada to the United States have likewise grown, but at a much slower pace. This year they will reach $57,000,000, as against $51,406,265 for the fiscal year ending June 30, 1904. Canadian exports in 1890, 1897 and 1904, were distributed among the different countries as follows :

(Three figures omitted)

Exports to—	1890.	p.c.	1897.	p.c.	1904.	p.c.
United States	$40.522	41 9	$49.373	35.8	$ 72.772	34 1
United Kingdom..	48.353	49.9	77.277	55.9	117.591	55.1
Other countries...	7,972	8 2	11.349	8 3	23.156	1

WESTERN CROP REPORTS.

CROP reports compiled in Western Canada by the railway officials continue most optimistic in tone. Not in several years have conditions been so favorable at the end of June, and there is every reason to expect a "bumper crop." Perhaps it is only natural that when all conditions seem favorable there should be some exaggerations in the reports received. No doubt many of the early predictions as to the size of the crop will look foolish when the wheat has all been marketed and reliable statistics are available; but, nevertheless, unless some disaster overtakes it, this season's crop will be a vaster crop than has been.

It would be foolish, however, for the trade to risk too much upon the size of the season's crop. A big harvest means a large amount of money for the western farmer and an added impetus to all branches of trade. Hence there is a strong temptation to overload with stock in many lines in anticipation of a big demand in the Fall. But this is a temptation to be avoided. A partial failure of the crop in any district would mean trouble for any store that had overstocked, and there is always danger of rust in some sections. The burden of credit is too heavy now, and nothing should be done to increase it. It is satisfactory to note that crop prospects are excellent, but it is the part of folly to discount the future. Go slow.

WINNIPEG'S CENSUS.

WINNIPEG citizens profess keen disappointment at the result of the special census which the city council ordered to be taken. According to the census man the population of Winnipeg proper is 78,367, and including the suburbs of St. Boniface, Norwood and Louise Bridge, which are really a part of the city, the total population is 85,829.

Had not the people of Winnipeg been led astray by the sanguine calculations of real estate agents, whose interest it is to exaggerate the growth of the city, there would be general satisfaction and no disappointment with the result announced. But people have become accustomed to hearing calculations ranging from 90,000 to 115,000, and hence the actual figures come as a surprise to many.

Nevertheless, these figures indicate a steady, satisfactory growth. In the census report of 1891, Winnipeg is credited with a population of 24,068; in 1901 this had increased to 44,778, and a jump to 78,367 in four years should not be thought unsatisfactory. Surely it is an indication of a rapid and steady growth.

While Winnipeg continues only a distributing centre, dependent for almost all its manufactures on outside points, there are limits to its growth. If the power problem can be solved and Winnipeg can manufacture as well as distribute, her growth will be much more rapid than it has been even in the last four or five years. Cheap power from the Winnipeg River seems likely to be secured very soon, and in that case many eastern manufacturers will establish branch plants in Winnipeg to supply the western demand. In the meantime there is every reason to be satisfied with the substantial, steady growth of Manitoba's capital city.

CANNED GOODS PRICES FOR 1905

THE CANADIAN CANNERS, LIMITED, have sent out, under date of June 22, the new prices on certain lines of this year's pack, i.e., strawberries, cherries, rhubarb, asparagus, spinach, and peas. The opening prices, particularly in peas, are low enough in all conscience. The jobbing trade have been complaining for some years that peas have been held at too high prices. Their views have been more than met this year, and it will be interesting to see whether or not equal concessions are made on tomatoes and corn, which also were high last year. If so, we will see a can of corn, peas and tomatoes for a quarter again, a combination that makes for large consumption. In fact, retailers claim that when the staple vegetables cannot be sold three tins for a quarter, the demand falls off one-third.

The canners contend that it is unprofitable to pack to allow retailing at these figures on account of the high price of labor, demands of growers, and the high quality and price of tin used. In reply to the argument that United States packers put up tomatoes at 60 to 62½c per dozen, it must be admitted that the quality of Canadian tomatoes is superior to American, that the American season is longer, and growth more rapid, so that larger quantities are readily grown.

It is scarcely fair, therefore, to expect Canadian packers to meet the American prices, nor is it to the permanent advantage of the trade that prices should be abnormally low. A reasonable rate of profit for manufacturer, jobber and retailer is what should be aimed at, while supplying the consumer with goods at a fair price that will encourage the largest possible consumption. As against United States goods, it is true a high duty prevails, but it is worth noting that during the last three or four months these American tomatoes, with all their handicap of an almost prohibitory duty, have been imported in many thousand cases.

That this position was due to short pack by the canners is acknowledged, and the canners themselves, we understand, were obliged to fill some of their orders with imported goods. The expansion of the consumption of canned goods is so large that it would seem advisable for packers to keep abreast with the growing demand, and prepare themselves by larger planting. The industry is in good shape, and many improvements have been made in protecting not only the canning industry itself, but also the jobber. Now a thought should, in all reasonableness, be given to the retailer and the consumer.

The circular issued by the Canadian Canners, Limited, states that orders are being booked at prices quoted, subject to shipment of goods before September, after which date they reserve the right to advance the prices on any unshipped portion of orders booked.

It is also pointed out that after June 30, which is the last day for booking orders under special conditions, subsequent orders tendered will only be booked "subject to pack," and subject to any advance in prices which may go into effect after June 30, as provided for in contract. Opening prices for coming season's pack are guaranteed against "any subsequent decline in our own prices until 1906 prices are fixed for next season." Opening prices are guaranteed lowest, and "in the event of any lower prices being made by us later," early buyers are protected on any portion of said goods unsold in canners' warehouses.

We quote as follows :

	Group No.1	Group Nos. 2 & 3
Strawberries.		
2's—Heavy syrup	$1.52½	$1.50
2's—Preserved	1.67½	1.65
Gallons—Standard	5.27½	5.25
Cherries.		
2's—Red, pitted	2.02½	2.00
2's—Red, not pitted	1.57½	1.55
2's—Black, pitted	2.02½	2.00
2's—Black, not pitted	1.57½	1.55
2's—White, pitted	2.22½	2.20
2's—White, not pitted	1.82½	1.80
Rhubarb.		
2's—Preserved	1.17½	1.15
3's—Preserved	1.92½	1.90
Gallons—Standard	2.65	2.62½
Asparagus.		
2's—Tips	2.52½	2.50
Peas.		
2's—Standard (No. 4)	.62½	.60
2's—Early June (No. 3)	.70	.67½
2's—Sweet Wrinkled (No. 2)	.82½	.80
2's—Extra fine sifted (No. 1)	1.22½	1.20
Spinach.		
2's—Table	1.42½	1.40
3's—Table	1.82½	1.80
Gallons—Table	5.02½	5.00

Specifications of Groups.

Group No. 1 comprises following brands: Canada First, Little Chief, Log Cabin, Horse Shoe, Auto.

Group No. 2 comprises : Lynn Valley, Kent, Lion, Thistle, Grand River.

Group No. 3 comprises : Jubilee, White Rose, Deer.

BUSY ST. JOHN.

OUR St. John representative prefaces his market reports this week with a review of the commercial interests of his beautiful city. St. John has made marked progress of late years owing largely to its fine situation at the mouth of the St. John River, practically on the restless Bay of Fundy, but more, perhaps, to the enthusiasm and energy of her citizens. The St. John man, wherever you meet him, is filled full with commendable civic pride, and you will not have known him many minutes till he has assured you that St. John is the natural Winter port of Canada, and is certain to become at least the Boston of Canada before many years.

The spirit which animates the citizens of St. John is such as might be emulated with profit in other Canadian cities. Nothing promotes the reputation of a city like militant loyalty on the part of its citizens.

INCORRECT MARKET REPORTS.

AN incident occurred on the Toronto fruit market on Tuesday, June 27, which serves to show the importance of having reliable market reports. On the strength of prices quoted in the daily press growers throughout the province decided to market all their available supplies of strawberries, with the unfortunate result that the wholesale trade found themselves loaded up with more fruit than they could handle conveniently, and growers were fortunate in being able to realize enough to clear themselves. As a member of the trade recently remarked, "It is absolutely out of the question to expect to get a reliable quotation on strawberries or anything else by sending around an inexperienced man who, perchance, is satisfied with the knowledge he gets from an office boy. He may hit it right and he may not." In the case cited above the actual ruling quotation was 2c below the one given in the paper.

The trade or the producer has to suffer, while the misinformant is allowed to go scot free. There can be no excuse for giving an incorrect quotation in the case of fruit. The trade are not in a position to bull or bear prices where the market is an open one, and the blame must fall on the careless reporter. The daily press has a responsibility to the public in the matter of giving out market reports, and extreme care should be taken to avoid slips of any sort whatsoever.

THE SUGAR QUESTION.

IN its issue of June 20 the Port Hope Evening Guide takes occasion to reply to an article in last week's Grocer, written in answer to certain objections against the manner in which the Dominion Wholesale Grocers' Guild regulates the price of sugar to the retail trade. The objections would seem reasonable enough until all the facts are

known. They are as follows: By what is known as an "equalization rate" the Guild adjusts the price of sugar (the refiners' price with the freight added) for every city, town and village in Canada, the basis being the average of the freight rate from the refiner to the wholesale distributing point added to the rate from the wholesale centre to the point of consumption. It so works out that the rate from Montreal to Toronto is 8c. per hundred pounds, from Montreal to Peterborough 11c., and from Montreal to Port Hope 22c. In carload lots the rates are 3c., 6c., and 15c. respectively. At first sight it would seem strange that the rate from Montreal to Port Hope should be more than twice as much as that from Montreal to Toronto. Why should a Toronto retailer be able to get sugar at a lower rate than his fellow tradesman in Port Hope? The Guild contends that in consideration of the fact that the wholesale trade is the best possible medium for the distribution of sugar to the retail trade, a wholesale centre should be treated somewhat differently from an ordinary point of consumption. It is true that a carload of sugar billed for Port Hope does not necessarily come to Toronto from Montreal and then back to Port Hope. Were outlying point to be treated the same as wholesale centres in the matter of freights, however, it would be necessary to establish warehouses all over the country, a proposition certainly not warranted by the present margin of profit to the wholesale trade on sugar. In less than carload lots the equalized rate is simply a matter of adjusting the freight charges to cover the cost of transportation from the refinery to the wholesale distributing point, and thence to the point of consumption. Members of the Guild are not immediately concerned where sugar is shipped in carload lots as far as freight charges are concerned. The car is shipped direct from the refiner to the point of consumption. If there is any advantage in the freight, which is adjusted also on the principle of the equalized rate, the refiner gets it; if not, he loses: i.e., if the equalization rate is more than the freight charged by the railroads on sugar, he gets the difference; if less, he pays it. In working out both these conditions occur.

The Guild further claims that it is an advantage to the retail trade to have uniform basis of prices for different districts, going on the assumption that the man who cannot buy for less cannot say he will sell less than his neighbor. There is unquestionably much to be said in favor of the present arrangement—the question still remains whether the retail trade are not paying too much for the advantage they have gained.

It working out the system it is unfortunate that certain points like Port Hope should come in for the maximum rate. It is the fault of a new system, and The Grocer is in favor of introducing greater uniformity as soon as it is feasible.

It is a mistake to suppose that the equalization rate fixes the freights arbitrarily irrespective of Summer or Winter schedules. In some cases there is very little difference in the freights, in others it amounts to a considerable item.

CLOSE SEASON IN 1906 AND 1908.

THE Governor-General-in-Council has ordered that section 20 of the General Fishery Regulations for the Province of British Columbia be rescinded and the following substituted therefor:

"It shall be unlawful so take or fish for sockeye salmon in any of the waters of the Fraser River, Strait of Georgia and Juan de Fuca Strait, lying east of the one hundred and twenty-fifth degree of west longitude and south of the fiftieth degree of north latitude, with any pound-net, trap, seine, gill-net, net-net, purse-net, drag-seine or any other appliance for the catching of fish, or to sell, export or otherwise dispose of, or to can, pack, salt or otherwise cure any sockeye salmon, whether specifically enumerated in this section or not, on the shores adjacent within the limits above mentioned, between the 10th day of July, 1906, and the 25th day of August, 1906, and between the 10th day of July, 1908 and the 25th day of August, 1908."

WARM WEATHER SUGGESTIONS.

REALLY hot weather is possibly thirty or more days away, but it is not too early for the merchant to begin making his plans for that season. Not his plans as to the stock to be carried and sold, although they are important, but his plans as to the arrangement of the store so as to make the place cool and inviting in appearance, the keeping out of flies, the providing of fans, the keeping of the awnings down—in short, making of the store attractive and inviting on the hot Summer days—days when there is no inducement in the weather to go inside, but rather to seek the shade of the trees or the coolness of the porch.

Possibly the first thing to guard against is the flies. To get the start of them the screens must be on early. The doors should be hinged so that they will swing easily and close quietly. The windows open for ventilation should be well protected by screens. It goes without saying that the doors should be well painted. If they look at all dingy, a coat of paint will improve them wonderfully, and it does not cost much.

So much for the prevention. The cure for flies is flypaper of various kinds. You can hardly hope to keep all the flies out, but with the aid of screens and the judicious use of flypaper the store can be kept reasonably free. Flypaper is not an attractive thing around the store, either the poison or the sticky. If it must be used it whould be out of the way and out of sight as much as possible.

Another important point in keeping the store at a pleasant temperature is the awning. It should be put down as soon as the sun begins to get into the store and raised as soon as it does not bother any more. The sun beating on the pavement and into the windows will not only heat the store but may damage the window display. An easy working awning is little trouble to operate, and it is an absolute necessity in almost every store.

Drinking water should be provided in Summer if not in any other season. It should be cold, of course, for people want to drink icewater on hot days, in spite of all the doctors say against it. A tank with a number of glasses will serve this purpose.

Last Summer a merchant who had a general store served iced tea in the dry goods department every Saturday afternoon during the warmest weather. This was in the nature of a demonstration, the tea being advertised and offered for sale at the table where it was served. The expense was not great and the returns were ample, as the women learned to come there the first thing on Saturday afternoon for a cold drink, and few there were that did not spend some money. Grape juice or any sort of fruit juice could be used for this purpose, or any of the Summer home-made drinks.

Having plenty of stools and resting places is another way to make the store attractive in Summer months. The woman coming in from the hot street likes to "drop down" upon an easy chair or a seat and fan herself. Electric fans are wonderfully handy things to have around. They will create a circulation of the air where there was none, and cool off corners that cannot be cooled in any other way. They are not expensive to run where there is an electric current, and a few can be used to advantage in almost any store.

If the store is to be repainted, a light tint on the ceiling and the posts or walls will aid the cool effect. To be sure, light finishing requires more care to keep clean than a darker shade, but it is well worth the extra trouble during the Summer months.

Anything that will contribute to the coolness of the store will be a welcome change for the Summer and will do something towards making trade better. —Commercial Bulletin.

TRADE WITH NEWFOUNDLAND.

The affairs of Newfoundland are set out fully and clearly in a blue book by the Governor just issued by the British Government. It is shown that the exports, which in 1895-7 amounted only to about $5,000,000, were last year more than double that amount. These exports are composed chiefly of minerals and of the "harvest" of the fisheries. The importance of the latter industry is shown by the fact that its products contribute no less a sum than $8,275,000 of the total value of the exports. Dried codfish is the most important item, and the failure of the cod fishery elsewhere has enabled the Newfoundland fishermen to get better prices for their catch. One drawback to the accumulation of wealth in the Island lies in the fact that it is dependent on other countries for the bulk of its food supplies. The report admits that "it is not probable that there is any other country of equal size and importance that has to import from abroad practically the great mass of the necessaries of life." This being the case it is not surprising that the payment for such supplies should take the form of exports to the countries from which they are derived, and as a result we find that while the Island's imports from the United Kingdom tend to decrease, those from Canada and the United States are growing in amount.

They Have Considerably DWINDLED

THE NUMBER OF DEALERS THAT ARE NOT already benefiting by the sale of the celebrated "Salada" Ceylon Tea have dwindled to an almost imperceptible quantity, which proves conclusively that it is the **"Tea of Teas"** by public consent.

JUST AS—"Salada" Black Teas have displaced all others

SO ARE—"Salada" Green Teas relegating Japans to oblivion.

A one-cent postal enquiry investment will bring dollars worth of information in return.

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Single and Double Grinders

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Granulating 2 pounds per minute. Pulverizing ½ pound per minute.

Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

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BRANTFORD STARCH WORKS LIMITED

BRANTFORD, Canada

MARKETS AND MARKET NOTES

Quebec Markets.

GROCERIES.

Montreal, June 29, 1905.

THE weather man seems to take a particular delight in sending the spirits of the grocery trade up and down. The warm Summer weather of last week provided by Old Probs. had the effect of stimulating trade, and orders were commencing to come in in large numbers and weight, and business generally was looking up. During the early part of the week, however, most discouraging weather was handed out—wet, cold and cheerless—and the effect on business was immediately noticeable. As steady warm weather is about due, it is thought that trade will assume a better tone. The sugar market has taken another drop, this time 5c. per 100 lbs., making 15c. decline in a week. Foreign beet markets are slightly easier. Orders for sugar from country buyers show somewhat better on account of early fruits requiring attention. The tea market is firmer, and better business has been done in all lines. In low-grade Chinas considerable firmness is apparent, due, no doubt, to the anticipated establishment of standards by the Government, and holders look for an advance. Japans look good value and are firm. The enormous shortage reported to date, up to second pickings, given at about 6,000,000 lbs., will undoubtedly affect buying. Even at the advances intimated they will be still available at prices under Ceylon greens. These latter are firm, and blacks also are strong. Canned goods prices for this year have been sent out by the Canadian Canners, Limited, on peas, cherries, strawberries, asparagus and rhubarb. Special reference is made under canned goods as to conditions, etc., of this year's goods. Salmon still sold at open prices, no firm figures being given out by the B.C. association. Molasses and syrups are featureless and business light. Spices continue firm with upward tendency. Coffees are unchanged. Fish business is good considering the season, and dealers appear satisfied. Green fruits and vegetables are going well, and the McGill street fruit dealers are busy, as well as the stallmen at Bonsecour market. Foreign dried fruits show no particular activity, confidential orders for Denia fruit, as usual, having been placed. Provisions are steady, with a dullish tendency, except hams and bacon, which are in fair, hot-weather demand. Eggs maintain firm position, the prices still hanging around 16 to 18c. for fine to selected stock. Butter is steady and under good demand. Receipts are good. Cheese seems to show a better trade, though not as heavy as was anticipated. Country produce, maple products, honey, etc., are in only fair demand at unchanged prices.

Sugar—A further decline of 5c. was made by the refiners on Tuesday, making fifteen cents drop in a week. Beet market is slightly weaker. Jobbers report somewhat better buying from country customers, due to arrival of early fruits.

Granulated, obls.	$5 00
" ½-bbls	4 95
" bags	4 95
Paris lump, boxes and bbls.	5 50
" " ½-boxes and ½-bbls.	5 60
Extra ground, bbls.	5 35
" " 50-lb. boxes	5 55
" " 25-lb. boxes	5 65
Powdered, bbls	5 15
" 50-lb. boxes	5 35
Phoenix	4 95
Bright coffee	4 85
" yellow	4 80
No. 3 yellow	4 75
No. 2 "	4 60
No. 1 " bbls.	4 50
No. 1 " bags	4 55
Raw Trinidad	4 50
Trinidad crystals	4 85 4 90

Syrups and Molasses—Unchanged conditions. Barbadoes still on basis of 37c. per puncheon. It is reported that several car lots have been sold to jobbers at figures in the neighborhood of 34c. Demand is quiet. Corn syrups also are selling slowly.

Barbadoes, in puncheons	0 38
" in barrels	0 40½
" in half-barrels	0 41½
New Orleans	0 22 0 35
Antigua	0 33
Porto Rico	0 45
Corn syrups, bbls.	0 02¾
" ½-bbls.	0 02¾
" ¼-bbls.	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

Tea—Business during the past week has shown considerable improvement all around, and particularly in China greens, owing to the anticipated adoption of standards. In the event of standards being adopted and regulations enforced by the Government there will be an advance of from 3c. to 4c. per lb. on stocks now held in Canada. Ceylon blacks and greens have been selling more freely, especially for London account. Some very large invoices, aggregating some 1,200 packages, were sold by London houses, teas ranging from 5 1-2d to 7d. Japans locally are firm, but business quiet. The crop reports from Japan are indicating heavy shortage. Messrs. Smith, Baker & Co., Yokohama, under date of their letter, June 8th, say that this is a season notable for short tea crops—the shortest in 20 years—resulting in barely more than half a crop to date, and compared with previous years, excepting 1902, which was the frost-visited season—a result easy to realize when the figures are all in, but most difficult to anticipate during the period of first arrivals, owing to the fixed skepticism among buyers concerning short crops. The initial cause of the present shortage was frost, which cut off the buds in many districts, followed by cold, sunless weather, which retarded development generally, and the secondary cause was the keen disappointment of the producers at the poor prices realized for what they considered carefully prepared early teas. While this heavy shortage presents serious losses to the Japanese producers, it contains the germs of substantial comfort to all American tea merchants, who are carrying along stocks of unsold teas of the previous season.

Japans—Fine	0 26	0 28
Medium	0 20	0 24
Good common		0 18
Common	0 12½	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders'	0 12	0 12
Congous—Kaisows		0 12
Pakling boxes	0 12	0 14

Coffee—No change in coffee market. Fair business is turning over among roasters and grinders. The conflicting reports as to the Brazil and Santos crops are not wearing heavily on the trade locally.

Good Cocutas	0 10	0 10½
Choice "	0 11½	0 12½
Jamaica coffee	0 10½	0 11
Java	0 18	0 22
Mocha	0 17	0 20
Rio	0 09½	0 11

Spices—Spice market continues strong, particularly in peppers, ginger and nutmegs. New York market is being well cleaned up on these lines, and prices are tending higher. Short crop reports are being confirmed.

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger	0 12	0 20
Cloves, whole	0 17	0 30
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 25	0 50

Canned Goods—The new prices on certain lines have been sent out to the trade by the Canadian Canners, Limited. Peas are quoted as low prices, and this seems to meet the approval of the trade. No quotations on salmon are as yet at hand from the B.C. Canners' Association. Some outside packers' lines have been quoted, but on unknown brands there is not much buying. It is not expected that the established brands will be, if anything, lower than last year's figures. Trade is quiet on account of new fruits and vegetables getting attention from the trade.

	Per doz.
Corn, 2-lb. tins	$1 20
" 2-lb. sucotash	1 25
Gallon corn	5 00
Tomatoes, 3-lb. tins	1 30
Gallon tins	3 60
Sugar beets	$0 85 0 95
2's Asparagus Tips	2 50
2's Beans, Golden Wax	0 80
2's " Refugee or Valentine	0 82½
2's " Crystal Wax	0 92½
2's Peas, No. 4 "Standards"	0 82½
2's " No. 3 "Early Junes"	0 85
2's " No. 2 "Sweet Wrinkled"	0 95
2's " No. 1 "Extra Fine Sifted"	1 30
2's Table Spinach	1 40
Pears—Flemish Beauty, Bartletts and pie in 2, 2½ and 3's	$1 15 $2 20

Peaches—White, yellow and pie, 1½'s, 2's, 2½'s, 3's.	1 25	2 82½
Gallon pears	3 15	3 67½
" peaches	3 55	4 50
Pumpkins, 3-lb. tins		0 72½
" gal		2 50
3-lb. squash		1 00
2's Cherries, red, pitted		2 20
2's " red, not pitted		1 75
2's " black, pitted		2 20
2's " black, not pitted		1 75
2's " white, pitted		2 40
2's " white, not pitted		2 00
2's Currants, red, heavy syrup		1 57½
2's " red, preserved		1 77½
Gals. " red standard		4 75
Gals. " red, solid pack		7 00
2's " black, heavy syrup		1 75
2's " black, preserved		2 05
Gals. " black, srandard		4 00
Gals. " black, solid pack		8 00
2's Gooseberries, heavy syrup		1 62½
2's " preserved		1 85
Gals. " standard		7 25
2's Lawtonberries, heavy syrup		1 57½
2's " preserved		1 85
Gals. " standard		4 97½
2's Pineapple, sliced		2 25
2's " grated		2 35
3's " whole		2 50
2's Plums, Damson, light syrup		1 00
2's " " heavy syrup		1 20
2½'s " " "		1 57½
3's " " "		1 85
Gals. " " standard		2 95
2's " Lombard, light syrup		1 05
2's " " heavy syrup		1 35
2½'s " " "		1 62½
3's " " "		1 90
Gals. " " standard		3 15
2's " Green Gage, light syrup		1 15
2's " " heavy syrup		1 47½
2½'s " " "		1 72½
3's " " "		2 00
Gals. " " standard		3 45
2's " Egg, heavy syrup		1 52½
2½'s " "		1 80
3's " " "		2 10
2's Raspberries, red, heavy syrup		1 40
2's " " preserved		1 60
Gals. " " standard		5 00
Gals. " " solid pack		8 00
2's " black, heavy syrup		1 35
2's " " preserved		1 50
Gals. " " standard		4 75
2's Rhubard, preserved		1 15
3's "		1 90
Gals. " standard		2 62½
2's Strawberries, heavy syrup, 1903 pack		1 47½
2's " 1904 pack		1 60
2's preserved		1 75
Gals. " standnrd		5 50
Gals. " solid pack		3 60

Fish—Wholesale fish dealers report a very satisfactory week's business for this season of the year. There is a specially good demand for gaspe and restigouche salmon; and generally all fresh fish is selling very well, owing to fine quality and fair prices. Present stocks of dore will probably not last for more than two weeks, when, however, more will be coming. Fresh halibut is also scarce, both here and in the States. Salt fish is a little dull, except skinless and boneless cod and salmon, which meet with a fair demand for this season. We quote

Black bass	0 10
Fresh mackerel, per lb	0 08
Shad, each	0 20
Gaspe Salmon, per lb	0 14
Sturgeon	0 09
Boiled lobsters	0 13
Dore, fresh	0 08
Fresh white fish	0 08
Lake trout	0 08
Brook trout	0 18
Choice sclect bulk oysters, per gal	1 50
Haddics	0 07
Bloaters in boxes, 100 fish	1 00
Yarmouth bloaters, 60 fish per box	1 10
Smoked herring, per box, new	0 11
Fresh haddock, per lb	0 04
Fresh pike	0 06½
Fresh halibut	0 12
Fresh steak cod	0 05
No. 1 Labrador herring in 20-lb. pails	0 80
" " " half bbl	3 00
No. 1 Holland herring, per half bbl	6 50
No. 1 Scotch herring, " "	6 50
" " " per keg	1 00
Holland herring, per keg	0 65 0 75
No. 1 salt mackerel, pail of 20 lbs	2 00
Skinless cod (100-lb. cases), per case	5 50
Boneless cod, 1 and 2-lb. blocks, per lb	0 06
" fish " "	0 05½
" fish, loose, in 25-lh. boxes	0 04½
Labrador salmon, half bbl	9 00
" " (200 lbs.) bbls	17 00
" " large (300 lbs.)	24 00
B.C. salt salmon, bbl	15 00
" " ½ bbl	8 00
Lake trout, salt, 100 lbs	4 50
Sea trout in bbls, 200 lbs	10 00
" half bbls	5 50
Marshall's kippered herring, per doz	1 40
Canadian kippered, per doz	1 00
Canadian ¼ sardines, per 100	3 75
Canned cove oysters, No. 1 size, per doz	1 30
Canded cove oysters, No. 2 sizc, per doz	2 25

Rice and Tapioca—Business is somewhat better, usual Summer demand for these lines stimulating purchases. Prices unchanged.

B rice, in 10 bag lots	2 95
B rice, less than 10 bags	3 05
C rice, in 10 bag lots	2 85
C rice, in less than 10 bag lots	2 95

Foreign Dried Fruits—Sultanas are in little or no demand. Prices still maintain their recent level. Stocks abroad are gradually decreasing, and it is expected will be entirely cleaned up by the time new fruit is on the market. Filberts have sightly receded from recent advances, but as yet buyers show no inclination to take advantage of the reduction. The same dullness pervades the nut trade generally, with very little or no demand. Almonds, both in shell and shelled, show no change. As to shelled walnuts, as usual during the hot weather, importations have practically ceased, and spot stocks in ice houses are not large, consequently prices maintained their firmness, and a slight advance is not at all unlikely when the demand springs up again.

Valencia Raisins—		
Fine off-stalk, per lb	0 05	0 06
Selected, per lb		0 06½
Layers, "	0 07	0 07½
Dates—		
Dates, Hallowees, per lb	0 04	0 04½
Californian Evaporated Fruits—		
Apricots, per lb		0 13½
Peaches, "		0 10½
Pears, "		0 13
Malaga Raisins—		
London layers		2 00
"Connoisseur Clusters"		2 50
" " ½-boxes		0 80
"Royal Buckingham Clusters," ½-boxes		1 10
" " boxes		3 50
" Excelsior Window Clusters,"		4 50
" " " ¼s		1 35
Californian Raisins—		
Loose muscatels, per lh	0 07½	0 08
" " seeded, in 1-lb. packages	0 08	0 09
" " 2 crown		0 06
" " 3 crown		0 06½
" " 4 crown		0 08

Prunes—	Per lb.
30-40s	0 08½
40-50s	0 08
50-60s	0 07
60-70s	0 06
70-80s	0 06
80-90s	0 05
90-100s	0 05
Oregon prunes (Italian style), 40-50s	0 08
" " 50-60s	0 07
Oregon prunes (French style), 60-70s	0 06
" " 90-100s	0 04
" " 100-120s	0 04

Currants—		
Filiatras, uncleaned		0 04½
Fine Filiatras, per lb., in cases	0 04½	0 05
" " cleaned	0 04½	0 05½
" " in 1-lb. cartons	0 05½	0 06
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 06
Sultana Raisins—		
Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton		0 09
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes		0 13
Four crown, fancy, 10-lb. boxes		0 09
Three crown	0 07	0 07½
Glove boxes, fine quality, per box		0 11
Fancy washed figs, in baskets, per basket		0 20
" pulled figs, in boxes, per box		0 22
" stuffed figs, " "		0 28
12-oz. boxes	0 06½	0 07

Currants—This fruit remains steady. What slight fluctuations have taken place are more due to the variation in exchange rates rather than any change in the position in Greece.

Raisins—Latest reports from Denia indicate that the growing crop promises to be a good one, climatic conditions continuing favorable.

Flour, Feed and Meal.

Flour—Local dealers have little new to say about flour. Trade continues very fair and steady. Wheat is firm and somewhat stronger, owing to a decrease in Canadian and American stocks. According to opinion of millers, prices will not decline remarkably, and they believe that buyers who hold their orders in anticipation of easier quotations will be disappointed. This week's prices are not changed as yet and seem firm, although some shading in prices is heard of.

Royal Household		5 60
Glenora		5 30
Manitoba spring wheat patents	5 40	5 60
" strong bakers	5 10	5 30
Winter wheat patents	5 30	5 50
Straight rollers	5 00	5 10
Extra	4 50	4 60
Straight rollers, bags, 90 per cent	2 40	2 50

Feed—Owing to the advancing season prices in brand have become easier. Mouillie and shorts also follow suit. Mouillie and bran are only in limited demand, and stocks are light. Last week's steadiness, however, is maintained, but it will wear off much as soon as warm weather becomes more steady.

Manitoba bran, in bags, per ton	16 50	17 00
" shorts	19 00	20 00
Ontario bran, in bulk	17 00	18 00
" shorts	19 00	20 00
Mouillie	24 00	27 00

Rolled Oats—Rolled oats are quiet, and business shows a large decrease below that of last week. Exports also are small, as hardly 2,000 sacks were shipped. Oatmeal follows the general dullness. Cutting in prices has been done in rolled oats, though the condition of the oat market does not seem to warrant cutting. Prices are as under:

Fine oatmeal, bags	2 85	2 90
Standard oatmeal, bags	2 90	2 95
Granulated " "	2 90	2 95
Rolled oats, "	2 20	2 25
" bbls	5 65	5 75
" 90-lb. bags		2 75
" 80-lb. bags		2 60

Hay—The hay market is much easier, and prices have declined. Crop prosp ectsare very fine, in fact in some parts of Ontario it is believed that the coming crop will be larger than any previous one. Locally there is some easiness reported in No. 3, while No. 1 is scarce as ever. We quote:

No. 1 timothy		9 00
" 2 " choice	7 50	8 00
" 2 " ordinary	7 00	7 25
Clover	6 25	6 50
Clover mixed	6 50	7 00

Country Produce.

Maple Products—A fair demand is still prevailing in maple syrup and sugar. Business is considered good for this season of the year, but on the whole the trade lacks in activity. No improvement is looked for before the Fall. Prices are firm and unchanged.

Maple syrup, in wood, per lb	0 06	0 06½
" in large tins	0 07½	0 07½
Pure new sugar, per lb		0 10
Pure Beauce County, per lb	0 06	0 07

Honey—Trade is dull in honey. It meets with a very poor demand, and stocks are now very light owing to the end of the season. Dealers think that some new honey will arrive in about six or eight weeks in fair enough lots to stir up demand. We quote:

White clover, extracted tins	0 07	0 07½
" kegs	0 07½	0 07½
" comb	0 13	0 13½
Buckwheat	0 06	0 06½

Beans—Last week's improvement in beans is still maintained, and owing to

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this prices remain high and firm; in fact, choice prime do not sell under $1.65, and sales are even made as high as $1.70. However, stocks are very light.

Choice prime beans	1 65	1 70
Lower grades	1 40	1 50

Hops—Hops are very quiet owing to scarcity and high prices. Demand has completely dropped, and no hops are to be bought in the local markets. Prices are the same and firm.

B.C.	0 36	0 38
Choice Canadian	0 25	0 30
Fair to good	0 24	0 26

Evaporated Apples — Evaporated apples are in small demand, and last week's dullness is still prevailing. Dealers do not see any near improvement to the trade. They are firm at from 6 1-4 to 6 1-2c. Dried apples also very dull; sell between 3 to 3 1-2c.

Candied Peels—Import orders for September are now about all in the hands of manufacturers, and quantities, notwithstanding an increase in prices, have been considerably larger than last year.

Spanish Onions—Considerable sales have been made for July and August shipments at what are considered to be reasonable prices. The crop is reported plentiful, which may encourage purchases in excess of last year, when prices reached an altitude considerably above the average.

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Ontario Markets.

GROCERIES.

Toronto, June 29, 1905.

THERE are three outstanding features of the Ontario grocery markets for the week, viz.: The naming of opening prices on 1905 pack peas, asparagus, spinach, strawberries, rhubarb and cherries by the Canadian Canners. Strawberries are slightly lower than last year, rhubarb is practically unchanged, and cherries considerably lower. The most interesting item, however, is peas, which are much lower than last year at the opening of the season. In fact, prices on canned peas are so low that certain members of the trade have expressed the opinion that there is no money in packing them at this price. A record business in future canned peas at opening prices is recorded. Conditions of the opening list are that orders will be filled at prices named only up to June 30; after this date condition of the pack, etc., will have to be taken into consideration. Other particulars will be found in a special article elsewhere in this issue.

The opening price of sockeye salmon at the coast has been named this week, and prices are from 50 to 75c. below those ruling at the opening of the season a year ago, but are considered abnormally high by certain interests in view of the fact that this is the big year for salmon on the coast.

During the week the price of American tomatoes has been advanced 7½c per dozen on account of unfavorable crop reports and shortage of stocks on spot. Considerable fear is expressed as to the outcome of the Ontario corn crop on account of unfavorable weather conditions. As for present supplies, they are entirely out of first hands and during the last month or two the wholesale trade have frequently had to go to the retailer. Following an advance of 5c. per hundred pounds in refined sugar in New York, the Canadian market also dropped 5c. on Monday, June 26. A declining market has unsettled local trade to a marked extent, an unsatisfactory state of affairs when it is considered that sugar is a very important item in the grocery trade during this season of the year.

Tuesday, June 27, was a record day in the Toronto fruit market, when no less than 12,000 packages of strawberries changed hands. This date also marked the departure of an experimental carload shipment of strawberries from Niagara growers to Manitoba.

Canned Goods—The item of chief interest in canned goods circles is the announcing of the opening price of 1905 pack peas, spinach, asparagus, strawberries, cherries and rhubarb. The canners have divided their brands into three groups: No. 1, Aylmer, Bowlby Bros., Little Chief, Log Cabin and Auto; No. 2, Simcoe, Delhi, Kent, Boulter, Thistle, Lalor; No. 3, Lowrey, Shenck, Saylor, Lakeport. The prices for group No. 1 are 2½c. higher than for group No. 2 and No. 3. In comparison with last year's prices the most significant change is in peas which are abnormally low. The conditions of the opening price list are such that orders can be booked at opening prices only until June 30. After that date quotations will be subject to conditions of pack, etc. A very large business is reported in future canned goods during the week on account of prices being so favorable. In fact, some of the canners are already sold out.

There is always more or less delay about this, as after coast prices are received the price committee of the Dominion Guild have to adjust the selling price.

This means that the new price list will come into effect for goods to be shipped in September of this year. It is interesting to note that the opening price is from 50 to 75c. lower per case than in 1904. Some of the trade think, in view of this being the big run of salmon, that we will see still lower salmon in the near future.

During the week there has been an advance in American tomatoes of 7½c. per dozen. Locally a brisk business is being done in canned fish and canned meats. Our quotations are as follows:

Peas, standard, 2's, group 1	0 62½
" " " 2 and 3	0 60
" early June " 1	0 70
" " " 2 aod 3	0 67½
" sweet wrinkle," 1	0 82½
" " " 2 and 3	0 80
" extra fine sifted, 2's, group 1	1 22½
" " " 2 and 3	1 20
Spinach, 2's, group 1	1 42½
" 2 and 3	1 40
" 3's, group 1	1 82½
" 2 and 3	1 80
Asparagus, 2's, group 1	2 52½
" 2 and 3	2 50
Cherries, red, pitted, 2's, group 1	2 02½
" 2 and 3	2 0
" red, not pitted, group 1	1 57½
" " " 2 and 3	1 55
" black, same as red.	
" white, pitted, 2's, group 1	2 23½
" " " 2 and 3	2 20
" white, not pitted, 2's, group 1	1 82½
" " " 2 and 3	1 80
Strawberries, heavy syrup, 2's, group 1	1 52
" " " 2 and 3	1 50
" preserved, 2's, group 1	1 67½
" " " 2 and 3	1 65
Rhubarb, 2's, group 1	1 17½
" 2 and 3	1 15
" 3's group 1	1 92½
" 2 and 3	1 90
" gal. group 1	2 65
" " 2 and 3	2 62½
Tomatoes, 3's	1 25 1 30
Corn, 2's	1 10 1 20
Peas, 2's	0 82½ 1 30
Sliced beets, 2's	0 85
" " 3's	0 95
" " whole	0 95
Pumpkin, 3's	0 75
" gal	2 50
Squash	1 00
Asparagus tips, 2's	2 75
Golden waxed beans, 2's	0 80
Refugee or Valentine beans, 2's	0 85
Crystal waxed beans, 2's	0 92½
Spinach, 2's	1 40
" 3's	1 80
Baked beans, plain, 1's	0 45
" " 2's	0 72
" " 3's	0 90
Tomato sauce, 1's	0 50
" " 2's	0 78
" " 3's	1 00
Chili sauce same as tomato sauce.	
Catsups, tins, 2's	0 90
" " gal	4 50
" jugs	7 70
Apples, standard, 3's	0 85 0 90
" preserved, 3's	1 47½
" standard, gal	1 70 2 00
Pears, Flemish Beauty, 2's	1 52½
" " " 3's	2 00
" Bartlett, 2's	1 87½
" " 3's	2 82½
" whites, 2's	1 72½
" " 3's	2 67½
Peaches, pie, 3's	1 25
Cherries, red, pitted, 2's	2 20
" " not pitted, 2's	1 75
" English black, pitted, 2's	2 20
" " " not pitted, 2's	1 75
" white wax, pitted, 2's	2 42
" " " not pitted, 2's	2 00
Lawtonberries, heavy syrup, 2's	1 57½
" preserved, 2's	1 75
" standard gal	4 97½
Plums, Damson, light syrup, 2's	1 00
" " heavy syrup, 2's	1 30
" " 3's	1 85
" Lombards, light syrup, 2's	1 05
" " heavy syrup, 2's	1 35
" " 3's	1 90
" green gage, light syrup, 2's	1 15
" " heavy syrup, 2's	1 47½
" " 3's	2 00
" egg, heavy syrup, 2's	1 52½
" " 3's	2 10
Pineapple, sliced, standard, 2's	2 35
" extra " 2's	2 47½
" grated, " 2's	2 62½
Raspberries, red, heavy syrup, 2's	1 40
" " preserved, 2's	1 60
" black, heavy syrup, 2's	1 35
" " preserved, 2's	1 50
Rhubarb, preserved, 2's	1 15
" " 3's	1 90
" " gal	2 62½
Strawberries heavy, syrup, 2.s	1 60
" preserved, 2's	1 75
Lobster, talls	3 50
" 1-lb. flats	3 85
" ½-lb. flats	2 00
Mackerel	1 00 1 25
Salmon, Sockeyes—	
1-lb. talls, 5 cases and over	1 77½
1-lb. talls, less than 5 cases	1 80
1-lb. flats, 5 cases and over	1 90
1-lb. flats, less than 5 cases	1 87½ 1 92
½-lb. flats, 5 cases aod over	1 17
½-lb. flats, less than 5 cases	1 20
Salmon, "Clover Leaf."	
Chums	0 95 1 00½
Sardines, Sportsman ¼'s	0 14
" ½'s	0 23
" Portuguese ¼'s	0 08 0 10
" P. & C., ¼'s	0 25 0 27
" P. & C., ½'s	0 35 0 38
" Domestic, ¼'s	0 03½ 0 04½
" " ½'s	0 09 0 11½
" Mustard, ¼ size, cases 50 tins, per 100	8 00 9 00
Haddies, per doz	1 00
Haddies, per case	4 00 4 50
Kippered herrings, domestic	1 00
" " imported	1 45 1 50
Herrings in tomato sauce, domestic	1 00
" " " imported	1 40 1 45
California ripe olives, tins, per doz	4 50
Coroed beef, 1s, per doz	1 45
" 2s, "	2 60
" 6s, "	7 80
" 14s. "	18 00
Lunch tongues, per doz	2 75
Potted meats, ½s, "	0 47½ 0 50
" ½s, "	0 85 1 00

Sugar—A further decline of 5c. all round in the price of Canadian refined is recorded this week, following a similar decline in New York on Monday, June 26. At the moment, the market is in a more or less unsettled state, as is always the case on a declining market, and the trade are inclined to grumble, as this is the season of the year when the consumptive demand usually begins to pick up. We quote the following prices:

Paris lumps, in 50-lb. boxes	5 73
" in 100-lb. "	5 63

St. Lawrence granulated		5 08
Redpath's granulated		5 08
Acadia granulated		5 03
Berlin granulated		5 03
Phoenix		4 93
Bright coffee		4 93
Bright yellow		4 83
No. 3 yellow		4 83
No. 2 "		4 68
No. 1 "		4 58

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

Syrups and Molasses—A fair demand is noted for corn syrups and molasses this week. Prices continue unchanged. We quote as follows:

Syrups—		
Dark		
Medium	0 33	0 34
Bright	0 35	0 37
Corn syrup, bbl., per lb		0 02½
" ½-bbls "		0 02⅝
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. " "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 28	0 35
" " ½ bbls	0 31	0 35
" open kettle	0 45	0 50
Barbadoes, extra fancy	0 45	0 50
Porto Rico	0 42	0 48
West Indian	0 32	0 35
Maple syrup—		
Imperial qts		0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

Coffee—The speculative coffee market continues without much change and local trade is a little on the quiet side. One firm, however, reports a brisk business in coffee for the month of June. We quote:

	Per lb.	
Green Rios, No. 7	0 10	0 10½
" " No. 6		0 11
" " No. 5		0 11½
" " No. 4		0 12
" " No. 3		0 12½
" Mocha	0 21	0 23
" Java	0 22	0 35
" Santos	0 11	0 13
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
Green, Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracaibo	0 16	0 23

Teas—A fairly good trade is reported in teas for the week. Cable advices from the east report that the market for Pingsuey teas has opened at prices showing a decline of 20 per cent. from last year's opening market.

Mr. Arthur Lampard, of Crossfield, Lampard & Co., Ceylon, in conversation with the Toronto tea trade last week, expressed the opinion that low-priced tea in all grades was likely to increase in value as the present season advanced. This opinion is at variance with the views held by the trade generally in Toronto.

It was pointed out to Mr. Lampard that London stocks show 30,000,000 lbs. more tea on May 31 than at the corresponding date last year, but he explained that these figures were quite misleading as a safe guide on which to form opinions of the future without taking into account the following facts:

Owing to the reduction of 2d per lb. of the duty in Great Britain, which takes effect on July 1, the trade throughout the country have been working stocks down to the point nearest to nil at which they can carry on business, so that practically all the tea in the country figures in the bonded returns, whereas ordinarily some 30,000,000 lbs. would be distributed over the trade and would not figure in the bonded tea stock. Also a considerable quantity of tea shown as London stock is held for Russian account and only requires financing in Russia when export will take place.

Again, last year the planters, owing to strong demand for tea for price, plucked coarse and overdid it by producing too much common tea, so that very few growing companies earned a dividend with the natural result that this year they will be more disposed to reduce the quantity and make better tea in order to secure better profits to the estates. We quote the following prices:

Congou—half-chests, Kaisow, Moning	0 12	0 60
caddies, Pakling	0 19	0 40
Indian—Darjeelings, Pekoe souchongs	0 20	0 22
" Pekoes	0 25	0 30
" Orange Pekoes	0 35	0 45
Indian—Assam, Orange Pekoes	0 25	0 40
" Pekoes	0 18	0 20
" Pekoe Souchongs	0 16	0 18
Ceylon—Broken Orange Pekoes	0 22	0 40
Orange Pekoes	0 22	0 29
Pekoes	0 18	0 24
Pekoe Souchong	0 14	0 16
China Greens—Gunpowder, cases, extra first	0 35	0 42½
" half-chests, ordinary firsts	0 22	0 28½
Young Hyson, cases, sifted, extra firsts	0 37½	0 47
" cases, small leaf, firsts	0 30	0 37
" half-chests, ordinary firsts	0 22½	0 32½
" " seconds	0 22	0 24½
" " thirds	0 15	0 17
" " common		0 14
Pingsueys—Young Hyson, ½-chests, firsts	0 25	0 30
" " seconds	0 16	0 18
" half-boxes, firsts	0 25	0 30
Japan—½ chests, finests May pickings	0 34	0 38
Choice	0 31	0 36
Finest	0 27	0 29
Fine	0 24	0 27
Good medium	0 19	0 21
Medium	0 17	0 19
Good common	0 18	0 19
Common	0 13	0 14
Dust	0 06	0 08

Rice and Tapioca—A fair business has been doing in tapioca at the recent advance. Rice continues in seasonable demand. Advices received from the south report firm markets. We quote:

Rice and Tapioca—	Per lb.			Per lb.
Rice, stand. B	0 03½	0 03¾	Tapioca, staple	003½
Rangoon	0 03⅝	0 03¾		
Patna	0 05	0 05½	" double goat	0 05½
Japan	0 05½	0 06½	Carolina rice	0 08 0 08½
Sago	0 03½	0 04	Louisiana rice	0 05 0 07

Spices—The pepper market is beginning to show a stronger tendency and the market has begun to advance. Cloves are also in firm hands. This article has been rather neglected lately, but the trade are beginning to take more interest in it, with the result that there is better inquiry and a possibility of higher prices. We quote as follows:

Spices—	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 25	0 35
" white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 14	0 17
Cassia	0 21	0 25	Mace	0 80	0 90
Nutmeg	0 45	0 75			

Foreign Dried Fruits—Prunes continue to move freely, and reports from the coast show very little, if any, improvement in the crop prospect. Apricots are scarce on spot and business in dried fruits generally is seasonable. The following is a summary of the latest advices from the foreign countries re the growing fruit crops:

Valencia raisins—Bad weather about the end of May was prejudicial to the vines and it is believed will somewhat reduce the estimated output.

Eleme figs—The trees are in good condition and a crop as large or larger than last year's is expected. Heavy rains cause fear of "bassara," a blight that, while not affecting the extent of the yield, tells on the quality. Cool, dry winds will lessen the spread of this blight.

Sultana raisins—The vines are in good shape for a large production. With good weather exporters look for good quality and low price.

Currants—Prospects of growing crop are good. Under agreement with the new syndicate (formed to support prices and limit the export to the amount of consumption requirements) a price equal to 12s. 6d f.o.b. will be fixed as the lowest at which any grade of currants can be had this season. It is expected that the concession will be granted by parliament, the capital required by the syndicate having been fully subscribed. We quote as follows:

Prunes—	Per lb.			Per lb.	
100-110s	0 04½		60-70s	0 05½	0 06
90-100s	0 04½	0 04¾	50-60s	0 07¼	0 07½
80-90s	0 05	0 05½	40-50s	0 08	0 08½
70-80s	0 05½	0 05¾	30-40s	0 09	0 09½

Candied Peels—	Per lb.			Per lb.	
Lemon	0 08¾	0 10	Citron	0 15½	0 17
Orange	0 09½	0 10½			

Figs—		
Elemes, per lb	0 08	0 0 13

Apricots—	Per lb.	
Californian evaporated	0 14	0 15

Peaches—	Per lb.	
Californian evaporated	0 13	0 13½

Pears—	
California evaporated, per lb	0 15

Currants—	Per lb.			Per lb.	
Fine Filiatras	0 04¾	up	Vostizzas	0 07	0 07½
Patras	0 06	0 06½			

Raisins—					
				Per lb.	
New selects				0 05	0 05½
Sultana				0 05½	0 10
Californian seeded, 12-oz. Muscatals				0 06¼	0 07
" " 1-lb. boxes			"	0 07	0 08½
" unseeded, 2-crown.			"		0 07¼
" " 3-crown			"	0 05¾	0 07
" " 4-crown			"	0 07	0 08

Dates—	Per lb.			Per lb.	
Hallowees	0 04	0 04½	Fards new choicest	0 09	0 10½
Sairs	0 04		" new choice		0 09½

Foreign Nuts—1st of July trade in nuts has been quite up to the standard of former years, particularly peanuts and cocoanuts. The peanut market shows additional signs of firmness. At the some time, one or two houses are offering the article at a figure which others say is contrary to the present state of the market. Arrivals of jumbo peanuts from Japan are recorded this week.

According to latest cables, shippers of Bordeaux walnuts have rather reduced their estimate of the crop. The weather in Malaga, Spain, continues dry, and prospects for both Valencia shelled almonds and Malaga raisins continue good. We quote:

(The following quotations on peanuts are for sack lots, green.)	
Selected Spanish	0 08½
A 1's, banners and suns	0 08¾
Japanese Jumbo's	0 08½
Virginia "	0 10

For sack lots roasted add 1c. to above quotations. For small, 2c

Almonds, Tarragona, per lb	0 12	0 12½
Walnuts, Grenoble, "		0 12½
" Bordeaux, "	0 09	0 10
Filberts, per lb		0 10
Pecans, per lb	0 13	0 15
New Brazils, per lb	0 13	0 14
Cocoanuts, Jamaica, per sack		4 50
Italian Chestnuts, per lb		0 08

Dried and Cured Fish—At the present time this article is more or less a drag on the market. With the exception of cod fish very little is moving, and prices continue unchanged. We quote:

Boneless fish, per lb	0 04½
Cod fish, 1-lb. bricks	0 06½
Boneless cod, per lb	0 08 0 10
Quail-on-toast, per lb	0 06
Flitched cod fish, in cases of 100 lbs., per lb	0 06

Evaporated Apples—Sales of evaporated apples have shown considerable improvement during the week. There are no particular indications, and quotations to the trade are 6 3-4 to 7c.

Country Produce.

Eggs—The egg market exhibits comparatively little change for the week, prices being the same as last week. Arrivals are free for this time of year, and

a good local consumptive demand is reported. We quote as follows:

New laid eggs, per doz	0 16½	0 17

Honey—Very little trade has been doing in honey during the last few days, as the season is practically over, and this article from now on until the Fall will have but little interest for the trade. We quote:

Honey, extracted clover, per lb	0 07½	0 08
" sections, No 1, per doz	1 90	2 00
" " No. 2, "		1 65
" Buckwheat, per lb	0 05	0 06
" " sections per doz	0 75	1 00

Maple Products—Conditions remain practically unchanged from last week. We quote:

Maple sugar, 1 lb cakes, per lb	0 09	0 10
" large cakes in tubs, per lb		0 08
Maple syrup, per imperial gal		0 90
" " wine gal		0 65
" " imperial quarts		0 25
New maple syrup, per imperial gal		1 50
" " per wine gal		0 85

Beans—The bean market shows considerable improvement this week. The article is scarce and the market has strengthened considerably on account of unfavorable reports of the growing crops. We quote as follows:

Beans, handpicked, per bush	1 80	1 85
" prime, No. 1	1 65	1 70
" prime, No. 2	1 50	1 60
" Lima, per lb	0 07	0 07½

Fresh Fish—A brisk trade is reported in all lines of fresh fish, and prices continue as last advised. We quote:

Fresh halibut, per lb		0 09
" haddock "		0 06
" trout "		0 0 ½
" cod steak, per lb		0 07
" lobsters, boiled, each		0 15
" B.C. salmon, per lb		0 20
Shrimps, per gal	1 15	1 25
White fish, per lb		0 08

Grain, Flour and Breakfast Foods.

Grain—Manitoba wheat has shown considerable fluctuation on account of certain interests having sold shorts on a large scale. Northern No. 1 is up 3c., No. 2 from 2 to 4c., and No. 3 1 1-2c. Oats are firmer by 1-2c., and quotations on peas are nominal for the simple reason that there are none to be had. We quote the following prices:

All on track Toronto.		
Manitoba wheat, Northern No. 1		1 12
" " " No. 2	1 07	1 09
" " " No. 3		0 94½
Red, per bushel, new		1 02
White " "		1 02
Barley " "	0 50	0 52
Oats " "	0 48	0 48½
Peas " nominal	0 77	0 78
Buckwheat " nominal	0 64	0 64
Rye, per bushel " "	0 66	0 67

Flour—The flour situation continues unchanged, and prices rule as last week. We quote:

Manitoba wheat patents, per bbl. in bags	5 20	5 50
Strong bakers " "	5 00	5 20
Ontario wheat patents " "	4 80	4 90
Straight roller " "	4 75	4 80

Breakfast Foods—A fair trade is recorded in all lines of breakfast foods, with prices the same as last advised. Quotations continue:

Oatmeal, standard and granulated, carlots, on track, per bbl	4 90
Rolled wheat in boxes, 100 lbs	2 90
" " 50 lbs	1 50
Rolled oats, standard, carlots, per bbl., in bags	4 75
" " " " " in wood	5 00
" " " " for broken lots	5 00
Rolled wheat, per 100-lb. bbl	3 00
Cornmeal	3 35
Split peas	5 00
Pot barley, in bags	4 00
" in wood	4 25

Hides, Tallow, Skins and Wool—The market is quiet and without particular indications. Advances, however, are noted in country hides, flats, and lamb skins and shorn pelts, due to the fact that some buyers in the country are offering prices higher than city dealers can afford to pay or the export market will warrant. We quote the following:

Hides, No. 1 green steers, per lb		0 1
" " 2 " "		0 09
" No. 1 green, per lb		0 09½
" " 2 " "		0 08½
Country hides, flats, per lb	0 08½	0 08½
Calf skins, No. 1, selected		0 11
" " No. 2		0 09
Deacons (dairies), each		0 80
Sheep skins		1 25
Lamb skins, each		0 45
Shorn pelts "		0 35
Rendered tallow, per lb	0 04	0 04½
Unwashed wool, new clip, per lb		0 15
Wool-washed fleece		0 23
Pulled wools, super, per lb	0 21	0 23
" " extra "	0 22	0 24

DAIRYING IN ALBERTA.

The production of creamery butter in Alberta is growing enormously. The creameries there manufactured over 50,000 pounds in May, as compared with 23,000 pounds for the same period last year. The Northwest's butter trade with Japan is also showing satisfactory increase. One steamer recently carried 9,000 pounds to Japan, whereas formerly the total quantity going from Canada in a year did not exceed 2,000 pounds.

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, June 29, 12.30 p.m.

BUTTER—No change. Holders of Eastern Townships fancy creamery are firm, and not eager to part with stock; 20c. will not tempt them, though generally that figure rules; finest, 19½c.; good to fine, 19½c. to 19¼c.; medium, 18½c. to 19c.

EGGS—Market steady, with easier tone; demand dull; receipts light; dealers still hammering to get prices down below 15c. at country points.

CHEESE—Prices steady; good cable demand today; exporters better satisfied with prospects; Quebec, 9½c.; Ontario, 9⅝c. to 9½c.

PROVISIONS—No change; demand for fresh abattoir-killed, weak; hams and bacon, fair business, both locally and for country account.

SOUTH AFRICAN TRADE.

In view of the recent interest that has been taken in shipments of Canadian and American goods to South Africa via the direct steamship line sailing from Canadian ports, the following figures are interesting as showing the distribution of the average South African cargo:

SS. Wyandotte for S. A., May 23, 1905.

	Meast. Wt. lbs.	Cub. ft
Canadian goods shipped:		
By Canadian firms	*2,509,792	5,207
	397,547	71,420
Total Canadian	2,907,339	76,627
U. S. goods shipped:		
By U. S. firms—To'l.	315,538	5,119
Grand total	3,222,877	81,746

SS. Birmingham for S. A., June 2, 1905.

	Meast. Wt. lbs.	Cub. ft
Canadian goods shipped:		
By Canadian firms	1,114,760	3,703
By U. S. firms	827,304	24,727
Total Canadian	1,942,069	29,430
U. S. goods shipped:		
By U. S. firms—To'l.	20,908	
Grand total	1,962,977	29,430

*1,070,720 lbs. of this was shipped by one firm.

The Wyandotte cargo can hardly be taken as a representative cargo, as a million pounds of the Canadian goods shipped by Canadian firms was sent by one firm. The Birmingham cargo is a more representative cargo. From it will be seen that Canadian goods shipped by U. S. firms are not far behind Canadian goods shipped by Canadian firms, while in both cases the U. S. goods shipped by U. S. firms, proportionately, is not out of the way for the total amount forwarded.

MONTREAL GROCERY CLERKS' PICNIC.

The Montreal Retail Grocery Clerks' Association's annual picnic will be held at Plattsburgh, N.Y., on Sunday, July 2.

The officers of the association are as follows: J. G. Marchand, president; P. Guenette, secretary; A. Gauvreau, assistant secretary; J. B. Poirier, treasurer; J. A. Lacroix, assistant treasurer.

They have rented a ground, where an elaborate programme of sports, such as races, tug-of-war, baseball matches will be gone through with. Valuable prizes will be competed for. There is no doubt that this year's outing will prove to be a success.

INQUIRY FROM SPAIN.

The Grocer is in receipt of an inquiry from a firm in Spain, who wish to know the names and addresses of responsible exporters of Canadian baled hay. Fuller particulars may be obtained by communicating with the Toronto office of The Grocer.

GROCERY CLERKS' PICNIC.

The Toronto Grocery Clerks' Benefit Association will hold their annual picnic on July 1, at Queen Victoria Park, Niagara Falls. A first-class programme of sports has been arranged, and the committee are sparing no pains in their efforts to make it well worth the while of every grocery clerk in Toronto to take in the outing.

NEW INDUSTRY FOR VANCOUVER.

It is rumored that Swift & Co., one of the largest pork-packing firms in the world, will erect a large establishment in Vancouver. The plan is to supply the entire Northwest and if present plans are carried out at least $200,000 will be invested there by the Swift concern during the present Summer.

TO END TRADING STAMPS.

The Dominion Government will shortly bring in a bill to put an end to the trading stamp business. It is reported that the bill will decree the use of trading stamps a conspiracy against commercial interests. Their use as an inducement to sell goods will be made an offence under the Criminal Code.

CORRECTION.

In this week's Ontario sugar quotations, Acadia granulated should have been reduced 10c., instead of 5c. To-day's quotation is $4.98, instead of $5.03.

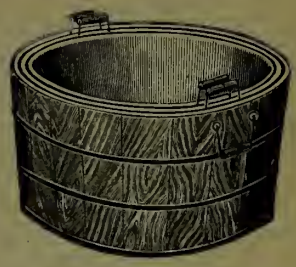
Many eastern firms are making application for space at the Winnipeg Industrial Exhibition, which opens July 20.

12½ % Off Standard Prices



ON

Pails and Tubs



The best offer ever made to the Canadian trade. Here are our prices. Compare them with prices you have been paying. Save 12½%.

	Standard Prices	Our Prices	Your Saving
Tubs, No. 0, - -	$11.25 per doz.	$9.84⅜	$1.40⅝
" " 1, - - -	9.00 "	7.87½	1.12½
" " 2, - -	7.75 "	6.78⅛	.96⅞
" " 3, - - -	6.75 "	5.80⅝	.84⅜
2-Hoop Pails, - -	1.85 "	1.61⅞	.23⅛
3- " " - - -	2.00 "	1.75	.25

How can we do it? Simple enough; we are the sole agents of the largest woodenware factory in America. We want your business and are making it worth your while to give it to us.

Remember every pail and tub we send out under this offer has our full guarantee.

OUR OFFER:

On all orders of $20 and up the above prices (12½% below standard prices) are good—freight paid to any station in Ontario, Quebec, New Brunswick or Nova Scotia. Terms 2% 30 days.

Tear out this advertisement and enclose with order at once. Don't delay. Take advantage of this offer while it lasts.

TAYLOR, SCOTT & CO.

Brooms, Brushes and Woodenware

TORONTO, :: ONTARIO

PERSONAL MENTION.

Mr. R. H. Smith, of Newmarket, is rusticating at Huntsville.

Mr. W. Bradley, of H. P. Eckardt & Co., Toronto, spent a few days fishing this week.

Mr. John Goldie, of the Goldie Milling Co., Ayr, was married on Wednesday, June 28.

Mr. R. Henry, of the B.C. Packers' Association, was in Toronto this week calling on the trade.

Mr. A. Carignan, of B. O. Beland, Montreal, has gone on a business trip to Quebec and the Eastern Townships.

Mr. H. B. Witton, vice-president of the Geo. E. Tuckett & Son Co., Limited, Hamilton, sailed for England last week.

Mr. J. F. Eby, of the Eby Blain Co., Limited, Toronto, returned on Tuesday, June 27 from a week's fishing on the Trent River.

Mr. A. Jamieson, formerly of the Canada Biscuit Co., has joined the traveling staff of T. Kinnear & Co., Toronto. He will cover territory on the North Shore.

Mr. John Carsley, president of the Ozo Co., Limited, Montreal, who has been absent from his office during the past ten days through an attack of quinsy, is back to work again.

Mr. Frank C. Simson, of Simson Brothers, Limited, Halifax, was in Montreal during the latter part of last week. He called upon the trade in company with Mr. J. H. Maiden, local agent.

Mr. David Grierson, of David Grierson & Co., manufacturers of Scotch oat cakes, Toronto, was in Winnipeg last week in connection with the extension of his company's business in the west.

Mr. Sinclair Balfour, jr., of Balfour Brothers, Hamilton, left Saturday on his Fall trip to the west in the interests of "Tartan" brand goods. He will be accompanied as far as Winnipeg by Mr. Smye.

W. B. McRae, Quebec representative of the T. A. Lytle Co., Limited, Toronto, was met in Montreal this week on his return from the Eastern Townships and Eastern Quebec. He reports business good and improving.

Dr. K. A. Roberts, M.R.C.V.S., 635 Granville street, Vancouver, B.C., has been appointed selling agent for Molassine Meal for the Province of British Columbia. Mr. J. H. Maiden, Montreal, is general agent for the Dominion.

Mr. E. G. Hunt, of Hunt & Co., Yokohama, was a caller upon the Montreal trade this week. Mr. Barnard, Canadian representative, introduced Mr. Hunt to the trade, as this was the first trip to the Canadian market made by Mr. Hunt.

Mr. R. S. Tyles, of Montreal, Canadian representative of John Dwight & Co., manufacturers of "Cow Brand" baking soda, was in Toronto during the week and called at the offices of The Grocer.

Mr. H. J. Heinz, of the H. J. Heinz Co., Pittsburg, was in Toronto this week attending the International Sunday-School Convention. Mr. Heinz was a delegate from his home city, and had the honor of being one of the principal speakers at the convention.

Mr. J. C. Rose, of Rose & Laflamme, Montreal, is spending a few days in Toronto this week. He was introduced to the trade by Mr. T. Merrick, Toronto representative of Rose & Laflamme. Mr. Rose will pay a short visit to Hamilton while he is in the west.

Mr. James B. Campbell, of the Acme-Can Works, Montreal, was in Toronto last week and paid a visit to the Grocer. He says conditions point to a big pack of corn and tomatoes. Canners will put up all they can get hold of, but will hold back on peas, which are overstocked.

Mr. L. Benjamin, of London, England, was a caller at the Montreal offices of The Grocer during the week. Mr. Benjamin is promoting the sale of Zil, the new liquid soap, and he has already secured the co-operation of some well-known Montrealers in the formation of a company to manufacture the Zil products in Canada.

HINTS TO BUYERS.

Mr. S. G. Stewart, eastern representative of H. J. Heinz Co., Pittsburg, was in Ottawa last week in the interest of the famous "57" varieties. Mr. Stewart reports splendid success with the special line of Spanish olives his company have lately placed on sale, the $3.25 per dozen line.

"Black Jack" stove paste is in store with the Eby, Blain Co., Limited, Toronto.

Wholesale jobbers looking for bargains will find it to their advantage to communicate with L. Chaput, Fils & Cie., Montreal, who are offering specially attractive prices on corn, tomatoes, Refugee beans, and blueberries for spot.

The Eby, Blain Co., Limited, Toronto, report a good month's business in Gold Medal coffees.

The Dawson Commission Co., of Toronto, are in receipt of a car of Mississippi tomatoes, a car of cabbage, beans, cucumbers and a car each of watermelons and bananas.

McWilliam & Everist, Toronto, report the arrival of four cars of bananas and a large shipment of oranges, watermelons and cucumbers for the holiday trade.

The Eby, Blain Co., Limited, Toronto, have a snap in Batger's strawberry jam, 1 lb. glass jars.

There are six hundred million cups of "Salada" Ceylon tea consumed in one year.

White & Co., Limited, Toronto, are receiving California fruit in car lots. Prices at their last sale showed a considerable advance. Apricots, $1.20 to $1.60; peaches, $1.30 to $1.80; plums, $1.25 to $2.40.

"Beta" pie filling is in stock with the Eby, Blain Co., Limited, Toronto. This line has already proved a very rapid and satisfactory seller.

A large consignment of Japanese jumbo peanuts arrived to White & Co., Limited, Toronto, this week.

Fard dates in small and large boxes may be had from H. P. Eckardt & Co., Toronto.

H. P. Eckardt & Co., Toronto, are selling a very fine sugar syrup put up in half barrels.

The well-known McPherson Block, in the bnsiness centre of Lancaster, Ontario, is for rent. Desirable location for enterprising firm.

TREATY WITH JAPAN.

CANADIAN exporters will read with interest the official announcement that Japan has given informal assurances of her willingness to admit Canadian products to the advantage of her minimum customs duties. Steps have already been taken by the Dominion Government to have this carried out.

In 1894 Japan concluded commercial treaties with Great Britain, Germany, Austria-Hungary and France, which entitled specified products of these nations to tariff concessions within the Mikado's domains. The self-governing colonies of Great Britain were privileged to adhere to the treaty if they saw fit within two years. For various reaosns Canada allowed the time to go by, the result being that since the Japanese market opened up Canadian exporters have had to compete at a disadvantage with no less than seventeen foreign countries enjoying tariff preferences extended by Japan under "the most favored nation clause."

The list of articles in which Canadians will be able to compete more favorably directly Canada comes into closer commercial touch with Japan includes condensed and sterilized milk, hops, leather and leather goods, horses, sugar, cottons, woolens, paper, enamelled kitchen-ware, rubber goods, wire and hats and caps. Speaking generally, the minimum tariff rates on these lines will be about two-thirds of what our exporters would have to face in any shipments they attempted to make to the Japanese markets at the present time.

SELLING TO RETAIL TRADE.

CONSIDERABLE dissatisfaction is being expressed in Manitoba wholesale grocery circles on account of the action of the Dominion Wholesale Grocers' Guild in enjoining the western trade to follow their fellow tradesmen in the east in refusing to sell Wallaceburg sugar to the retail trade. The latter stand was taken by the guild in Ontario following the action of the Wallaceburg people, who were obliged to go straight to the retail trade because the Ontario wholesale trade showed no inclination to help them in placing their sugar on the market. In Manitoba, up to the present, the Wallaceburg refiners have sold only to the wholesale trade; now that this channel is about to be cut off, they are naturally gravitating towards the retail trade there. A first-class demand has been worked up in the west for Wallaceburg sugar, and the wholesale trade, recognizing this, are loath to see such a profitable article pass out of their hands.

The Ontario Sugar Co. are also dissatisfied with the present arrangement. They have been selling to the retail trade in the west, but only to the wholesale grocer in Ontario. If the guild persists in pushing what is claimed to be a high-handed and one-sided policy in making it a general rule, it would not be surprising to see some organized opposition.

NEW BRUNSWICK TRADE CONDITIONS

June 21. 1905.

AS a distributing point St. John in most favorably situated. Owing to low-water freights, to all Bay of Fundy ports, to ports up the Annapolis River, as well as to ports from Yarmouth to Halifax, St. John gets a large share of Nova Scotia business. In lighter goods St. John also has a large trade in Cape Breton and Prince Edward Island. Being at the mouth of the St. John River a large territory is covered. Perhaps the heaviest of St. John business is done in the river counties, though a big business is also done along the I.C.R.

The heavy accounts in the grocery business are with the lumbermen. St. John shares as a distributing point with Fredericton, St. Stephen, and Moncton. Our wholesale men, however, do a large business at all these points, even with the strong local competition. The many railways have, of course, affected St. John as a distributing centre. Manufacturers' and millers' agents go to even the smaller towns, and cars are delivered direct from the west, in which St. John is not interested even to the extent of a brokerage. It cannot be denied that St. John is the natural Winter port of Canada, and the successful business of the past few years fully demonstrates this fact. We are the nearest open port to Montreal. Throughout the year our West India connections are large. Our harbor fisheries are extensive, and we are the natural market for the very large fishing interests of the entire bay.

While the variety of our manufacturing interests is not large, our lumber business is of the greatest importance. A very large quantity of American lumber is sawn here by American millers, which is shipped free of duty into the States. One of our largest local products is lime. The qualtiy is the best, and the cheapness with which it can be manufactured right at tide water cannot be surpassed. The trouble is to find a market. The American duty is large.

In prices there is little of interest in the way of changes since our last report. The matter of chief importance is the further decline in sugar. Rice holds firm.

Spice—Our local spice men stand for quality. Such ground goods as are imported from the west are the poorer grades. In fact our grinders feel in quality the west is usually behind. Our whole spices are chiefly bought in London or imported direct, the quality of goods via United States points being not as satisfactory.

Cream of tartar, bulk	0 20	0 23
" " quarters	0 24	0 25
Ginger, bulk	0 15	0 16
" quarters	0 18	0 19
Pepper, bulk	0 17	0 18
" quarters	0 20	0 21
Cloves, bulk	0 19	0 20
" quarters	0 22	0 23
Allspice, bulk	0 15	0 16
" quarters	0 18	0 19

Oil—There is but a fair business in burning oil. City retail dealers buy almost entirely from the tank wagons, finding it cheaper. In both lubricating and paint oils the heavy business for the season is over. Linseed oil is firm at quite full figures. Turpentine is high. Cod oil is being received. Price is expected to rule low. Burning oil barrels 17 to 17 1-2c., tank wagon 15c. Linseed raw 52c., boiled 55c. Turpentine 95c.

Salt—This is a large importing point for Liverpool coarse salt, chiefly on account of the bay fisheries. Large quantities are also shipped inland. While some Liverpool fine salt is imported, our cheese and butter factories use chiefly Ontario salt. A cargo of Trapani salt, which comes from Italy, is being landed this week. This is said to be the best salt in the world for packing fish and meat. It is also very cheap. Liverpool coarse salt, 65c.; Canadian fine, bulk bags, $1.15; Liverpool factory filled, $1.10; Canadian fine bulk, barrels, $1.85; Trapani salt, 18 to 20c. per bushel; Canadian cheese salt, $2.25; Canadian fine, 20-lb. boxes 23c., 10's 14c.; Canadian butter salt, $2.20; barrels, 100-3 $3.30, 60-5 $3.10, 30-10 $2.85; cartons, cases of 24, 60-5 $1.90.

Canned Goods—While we use a large quantity of Ontario packed vegetables and fruits, there is packed in this province and Nova Scotia quite a quantity, particularly of corn and blueberries: also in fish, sardines, haddies, kippers, lobsters, scallop, clams, and smaller quantities of tomatoes, peas, strawberries and plums. At present corn and tomatoes are high. Americans are freely sold. Peas are rather dull. Lobsters are very high. Salmon unchanged. New prices lower than last season. Fruits just fair business. Meats at this season have a free sale. Prices unchanged. Sardines, it is thought, will be a large pack and haddies short. It is yet early for kippers. In these last lines our packers suffer because of bad selling arrangements. Corn, $1.15 to $1.25; tomatoes, $1.25 to $1.30; beans, 90 to 95c.; peas, 90c. to $1; Flemish beauty pears, 2's, $1.55; bartlets, 2's, $1.70; 3's, $2.25; peaches, 2's, $1.90; 3's, $2.87 1-2 to $2.90; pumpkin, 85 to 90c.; cherries, 2's, $2.35 to $2.50; salmon, pinks, $4; cohoes, $5 to $5.50; springs, $6 to $6.25; lobsters, $12 to $13; sardines, 1-4's, $3.75 to $4; haddies, $4; kippers, $4; clams, $3.60 to $4.

Dried Fruit—Sales at this season are small. Except in a few lines, as peels and dates, not much future busines yet done. Owing to evaporated peaches and apricots being quite low, some sales have been made, but as prunes are higher than last year dealers are backward about placing orders. In all lines market will be well cleaned up. In seeded raisins, which are now so large a business, rather higher prices are expected. Citron peel showed a very wide range in price. While the price will be higher than last year, the difference is not as much as was expected. Spot currants are unchanged. Prunes not a large stock. Evaporated apples rather higher. Dates low. Dried apples very dull. Few are offered. Onions lower. Sale rather slow. Quality has not been very good. Valencia layers, 6 to 6 1-2c.; loose muscatels, 3 crown, 6 to 6 1-2c.; seeded, 8 to 9c.; currants, bulk cleaned, 5 1-2c.; packages, 6 to 6 1-2c.; sultanas, 7c.; prunes, 90-100, 25's, 5c.; apricots, 14c.; peaches, 12c.; dates, 4c.

Sugar—Prices are again lower. Sales have been rather quiet owing to the continued falling off in price, so that holders have not been able to clean up stocks as quickly as they would have wished. There is, however, increased consumption at this season. Stock are getting in fair shape. Granulated, barrels, $5.10; bags, 5c.; bright yellow, barrels, $4.90; second grade, $4.60.

Molasses—There are continued arrivals of Porto Rico. Market is just in fair shape. Price, however, shows little change. In Barbadoes molasses, stocks are not large. Porto Rico, 38 to 42c.; Barbadoes, 34 to 36c.

Fish—Our local fishermen are feeling good, at least in regard to gasperaux, for if the catch was not large they have found a prompt sale for their alewives at quite high prices. Shad are about out of the market. Salmon a fair catch. Prices this week are firm. The fourth of July always affects salmon. Cod and haddock are scarce. Some nice halibut are offered. Mackerel are also in season. Dry codfish continues very high. There are no pollock, nor are many wanted. In pickled herring stock is very small. Smoked dull at rather low figures. Dry codfish, $5; pickled herring, $2.25; smoked, 7c.; fresh cod and haddock, 2 1-2c.; salmon, 13 to 14c.; halibut, 9 to 10c.; mackerel, 12 to 13c.

Flour, Feed and Meal—In flour there has been a steady sale, stocks being small, as dealers have looked for lower prices. This week the market shows no change, and it is not thought there will be any for at least some little time. Oats are high and very hard to get. Oatmeal is higher; there is a large stock held. Cornmeal very firm. Beans are higher, but are in very light demand. Feed has a limited sale. Barley and peas, while selling at full figures, have limited sale. Manitoba flour, $6.10 to $6.25; Ontario, $5.75 to $5.90; oatmeal, $5.50; cornmeal, $2.80; hand-picked beans, $1.90 to $1.95.

N. S. Markets.

Halifax. N.S., June 26.

BACKWARD weather during the week has caused a dullness in trade. Retail is only fair. Wholesale orders are away below the average. Prices remain fairly steady, and there is a slight improvement in collections. Heavy importations of molasses continue, four large cargoes arriving here on Saturday. The barquentine Savoia, from Mayaguex, P.R., brought 2,000 tierces; the schooner Alice J. Crabtree, from Havana, has 167 hhds. and 1,206 barrels; the schooner Virginia, from Port of Spain, has 40 tierces, 30 casks, and 222 puncheons, and the schooner Coronia,

from Antigua, has 346 puncheons, 40 hhds., and 54 barrels. There has been a slight decline in the price of molasses. Puncheons are quoted at 38 cents, tierces at 39, and barrels at 40 cents.

* * *

There is but little change in the wholesale price of sugar. The retail price has dropped half a cent, and is now quoted at six cents per pound. The prices quoted here follow: Icing sugar 25 lbs., $6.25; icing sugar 50 lbs., $6.15; icing sugar half barrels, $6.10; cut loaf 50-lb. boxes, $5.95; cut loaf half barrels, $5.85; No. 1 yellow, $4.70; XXX granulated, $5.20; Austrian granulated, $5.10; bright yellow, $5.

* * *

The receipts of butter are improving, but are far below the average for the season of the year. Prices are easing off somewhat owing to the freerer supply, but the market is fairly firm. There is a shortage of cattle throughout the province, and this is one of the reasons given for the limited supply. None of the factories are operating full time, and some of them are not making butter. Creamery tubs and boxes are quoted at 21 to 22 cents, prints at 22 to 23, and dairy tubs from 19 to 20. Eggs are coming in slowly. The local demand continues good, with the price firm. The shortage in receipts is unaccountable, and do not anticipate any decline in the price. Nova Scotia eggs are quoted at 17 to 18, and P.E. Island at 16 to 17. Shipments from the Island are falling off. The outlook for the cheese factories is not very promising, due principally to the scarcity of milk.

* * *

The market for flour and feed is firm, and the buying demand good. The crop outlook in the province is good, and the hay yield promises to be large. Flour quotations are: Straight patents, $5.30 to $5.45; ninety per cent., $5.45 to $5.55; eighty per cent., $5.60 to $5.70; seventy per cent., $5.70 to $5.80; Manitobas, $6.25 to $6.35. Prices quoted for feed are: Bran, $21.00 to $23.00; middlings, $24.000 to $25.00; oats, $55 to $56. Cornmeal in barrels is selling at $3.10 to $3.15, and in bags at $2.90 to $3.00. Oatmeal is quoted at $5.40 to $5.50, and rolled oats at $5.10 to $5.25.

* * *

The demand for smoked meats continues good. Hams and bacon continue scarce, and prices are very firm.

* * *

Prices for fish are well maintained. The Lunenburg bankers are in from their Spring trips, with average fares. It is estimated that the average run of the fares will be about 500 quintals per vessel. Fishing operations on the Newfoundland coast have been very greatly hampered by ice. This will have the effect of keeping up the price of Nova Scotia fish. According to advices received here the foreign markets are in good condition. Halifax buyers are now on the Newfoundland coast buying up all the herring available. They are paying $2 per barrel cash for them for shipment to the West Indies.

MANITOBA MARKETS.

Special Report from the Winnipeg Office of THE CANADIAN GROCER.

Quotations corrected by telegraph up to 12 a.m. Thursday, June 29th, 1905.

GENERAL conditions in the wholesale grocery market are satisfactory. Wholesale houses report a brisk demand in all lines, and improved collections are reported in some quarters. Wet weather seems to have interfered very little with retail grocery trade, and the excellent crop prospects induce generous buying.

As The Grocer went to press last week another reduction of 10 cents occurred in sugar, bringing Montreal granulated in barrels down to a basis of $5.70 per cwt. There is very little Wallaceburg sugar obtainable on the local market owing to a dispute between the refinery and the Wholesale Grocers' Guild. The trouble originated in the east, but its effects are felt in the west. The result may be that the refinery will sell direct to the retail trade. The B.C. Refinery are now carrying a stock in Regina, and from that town will ship all orders less than carload lots to different western points. Full particulars appear in another part of this issue.

The Canadian Canners have announced new season prices on peas and strawberries. Prices of peas are about 50c. per case less than last year. New season's supplies of macaroni and vermicelli have just arrived, and are quoted at 9 cents per lb.

Sugar—The reduction of 10 cents last week brings sugar down to a basis of $5.70 for Montreal granulated in barrels. As explained above, there is very little Wallaceburg sugar on the market at the moment, as, owing to a dispute between the Wholesale Grocers' Guild and the refinery, the wholesale houses are not buying new stocks. The B.C. Refinery have opened a branch at Regina and will carry a stock there. Particulars will be found in another column. We quote, subject to further possible changes in our "Last Minute Manitoba Markets," as follows:

Montreal granulated, in bbls	5 70
" " in sacks	5 65
" yellow, in bbls	5 20
" " in sacks	5 15
Wallaceburg, in bbls	5 60
" in sacks	5 55
Icing sugar in bbls	6 30
" " in boxes	6 50
" " in small quantities	6 90
Powdered sugar, in bbls	6 10
" " in boxes	6 30
" " in small quantities	6 55
Lump, hard, in bbls	6 40
" " in ½-bbls	6 50
" " in 100-lb cases	6 40

Canned Goods—Prices have been announced by the Canadian Canners, Limited, for new season peas and strawberries, delivery to be made about the middle of July. No. 4 peas are opening at $1.48 per 2-dozen case, which is a very low price; in fact, it is 50 cents lower than the opening price one year ago. The difference is attributed to competition with the independent canners. Other prices in our list are steady, and we quote again as follows:

Apples, 3's, 2 doz. cases, per case	2 15	2 20
Cherries, red pitted, 2's, 2 doz.	4 40	
Currants, red, 2 doz. cases, per case		3 35
" black, " "		3 75
Gooseberries, " "		3 50
Lawtonberries, 2's, " "		3 35
Pears (Bartletts), " "		3 50
Peaches, 2's, " "		3 75
" 3's, " "		3 75
Raspberries, red, " "		2 90
" black, " "		3 00
Strawberries, heavy syrup 2's, per case		3 28
Plums, Lombard, 2 doz. per case		2 35
" green gages, 2 doz. case, per case		2 50
Pineapples, 2's, sliced, 2 doz. cases, per case		4 25
" 2's, whole, " " "		3 75
" 2½'s, whole, " " "		4 50
" 2's, grated, " " "		4 50
Tomatoes, 3's, per 2 doz. cases		2 85
Corn, 2's " "		2 50
Peas (No. 4), 2's, per case		1 48
Beans,	1 90	1 95
Salmon, finest sockeye, per case		7 00
" humpback, "		3 75
" cohoes, "		5 25

Picnic Supplies—There is a fair demand for goods coming under this heading, although continued wet weather is interfering with sales. We quote as follows:

Boneless chicken, 1lb. tins, per doz	3 25
" turkey " "	3 25
" ducks " "	3 25
Canned chicken (Man. Can. Co.) per doz	3 25
" turkey " "	3 25
Corned beef " 2's "	2 75
" " 1's "	1 55
Roast beef (Man. Can. Co.), 2's, per doz	2 65
" (Clark's), 1's, per doz	1 50
" " 2's, "	2 65
Potted meats, ½'s, per doz	0 55
Veal loaf (Libbey's), ½ lb., per doz	1 25
" " 1 lb. "	2 50
Ham loaf " ½ lb. "	1 25
" " 1 lb. "	2 50
Chicken loaf " ½ lb. "	1 85
" " 1 lb. "	3 05
Lunch tongue (Clark's) 1's, "	3 00
" (Aylmer), 1's, "	2 90
Sliced smoked beef (Libbey's), ½-lb. tins, per doz.	1 50
" " " 1-lb. tins, "	3 10
" " " 1-lb. glass, "	3 35
Chipped " " ½-lb. tins, "	1 45
" " " 1-lb. tins, "	2 50
" " " 1-lb. glass, "	3 05
Sliced bacon, " 1-lb. tins, "	3 10
" " 1-lb glass, "	3 25
Corned beef (Clark's), 1-lb. tins, per doz	1 50
" " 2-lb. " "	2 65

Lime Juice—Prices are steady, and there is a fair demand. We quote:

"Montserrat," pints, per doz	4 25
" quarts, "	7 00
Local brands, pints, "	2 50
" quarts, "	4 50

Salad Dressings—There is a steady sale of salad dressings at following prices:

Durkee's, per 2-doz. case	7 00
Royal, small, per doz	2 85
" large "	4 75
Vinegar (C. & B.), bottles, pints, per doz	1 20
" " " quarts, "	2 10

Macaroni and Vermicelli—New supplies of these goods have just arrived. The price will be 9 cents per lb., and the goods are packed in 1-lb. boxes.

Spices—Pepper is very firm, and white pepper is quoted now as high as 30 cents per lb. Staple lines are in fair demand. We quote:

Pepper, black, per lb	0 20
" white, "	0 28
Cayenne, "	0 21
Cloves, ground "	0 25
Cassia, "	0 14
Allspice, "	0 14
Ginger, "	0 18
Cloves, whole	0 25

Rice, Tapioca, Etc.—Demand is normal and prices are steady. We quote:

Rangoon rice, per lb	0 03½	0 03¾
Patna " "		0 04½
Tapioca, per lb		0 03½
Sago, "		0 03½

Pot and Pearl Barley—Prices are quoted as follows:

Pot barley, per sack	2 45
Pearl barley, per half sack (49 lbs)	1 70
" " sack	3 40

Syrups and Molasses—There are no

new features in this market. Prices are quoted as follows:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case.	2 00	2 10
" " 5-lb tins, per 1 "	2 40	2 50
" " 10-lb tins, per ½ "	....	2 25
" " 20-lb tins, per ¼ "	2 15	2 25
" " ½ barrel, per lb.	....	0 03½
" " Sugar syrup, per lb.	....	0 03½
" Kairomel" syrup, 2-lb. tins, per 2 doz. case	....	2 20
" " 5-lb. " " "	....	2 65
" " 10-lb. " " "	....	2 40
" " 20-lb. " " "	....	2 45
Barbadoes molasses in ½-bbls. per lb.	....	0 04
New Orleans molasses in ½-bbls, per lb.	....	0 02½
" " in barrels	....	0 02½
Porto Rico molasses in ½-bbls., per bbl.	....	0 04½

Coffee—No change in price. Quotations are as follows:

Green Rio, per lb.	0 10¾	0 11½
Roasted, per lb.	....	0 13

Cocoa and Chocolate—The price of Baker's chocolate in 1-2-lb. packages is now 37c., and 1-4 and 1-2-lb. packages of cocoa are sold at 42c. per lb.

Jam—As noted last week, there has been an advance of about 1-2 cent per lb. in Crosse & Blackwell's jams, owing to the high price of sugar. Prices are now quoted as follows:

C. & B. jams in 1-lb tins, assorted, per doz	1 65
" " " strawberry, "	1 85
" " " raspberry, "	2 00
" " glass, assorted, "	2 05
" " " raspberry, "	2 40
" " " strawberry, "	2 20
" " 7-lb. tins, assorted, per lb.	0 12
" " " raspberry, "	0 13½
Upton's jam (in Winnipeg), per pail	0 50
" (in Brandon), "	0 52
" (in Calgary), "	0 57
" (in Lethbridge), "	0 57
" (in Edmonton). "	0 60

Marmalade—Prices are quoted as follows:

Marmalade (C. & B.), 1-lb. glass, per doz.	1 80
" " " tins, "	1 50
" " 7-lb. tins, per lb.	0 09½
" " 4-lb. tins, "	0 10
" (Upton's), 7-lb. pails, per pail	0 50
" " 1-lb. glass, "	1 20

Nuts—Still quoted as follows:

Almonds, per lb.	0 12½
" (shelled), per lb.	0 28
Filberts	0 11
Peanuts,	0 11½
Jumbos	0 14
Walnut, per lb.	0 12
" (shelled) "	0 25
Pecans, per lb.	0 15 0 16
Brazils, per lb.	0 16

Foreign Dried Fruits—New choice apricots will be on the market in another fortnight, and, as was noted last week, the price will be 11 1-2 cents per lb. for the first arrivals. Standards will not be here for another month. The opening price will be about 9 cents. Choice arriving about the same time will be about 9 3-4 or 10 cents per lb. It is rumored among some commission men that while the crop is exceptionally large the quality is not all that could be desired, but as the fruit must come up to certain grades there is no reason for alarm here. Wholesale houses are buying their table figs now. These goods will not be on the market until November, but it is expected that the price will be much the same as last year. We quote prices as follows:

Valencia raisins, Trenor's, per case f.o.s.	....	2 00
" selects	....	2 20
" layers	....	2 25
California raisins, muscatels, 3 crown, per lb.	....	0 06½
" " " 4 "	....	0 07½
" " choice seeded in ¾-lb. packages per package	....	0 06¾
" " choice seeded in 1-lb packages per package	0 08	0 08½
" " fancy seeded, 1-lb. packages, per package	....	0 09½
Prunes, 90-100 per lb.	....	0 04½
" 80-90 "	....	0 04¾
" 70-80 "	....	0 05¼
" 60-70 "	....	0 05½
" 50-60 "	....	0 06
" 40-50 "	....	0 07½
" silver "	....	0 07
Currants, uncleaned, loose pack, per lb.	....	0 05½
" dry cleaned, Fillatras, per lb.	....	0 06½
" wet cleaned, per lb.	....	0 06½
" Fillatras in 1-lb pkg. dry cleaned, per lb	....	0 06¾
" Vostizzas, uncleaned	....	0 06½
Hallowee dates, new per lb.	....	0 05½
Figs, cooking in bags, per lb.	0 03¾	0 04
Apricots, choice (July delivery), in 25-lb. boxes, per lb.	0 11	0 11¾
Apricots, standard (July delivery), in 25-lb. boxes, per lb.	0 09¾	0 10
Peaches, choice, " "	....	0 12½
" standard " "	....	0 12
Pears, (choice halves) " "	....	0 12½
Nectarines, choice " "	....	0 11
Plums, choice (dark pitted) per lb.	....	0 10
Candied Peel—Lemon peel, per lb.	....	0 09
Orange "	....	0 09½
Citron "	....	0 14

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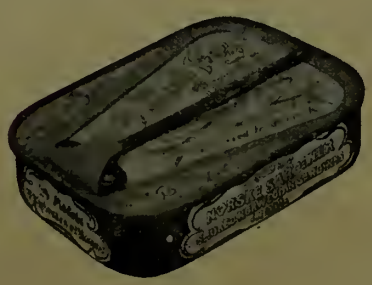
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Teas—Prices are quoted locally as follows:

Congous, M. 12, half chests, per lb	0 12
" " cads, per lb	0 13
" S.C.P. and M. 14, half chests, per lb	0 15
" " " cads, per lb	0 16
" A.A.N., in cads, per lb	0 19
" J.A.P., No. 1, " "	0 25
Ceylon, bulk, per lb	0 19
" Pekoe P H.T., in ½ chests, per lb	0 18
" broken Pekoe, No. 62 in chests, per lb	0 18
" " No. 414 and 418, "	0 20
" " No. 412, in chests, "	0 22
" " No. 57, " "	0 25
Gunpowder, in quarter chests, per lb	0 26
Young Hyson, in ½ chests, per lb	0 26
Scented Orange Pekoe, in cads, per lb	0 26

Fish—Trade in all lines of fish is brisk, and there are not many important changes in price. We quote:

Lake Superior trout	0 09
Gold eyes "	0 03
Blue fish "	0 18
Mackerel "	0 15
Red snapper "	0 14
B.C. salmon "	0 10
Halibut "	0 10
Flounders "	0 06
White fish (L. Winnipeg), per lb	0 05½
Pickerel	0 05
Jackfish	0 03½
Finnan haddie	0 09
"Halifax" brand salt cod, fish cakes 24-1's "	0 11
"Acadia" " " " 20-1's "	0 09
"Bluenose" " " " 20-1's "	0 07
"Acadia" " " 2-lb. boxes "	0 09
" " " 4-lb. " "	0 09
" " shredded, 24 cartons, per bx.	2 00
" " " bulk, in 15-lb. boxs.	0 08
Large Labrador and Nfld. salt herrings per 100 lb.	5 00
" " " per 20-lb. pail.	1 20
Salt mackerel, in 20 or 30-lb. pails	0 12½
Finnanhaddie, in 15 or 30-lb. boxes	0 08
Smoked halibut strips	0 11
Kippered gold eyes, per doz	0 45
Yarmouth bloaters, 60 in box, per box	1 50
Lobsters, fresh boiled, per lb	0 25
Caviar, extra, small jars, per jar	0 40
Frog legs, 6 doz. in box, per doz	0 40

Evaporated Apples—Prices are still as follows:

Evaporated apples (choice), 50-lb. case	0 07½
" " (fancy), "	0 07½
" " (choice), 25-lb. case	0 07½
" " (fancy), "	0 07½

Beans—Hand-picked beans are still quoted at $2.10 to $2.15 per bushel, and the ordinary grade at $2.

Butter Tubs—The range of prices is as follows:

Tubs, wooden hoops, 2 in nest, per nest	0 40	0 45
" " 3 " "	0 70	0 73
" wire hoops, 2 " "	0 60	0 63
" " 3 " "	0 90	1 00

Buckwheat Flour—Quoted at $1.70 per half sack.

Breakfast Cereals—Prices are firm and unchanged. We quote:

Rolled Oats, 80-lb. sacks, per cwt	2 10
40-lb. " "	2 15
20-lb. " "	2 20
8-lb. " "	2 50
Cornmeal, in sacks, per cwt	1 65
" in ½ sacks, "	1 70

Maple Products—New maple syrup from the Eastern Township in Quebec Province is selling at $5 for 5-gallon tins. Sugar in quarter and half-pound cakes is selling at $3 per 25-lb. box.

Honey—Prices are as follows:

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, 8 in case, per tin	1 00
" " 60-lb tins, per lb	0 07
Fancy comb honey, 2 doz. to the case, per doz.	2 50
" " " " per case,	4 75

Eggs—Buyers are paying 14c. per dozen for eggs delivered in Winnipeg.

CANADIAN CATTLE FOR JAPAN.

The first shipment of Canadian thoroughbred cattle for Japan will go forward in a day or two. They are from the herd of J. G. Clark, of Woodroffe Dairy Farm, Ottawa. He has recently sold thirteen Ayrshires to Mr. K. Kosu, of Shigamura, Japan, who was in Ottawa and made the selection for himself.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

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EXPERIENCED business man, thoroughly in touch with Northwest trade, is about to establish high-class brokerage business and desires confidential correspondence with manufacturers and others having good lines to put on market in Manitoba and new provinces; best bank and general references. Address "XXX," Box 1299, Free Press, Winnipeg, Canada. (24)

TRAVELERS WANTED.

A MIDDLE-AGED gentleman of good address is wanted to call on the trade in Ontario; no samples to carry: a very good opening for a retired or retiring general merchant who desires a light, healthy occupation, with good remuneration if successful; give references. Box 260, CANADIAN GROCER, Toronto. (25tf)

FOR GROCERIES — None but experienced men need apply; man with connection in Parry Sound, Nipissing and Algoma districts preferred; all communications treated confidentially. Apply, giving reference, salary expected, length of experience, etc., Box 259, CANADIAN GROCER, Toronto. (25)

SITUATIONS VACANT.

GROCERY clerk wanted; experienced; references required. F. G. Martin, 1498 Queen street west, Toronto. (25)

TO LET

WELL established business stand, two and a half storey brick building, known as MacPherson block, corner of two principal streets in Lancaster village, Ontario, also large warehouse if desired. Address 2435 St. Catherine St., Montreal. (27)

G. C. Warren

Wolseley, Assa.

Direct Importer and Distributer of Teas and Jellies. Manufacturers' Agent. More lines desired.

POULTRY, FISH

WINNIPEG FISH CO. PHONE 1480.

GAME AND OYSTERS.

259 PORTAGE AVE.

Any quantity of fish shipped.

ADDRESS—Mail P. O. Box 791, WINNIPEG, Man

MINTO BROS.,

F. J. WHITE,
Manager and Proprietor.

TEA IMPORTERS AND BLENDERS TO THE TRADE.

The trade is herewith informed that Mr. F. J. White has taken over the management and proprietorship of the old established firm of Minto Bros., for nearly half a century practical tea blenders.

Mr. John Minto will remain with the firm for some time, and we will give special attention to matching blends to meet requirements of retailers and to **Mela-gama** packet tea.

MINTO BROS., 55 Front St. E., TORONTO. F. J. WHITE, Manager and Proprietor.

WINNIPEG CATERERS' PICNIC.

ON Wednesday, June 21, all the grocery, provision and butcher stores in Winnipeg were closed, the occasion being the annual outing of the Winnipeg caterers to Winnipeg Beach. The fates were kind, for the picnic fell on a fairly pleasant day in an exceptionally rainy season. Probably 2,500 people traveled by special trains to Winnipeg Beach and a very pleasant day was spent as the energetic committee in charge had provided such an extensive programme that entertainment was assured for all. The city band accompanied the first band of enthusiasts in red caps and linen dusters to the eight o'clock train and then returned to the city hall to await the second train, in which they occupied the rear coach and furnished music during the trip.

There were no special features to the morning's entertainment and the hours were spent promenading on the beach and preparing for dinner. The first event of the afternoon was a baseball match between the grocers and the travelers, in which, after a hard struggle, the knights of the grip went down to defeat by a score of 5 to 4.

The aquatic events were popular and excited general interest. A crowd lined the beach and crowded the temporary pier watching a number of closely-contested races.

Credit is due the general committee in charge of the day's programme. It was composed of the following gentlemen: J. R. Gowler, president; J. H. Treleaven, vice-president; W. G. Lock, secretary; W. A. Bartram, treasurer; B. Holman, transportation; E. Tugwell, music; G. W. Lock, sports; T. J. Coil, printing; F. Scott, refreshment; A. S. Lock, M. Richardson, C. L. Charest, Harper Wilson, W. J. Donaghy, E. Collier, H. A. Coleman, G. A. Coleman, M. Matheson, W. J. McPherson, H. L. Smith, J. Matheson, W. B. Oakley, W. H. Stone, W. B. Francis, A. D. McLean, D. Fergie, W. H. McKinney, W. Patton, F. Mitchell, W. J. Langrill, G. Moodie and F. Langrett.

The Winners.

The winners in the various events composing the programme of amusements were as appended:

Rowing race, 200 yards, double—George Spooner and J. Turner.

Rowing race, 200 yards, single—George Watson.

Canoe race, quarter mile, double—G. Smith and W. L. Brown; J. Spooner and J. Turner.

Canoe race, 200 yards, single—Tie between E. Sydney and D. Fergie.

Crab race, 50 yards, single—D. Fergie.

Long dive—Tie, to be tossed off, F. H. Pow and Geo. Turnbull.

Swimming race, boys 15 years and under, 50 yards—Harold Birkbrick.

Swimming race, men, 100 yards—J. L. Stephens, F. H. Powell.

Walking greasy pole—Mr. Schwab, Mr. Turner.

Foot race, caterers only, 100 yards—K. Sutherland, H. White.

Foot race, boys 15 years and under, 100 yards—Herbert Andrews, S. Brown.

Foot race, boys 12 years and under, 100 yards—John Rosenbush, Frank Cadham.

Foot race, girls 12 years and under, 50 yards—Bertha Gibbons, Bessie Buck.

Single ladies, 50 yards—Miss Clara Lock, Miss Johnston.

Married ladies, 50 yards—Mrs. Wilks, Mrs. Gibbons.

Committee race, 100 yards—J. H. Treleaven, G. E. Hylett.

Children's race, 6 years and under—Bertie Jones, E. Bathise, A. McLean.

Amateur race, open, 100 yards—K. Sutherland, Chas. Tyler.

Tug-of-war, four teams of seven men each. Grocers, butchers, travelers, bakers. First pull, grocers won from travelers; second pull, butchers won from bakers. Final pull, grocers won from butchers. Prize, six sacks of flour to be donated to Winnipeg General Hospital, St. Boniface Hospital and the Children's Home. Grocers winning team—J. R. Gowler, G. J. Cassoill, W. Dunbar, M. Matheson, J. G. Hutter, W. McRae, J. Duncan.

Catching greasy pig—J. Turner and K. Sutherland, tie, prize, the pig.

Grocers, heel and toe, 100 yards—Tie, D. W. McLean and A. S. Lock. Prize, gold watch.

Grocers' clerks, heel and toe, 100 yards—F. Scott. Prize, metal watch.

Ladies, men's daughters and lady clerks of grocers, heel and toe, 100 yards—Miss C. Lock, prize, one half dozen table spoons; Miss Lymberg, prize, one half dozen dessert spoons; Miss Laughton, prize, one half dozen tea spoons; Mrs. Gibbons, prize, one sugar shell; Miss Wilks, prize, butter knife.

ALL READY FOR THE 15TH.

All arrangements have been completed for the travelers' big day in Hamilton on July 15. The old boys from Toronto are coming over by boat, 600 strong, in time to participate in the parade. They will bring with them the band of the 48th Highlanders.

STORY OF A GREENHORN.

FIRST, he gained experience on a delivery wagon, mastered details; spent two months studying stock and prices, paid $1,500 for a stock, $1,000 on improvements, using up his capital of $2,000 and $500 borrowed money. His story, as told in the Chicago Tribune, follows:

"On my opening day The Twentieth Century Grocery gave the town something to talk about. I had enameled all the fixtures in white. Everything was spick and span. The floor, scrubbed to the whiteness of a Dutch kitchen, was sanded. All the stock was artistically arranged with a view to harmonious color effects. I had rented the adjoining building to give me room for an additional stock, and at one end of this I devoted a generous space for a women's rest room. It was substantially furnished with Flemish oak pieces, upholstered in leather, with writing tables, magazines, newspapers, and, of course, I had arranged mirrors and other toilet arrangements, not forgetting electric curling iron heaters. There were plenty of flowers and lounging chairs in the room and a commodious Davenport piled high with sofa cushions.

"My clerks and myself wore white duck uniforms and caps, appropriately lettered, and I had two young women serving bouillon, wafers, and other light refreshments.

"Since then the grocery has succeeded vastly beyond my expectations. I have all the trade I can handle—every sale is a profit—and am arranging to open departments on the second floor. Last month's net receipts were $500 more than those for the corresponding period last year.

"No premiums are offered.

"All fixtures in white enamel and frequently repainted.

"A rest room for women, with writing tables, magazines, newspapers and toilet conveniences.

"White uniform for clerks, laundered daily.

"Hardwood floors, scrubbed and freshly sanded daily.

"Square business methods. Advertising goods exactly as they are.

"A strictly cash basis, many sales and reasonable profits."

Canadian Strawberries

are beginning to arrive freely. Watch the prices, and don't forget to send us your order for fruit for preserving purposes.

McWILLIAM Mc. AND E. EVERIST

TORONTO, ONT.

Late Valencia Oranges

the leading Oranges for summer trade.

FULL LINES

LEMONS, BANANAS, WATER MELONS, PINEAPPLES, AND EARLY VEGETABLES.

TOM SMITH

FRUIT BROKER, PHONE MAIN 520

63 Front Street E., - TORONTO

Send me your orders—and handle only SELECTED Fruit. It pays others—it'll pay you.

FRUIT AGENCY WANTED IN BRITAIN

Green and Canned, not Jams

House, with **20 years' connection,** in N.E. of England wants sole selling agency for that district. Unimpeachable business and bank references given. Only first-class firms represented.

J. W. LEAKE, - SCARBOROUGH

30 BARWICK STREET

Tel. Ad. "Leake, Scarborough."

DRIED APPLES

BRIGHT, DRY STOCK WANTED

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1888

RIDGE HALL FRUIT FARM

Hot-House Cucumbers $1.20 per basket

New Cabbage $1.75 per crate

E. E. ADAMS

LEAMINGTON, - - ONT.

GREEN FRUITS AND VEGETABLES

From conversation with a prominent member of the Canadian Canners, Limited, The Grocer is able to give the following review of the fruit and vegetable outlook.

Small fruits generally—fairly good, but late. Strawberries—late, owing to cold, wet weather. Cherries—promise good. Plums—just a fair crop. Pears—short. Apples—a little early yet to judge, but so far as can be seen not very good; lots of bloom, but drying up; in some counties, Norfolk, for instance, there is but a half crop. Peaches—the wet weather has affected the peach crop quite a bit; prospects up to a couple of weeks ago were very good. Tomatoes—late, but look well in some sections; in some districts in the west have been drowned out and replanting necessary; in Niagara district very well. Corn—drowned in some sections; where not, looks well. Peas—late; drowned out in some sections, in others good; picking will begin about July 1. Beans—late in planting.

* * *

Exports of apples from Montreal and United States ports for the season of 1904-'05 show a falling off of over one million barrels, and of about 330,000 boxes, from the previous year.

* * *

Latest reports from British Columbia indicate that the strawberry crop has been a failure throughout the province, and will not amount to more than thirty per cent. of a normal yield. Cherries are doing badly, and only half a crop is expected. In the Lower Fraser country early apples will be below the average. The prospects for other fruits are excellent.

* * *

White & Co., Limited, Toronto, owing to the increased demands of their Hamilton business, have bought out T. Bowker, 34 York street, who will in future conduct this business as the Hamilton branch of White & Co. This firm are to be congratulated on the enterprise they have shown in catering to out-of-town trade.

* * *

Mr. E. D. Smith, Winona, has added 150 acres to his already extensive fruit farm, giving him a total now of over 800 acres. He has also constructed a fruit preserving factory of large capacity, and arranged to have an expert jam maker from England supervise that department of the business. With a cold storage plant conjoined, excellent railway facilities, and an immense fruit house, fitted with wire screens, Mr. Smith is well equipped for this class of industry. A detailed description of the new factory, with illustrations, will appear in one of our August issues.

A representative of The Canadian Grocer who called at Helderleigh last week found Mr. Smith a "busy" man. The conversation was frequently interrupted by telephone messages. Mr. Smith explained that they were from his representatives in the different fruit centres, such as Jordan, Grimsby, Beamsville, etc., who were sending him strawberry quotations, which were, of course, fluctuating on account of the weather. "Between the rain, the market, and my endeavor to carry out my new arrangement for shipping strawberries from the field to the dealer on a day's notice, I have no time to think," remarked Mr. Smith.

ONTARIO MARKETS.

Green Fruits.

Toronto, June 30, 1905.

THE feature of the green fruit market is the free arrivals of strawberries, about 12,000 packages being marketed on Tuesday, June 27. This is the biggest day in Toronto in years for strawberries. The trade experienced no difficulty in disposing of the fruit, considerable of which went to the canners; prices, however, dropped to as low as 4 and 5c. On Wednesday morning, June 28, an experimental shipment of strawberries was forwarded to the Winnipeg market by Distributors' Co., Toronto. Strawberries have been shipped from Toronto to Nova Scotia markets for a number of years and the trade here recently came to the conclusion that it should be equally easy to send Ontario fruit to Winnipeg. Instead of the regular cold storage car, what is known as the "Blower" car is being used to transport the fruit.

Havana pines are out of the market as well as Californian navel oranges and Mediterranean sweets. The lemon market is exhibiting a very firm tendency. Prices in New York are double what they were two weeks ago, and are selling there at $4.75 to $5. Up to the present the requirements of the trade have been pretty well met by the regular Spring shipments of fruit from Montreal direct. This year's shipments were on a comparatively small scale, with the result that certain houses are entirely out of lemons at this early date, whereas they are usually selling Montreal lemons up to August 1. Some small consignments of lemons are being received direct; others are being brought on from New York. Water melons are down from 5 to 10c. First quotations on Georgia water melons were given out to the trade on Tuesday, June 27. Gooseberries have dropped 3c. The first of July trade promises to be exceptionally large this year and the wholesale trade express satisfaction at the prompt way in which orders are coming in. Our quotations are as follows:

Florida pines, per case	3 00	3 75
Oranges, late Valencias	4 50	5 00
Sorrento oranges, per case	3 50	4 00
New messina lemons, 300's, per box	3 50	4 50
" " 360's, per box	3 50	3 75
Bananas, large bunches, crated	1 50	2 00
Bananas, 8's, per bunch, crated	1 10	1 25
Bananas, 7-hand bunches, off track	0 75	0 90
Red bananas, per bunch	2 25	3 50
Apples, Winter varieties	2 50	5 00
Domestic strawberries, per quart	0 06	0 07
California apricots, "	1 20	1 50
" peaches' "	1 25	1 50
" plums, "	1 25	1 60
Cantaloupes, per crate	2 00	2 50
Watermelons, each	0 25	0 35
Gooseberries, per box	0 09	0 10
Cherries, per basket	1 00	0 10

Vegetables.

Imported vegetables are arriving freely on the market and prices are becoming more moderate as the season for domestic vegetables is now beginning in earnest. Home-grown beets, peas and carrots are all arriving on the market. Squash is in evidence this week and is quoted at $3.50 per doz. Old carrots are out of the market. Egyptian onions are down 25c. in price as well as Mississippi and Texas tomatoes. Baltimore cabbage, Texas potatoes and imported cauliflowers are out of the market. Cucumbers are arriving this week and are quoted to the trade at $2 to $2.50 per hamper. Our quotations are as follows:

Ourdoor lettuce, per doz. bunches		0 20
New radishes, per doz. bunches		0 20
Dry Mint, per doz bunches		0 20
Parsley, "		0 20
Sage, per doz.		0 15
Savoury, per doz		1 00
Bermuda onions, per crate		2 25
Egyptian onions, per sack		0 25
Green house water cress, per doz.		0 65
Potatoes, carlots on track Toronto, per bag	0 55	0 85
Potatoes, per bag		0 66
" car lots, Eastern and Michigan		0 60
Cabbage, per doz	0 50	1 00
Outdoor rhubarb, per doz. bunches		0 20
" onions		0 15
Mississippi and Texas tomatoes, per case		1 25
New beets, per doz. bunches		0 30
Spinach,, domestic, per bush		0 25
Baltimore potatoes, per bbl		2 75
New carrots, per doz. bunches		0 30
Waxed beans, per bush. box		2 75
Baltimore cabbage, per bbl. crate	1 50	1 75
Green peas, per hamper	1 25	1 75
" " basket		0 60
Cauliflowers, domestic	0 75	1 50
Sqnash, per doz		3 50
Cucumbers, per hamper	2 00	2 50

QUEBEC MARKETS.

Green Fruits.

Wholesale fruit dealers agree that this week's trade is very fair and about satisfying for the season. There is some activity noticeable in every line this week and auction sales bring good results. On Monday morning were sold by auction five cars of California fruits, consisting of peaches, which brought $1.25 to $1.40, according to quality; plums sold at from 90c. to $2; apricots, 90c. to $1.15, and strawberries, 9 to 12c. Dealers do not expect to see very much more American fruit come in, as home-grown products will arrive shortly. A slow demand for oranges prevails locally, while bananas are said to be a little scarce and price not as easy. Melons, mostly of fine quality, are selling well enough, but at rather high figures, which prevents a greater demand for them. Owing to late warm weather, lemons enjoyed particularly good sales at quotations. Pineapples are not in such quantities as a few weeks ago; price for them has gone much higher. Plums, peaches and apricots, being in larger lots owing to new arrivals, are thought to meet with better demand. We quote:

Plums, crate	1 75	2 00
Peaches, box	1 65	1 80
Apricots, crate	1 25	1 40
Apples, bbl	5 00	6 50
Dates, per lb		0 04½
California cherries, box		3 00
Bananas	1 75	2 00
Cocoanuts, per bag of 100	3 00	3 25
Pineapples, 24 to case		3 75
" 30 to case		3 00
Jamaica grape fruit, per box	5 00	5 50
Florida grape fruit, per box		5 00
California navel oranges, per box	3 75	4 75
New Messina lemons 300's	3 00	3 25
" " " 360's		2 00
Apples Winter varieties	4 00	7 00
Sweet potatoes, per bbl.		6 00
Tomatoes, Floridas, crate		2 75
Strawberries	0 10	0 12
Canteloupes, per crate		6 00
Watermelons, each		0 35

Vegetables.

The trade continues very active at steady prices. Demand in general is

We beg to announce having opened a

Branch at Hamilton

Succeeding T. Bowker, 34 York Street. **Phone 1115**

Orders for all kinds Foreign and Local Fruits filled with greatest care.

You can always rely on orders being properly looked after by sending to either place.

WHITE & CO., Limited, - TORONTO

Wholesale Fruit, Produce and Auctioneers.

W. B. STRINGER **Can't!** J. J. MCCABE

You certainly Can't but engage in the Watermelon Business when we can supply you with Beautiful Georgia 25-lb. stock at about 23c. delivered. There's money in it for you. Write us now.

W. B. STRINGER & CO. - WHOLESALE FRUIT BROKERS. 61 Front Street East, TORONTO.

PINEAPPLES **NOW** is best time to buy

Best Fruit, all sizes in stock

OUR FIRST CAR LATE VALENCIA ORANGES. Due Saturday, the celebrated "GOLDEN ORANGE" brand. Packed exclusively for us in Canada.

HUGH WALKER & SON, - GUELPH, ONT.

Now is the Time

to get ***Canadian Strawberries.*** Our prices are 6 to 8c per basket. Next week canning week. Don't fail to **order** to-day.

The F. T. JAMES CO., Limited, 76-78 Colborne St. TORONTO

STRAWBERRIES

Cheap this week. Probable prices 6 to 9c. per basket.

Let us have your order.

THE DAWSON COMMISSION CO., LIMITED, FRUIT, PRODUCE AND COMMISSION MERCHANTS

Corner Market and Colborne Streets, - TORONTO

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

SUCCESSORS TO

Husband Bros. Co., Toronto; S. M. Culp, Beamsville; C. P. Carpenter & Son, Winona; Griffith & Woolverton, Grimsby; Titterington Bros., St. Catharines.

SPECIAL THIS WEEK

CANADIAN STRAWBERRIES

Best Berries. **Cheapest Price.** **See us about Strawberries.**

IF I CAN HAVE

Strawberries

at your door the morning following the noon I receive your order—that is, if you live in Ontario—am I not entitled to your order? Add to the above the fact that these berries are picked on order—go from the field, fresh and sound, to **YOU**. No unnecessary handling. No lying over. If you don't want green fruit, then see to my **STRAWBERRY PRESERVES**—known and liked everywhere.

E. D. Smith's Fruit Farms, Winona, Ont.

MASON & HICKEY
108 PRINCESS STREET, WINNIPEG, AGENTS FOR WEST
Carry stock of Jams, Jellies, etc.

TO GET STRAWBERRIES FRESH

and with despatch, you must buy direct. I grow the fruit, pack it and ship it: and my prices will stand comparison. Write or wire for quotations on "Crown" Brand Strawberries.

E. L. JEMMETT
GROWER, PACKER, SHIPPER, "CROWN" BRAND FRUITS
BEAMSVILLE, ONT.



'Tis Sixty Years Ago

COX'S GELATINE celebrates in 1905 the 60th anniversary of its introduction to the Canadian public.

FIRST in 1845 in strength and purity, and first still after all these years.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH.

DIAMOND BRAND MAPLE SYRUP

IS NOT A COMPOUND

It is not only Pure, but it has that delicious flavor of fresh Sap Syrup direct from the sugar bush.

All Jobbers.

Sugars Ltd., = Montreal

WE IMPORT

Canned Goods, Apples, Grain, Maple Syrup and all Canadian products.

WE EXPORT

English and Continental Groceries, Sweetmeats, Oils, Colours, Chemicals, etc.

Let us hear from you.

T. B. BOWYER & CO.
80a Fenchurch Street, London, Eng.

SAN-TOY STARCH

is made according to the formula of a leading Chinese laundryman. That is why it gives such universal satisfaction. It will pay you to look into our proposition before placing your order.

J. H MAIDEN
MONTREAL

good in all lines. Dealers are delighted to see more Canadian products on the market. In fact, they are coming freely now and meeting with ready demand. New stocks consist of cabbage, carrots, new potatoes and cucumbers. Cabbage is said to sell well and at high figures. Tomatoes are also enjoying better sales. Radishes are almost out of the market. More Canadian vegetables will arrive this week, and prices will become easier. We quote:

Florida tomatoes, crate		1 50
" celery "		4 00
" " doz.		0 75
Charleston cucumbers, basket		3 50
Bermuda onions, per box		2 25
New cabbage, per crate		1 25
Green and wax beans		2 50
Canadian Asparagus, doz. bunches		3 50
Potatoes, carlots		0 55
Less than carlots	0 65	0 70
Bunch lettuce, per doz. bunches		0 75
Canadian radishes, per doz. bunches		0 05
Mint, per doz. bunches		0 10
Parsley, " "	0 35	0 75
Sage, per doz		1 00
Savory, per doz		1 00
Beets, new, per doz		1 25
Egg plant, per dozen		2 00
Green onions, per doz		0 15
Egyptian onions, per bbl		2 50
Yellow onions, in 80-lb. bags, per bag		2 50
Green house water cress, per doz		0 50
Green cucumbers, per basket		3 50
Waxed beans, per bush		2 50
Cauliflowers, home grown, per doz		2 50
Green peppers, per basket		0 75
Spinach, per bbl		2 25
Cucumbers, per doz	0 50	0 75
Texas onions, crate		2 00
Cranberries, per bbl		10 00
New potatoes, barrel		3 00

MANITOBA MARKETS.

Green Fruits.

Prices remain unchanged since last week. Oranges are very firm and are sure to be sharply advanced in a few days. We quote:

Med. sweet oranges, 126's	4 25	4 50
Late Valencias		5 00
Peaches, per case		2 25
Plums		2 25
Cal. cherries		2 75
Bananas, fancy Limons, per bunch	3 00	3 50
Pineapples, per doz	2 50	3 00
Strawberries, quarts, 2 doz. in case, per case		4 00

Vegetables.

Parsley "	0 40
Mint "	0 45
Native onions, per lb	0 04
Carrots, per bush	0 40
Beets, "	0 80
Turnips "	0 40
Potatoes "	0 65
Celery, per doz	1 20
Florida tomatoes, 6 baskets in crate, per crate	4 00
Lettuce, per doz	0 50
Radishes "	0 50
Cucumbers "	1 25
Green onions, per doz	0 40
Egyptian onions, per lb	0 03½
New California cabbage, per lb	0 03½
Australian onions, per lb	0 05

NEW BRUNSWICK MARKETS.

Green Fruit.

Green Fruit—This is the busy season. Full prices seem to rule, particularly in oranges and lemons. Bananas are moving freely. In oranges, Californias and Valencias are about out of the market. A few Jamaicas are seen. Melons are now offered, price quite high. In strawberries, Ontario fruit is quite plentiful; so far quality not the best. Fruit arriving in rather poor condition. California small fruits of fair quality received are apricots, plums, cherries and peaches. Tomatoes are quite high, and cucumbers not yet low. Rhubarb cheap. Bananas, $1.50 to $2.25; California oranges, navels, $6 to $6.50; Valencias, $6.50 to $7; Jamaicas, $6.50 per barrel; lemons, $4 to $4.50; apricots, $1.50; peaches, $2; plums, $2 to $2.35; cucumbers, 80c.; tomatoes, $3 to $3.25; rhubarb, 1 to 1 1-2c.

HOT WEATHER SELLER

St. Charles Evaporated Cream



Absolutely pure, thoroughly sterilized, superior to all others. Profitable to sell, pleases your trade.

Coupon in each case redeemable in handsome and valuable premiums. Write for particulars.

Montreal Agents: **S. H. EWING & SONS**

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

YOU CANNOT MAKE A MISTAKE IN GIVING YOUR CUSTOMERS THE BEST.

Shirriff's Flavoring Essences

ARE THE ACME OF QUALITY.

Manufactured by

Imperial Extract Co.

TORONTO



Capstan Brand

PURE MOCHA AND JAVA GROUND

COFFEE

Put up in 1-lb. tins, with a very attractive label, and is giving perfect satisfaction. Ask your wholesale grocer for it, and be convinced of its high-grade quality.

CAPSTAN MNFG. CO., Toronto, Ont.

"Walker Bins"

Every user of Walker Bin Fixtures is a convert to the Walker Bin idea of the importance of attractiveness and cleanliness in interior display.

Your show window may bring the prospective buyer into the store; the compelling attractiveness of Walker Bin Fixtures will assist materially in making him a permanent customer.

If you are not daily building up your business, there's a reason why. Look to your store interior.

Neatness and cleanliness in interior display are magnets that often attract and hold the customer as effectually as good goods and low prices.

Perhaps you have an exaggerated idea of the cost of Walker Bin Fixtures. They are really moderate-priced and, at an outlay that soon comes back in increased patronage and sales, you can make your old store new and improve the character, quality and volume of your business.

May we submit plans and prices?

Write to The Walker Pivoted Bin and Store Fixture Co., 516 Board of Trade Building, Toronto, for their illustrated booklet. It will interest you.

"Walker Bins"

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE CANADA SUGAR REFINING CO.
LIMITED

Montreal

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

CANADA'S First Foremost and Favorite

CHOCOLATES

are

MOTT'S

"Diamond" and "Elite" Brands

For sale by all jobbers.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL. R. S. McINDOE, TORONTO. JOS. E. HUXLEY, WINNIPEG.

We beg to advise the Grocers of the Dominion that we are making the finest

MILK CHOCOLATE

produced in the world, and are using pure Canadian Milk.

COWAN'S COCOA

(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., LIMITED
TORONTO

SOCIAL TEA.

We claim ***"Social"*** English Breakfast Tea to be the finest 40-cent Tea in Canada, thick, rich and creamy and is always good. You can increase your trade better with ***"Social"*** goods than any other packet Tea. Our coupons will have a cash value in future as well as be exchanged for handsome premiums. This is our mode of advertising and will be very effective with your trade. Is this not better than placing our advertising money in newspapers and on bill boards?

SOCIAL TEA CO., HAMILTON, ONT.

SOCIAL BAKING POWDER.

SOCIAL COCOA.

SOCIAL COFFEE.

B. C. Markets.

Vancouver, B.C., June 22, 1905.

BIG export flour mills, and a mammoth pork-packing plant are two mooted projects for Vancouver, which have been subjects of discussion in the past week. It is early to say whether there will be immediate results from either.

The completion of the big tunnel of the Vancouver Power Co., and the demonstration of its practical utility in carrying the waters of Lake Coquitlam to Lake Buntzen, where the combined inert power of the waters is made available to produce 30,000 horse-power in electrical energy, has been the direct cause of movement looking to locating a big flour mill at this port. Manager Buntzen, of the Vancouver Power Co., states that he has been asked by responsible parties for quotations on 500 horse-power for operating a flour mill which it is the intention to locate here if conditions are favorable. Just for the present Mr. Buntzen withholds the names of the capitalists. But his personal reputation is sufficient guarantee of his assertions.

That a flouring mill could pay here, with the vast Asiatic export trade to be commanded, is the belief of many business men. Several years ago the project of establishing elevators and mills here was seriously discussed. Recently Manager Wm. Murray, of the Canadian Bank of Commerce, said he had always held that the erection of elevators on the coast would be sure to come in time. It is as the complement of the lumber trade. Despite heavy freight rates, lumber is shipped in large quantities to the prairies and the trade is increasing. Many cars have to be brought west empty to carry lumber east, and, therefore, freight rates remain higher than they would be if there were cargo both ways for the cars. If elevators were built here, argues Mr. Murray, the railway could carry lumber cheaper, for the western trip of the cars would be profitable because of carrying wheat. Even for local trade a flouring mill would be an attractive industry, though it would hardly be considered a very large opening for industrial enterprise if the chance of trade with the Orient did not exist.

* *

That the Swift Packing Co. are looking over the ground here with a view to establishing a pork-packing plant seems almost certain. Already this big American concern are interested in Canada, having a plant at Hamilton, Ont., though not run under the name of Swift. Mr. Strong, who has been representing Swift & Co. for a number of years in the Northwest, has been looking over the ground in Vancouver, and endeavoring to secure suitable locations for such an establishment as Swifts would build. It is possible that a start may be made this year, and a very large sum will be invested in plant and buildings. The plan is for the plant, which will be erected here, to supply the trade in the Northwest and in Alaska as well as in British Columbia.

* * *

Casual knowledge of the Chinese as a race is apt to lead to the conclusion that they were very correctly described as "peculiar" in the strong vernacular of Bret Harte. But if the conclusion is reached that because of that peculiarity the Chinese are not alive to business, and keen in conducting business affairs, nothing wider of the actual facts could be imagined. Not only are the Chinese business men successful, and thorough in their business methods, but they have all white races flogged to a standstill in organization. Their companies are more like families or clans than business partnerships, and the power wielded by the wealthy and influential Chinese merchants is little short of absolute.

Of recent days the power of Chinese merchants trading with foreign nations has been directed to organizing a boycott against all American goods and trade. It looks very much as if the U. S. policy of exclusion and opposition to Chinese trade in every form will have a serious result in the way of depriving Americans of any share of trade with China. The movement began in Shanghai, where the Chinese Chamber of Commerce adopted resolutions to use every means to boycott every species of U.S. goods as retaliation for the treatment of Chinese at U. S. ports. A circular has been issued to every Chinese Board of Trade soliciting their co-operation.

This week a meeting of the Chinese Board of Trade of Vancouver—a strong organization of wealthy Chinese merchants doing business in British Columbia—was held, at which members of all classes of the Chinese colony here were present. Endorsement of the Shanghai circular was unanimous, and practical, for a subscription of $1,000 was raised among the merchants at the meeting to be forwarded to the Shanghai Chinese Chamber of Commerce to aid in the carrying out of the boycott effectually. Not only will every class of American goods be put under the ban, but Chinese coolies will be coerced from handling cargo from ships carrying American goods.

At the Monday evening meeting of the Vancouver Chinese Board of Trade, held in their quarters in Chinatown, representatives from the Victoria and New Westminster Chinese merchants were present, and these will take back the account to their respective associates. When it is recalled how active the Chinese Board of Trade of Vancouver was in assisting the organization of the Chinese Empire Reform Association, wherein its efforts resulted in forming a strong association extending all over the continent it is easily to be understood that the results of their efforts to assist the proposed boycott will have great influence.

At a time when all eyes in the commercial world are looking to the awakening of the Orient to modern methods of commercialization, the situation is one of great importance to Canada, which now seeks foreign trade.

* * *

Freight conditions on the White Pass route to the Klondike are not all that might be desired. Never in the history of the north has there been such a large total of freight delivered at Skagway for transmission down the Yukon. The receipts, as shown by the Customs records, were twice as great in May this year as last. During the first twelve days of the present month the tonnage was greater than for the whole month of June, 1904.

The White Pass & Yukon Railway Co. are coping with the situation as well as possible, many extra trains being run from Skagway to White Horse every day, while the boats are all carrying full cargoes down the river, and towing heavy barges as well. But the freight piles up at White Horse as fast as it is taken away. Indications are that there will be very heavy traffic for a month yet.

A few weeks ago the low water in the Yukon prevented steamers taking full load down, but the river has risen since, so that better conditions now prevail.

* * *

Strawberries as a leading feature of the fruit market have passed the zenith for this season. Among local fruits, cherries take their place this week, and will for another week, perhaps. From California at present apricots are leading, though mixed reports as to the crop are received. In some places it is stated that California crop of apricots is small this year, while others, apparently speaking by the hook, say as emphatically that there is a large crop, but that the quality is away off, from rot and fungus. Oregon and Washington ship in apricots later, in very liberal quantities.

* * *

Raspberries are rapidly coming forward and in another week will be on the market in good quantities. It is seldom that this fruit is not a first-class crop in British Columbia. This year is no exception.

* * *

Butter is coming in from all local sources in unprecedented quantities. When it is stated that the New Westminster creamery alone is at present turning out as high as 6,000 lbs. of butter in a day, it can be readily understood that there is ample supply just now for all local needs. Every creamery on the Fraser River, and on Vancouver Island also, is turning out its limit capacity. Dairy-made butter is also coming in very liberally, and the local market is well supplied. Good prices are prevailing, however. The range can be placed at 23 to 27c., covering local dairy and local creamery stock.

The total output of the New Westminster creamery has been contracted for by Kelly, Douglas & Co., wholesale grocers, for the Yukon trade. It has gotten to be a by-word in the north now to ask for New Westminster creamery butter. For this trade it is packed in tins, sealed.

The Richmond Dairy Association, an organization of the ranchers of Lulu Island handling large quantities of milk and cream, retail and wholesale, in Vancouver City, have also added a creamery plant to their equipment, the capacity being between 1,200 and 2,000 lbs. per day. This is the first serious attempt to make creamery butter in Vancouver, and the result has been very satisfactory. The output gets ready sale locally. At present it is run in conjunction with the milk business.

CANADIAN GOODS PREFERRED.

A prominent Hamilton wholesaler reports a good demand for canned goods just now, especially for tomatoes. In this connection he was particularly glad to find that Canadian goods had a distinct preference over the American goods now on the market. In fact a higher price could always be secured for the Canadian goods.

During the Hot Weather

VAN HOUTEN'S COCOA

Soothes the Tired Nerves

Mr. Grocer, please test this for yourself. Your customers will appreciate the suggestion also.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE, - MONTREAL

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S

Cream Soda Biscuits

McLAUGHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

What is more attractive in your store than a choice selection of Confectionery?
Your stock is not complete without a full line of

Gunther's Famous Chicago Candies

Apply for prices and exclusive Agency for your Town to
HARRY W. HUNT, CANADIAN REPRESENTATIVE
49 Wellington East, - - - - - TORONTO

SALE OF DOMINION PACKING CO.'S PLANT.

THE plant of the Dominion Packing Co., Limited, Charlottetown, P. E. I., was sold on June 20, under instructions of the Halifax bondholders. Mr. W. A. O. Morson's bid of $55,150 was accepted. This does not include the stock, which will have to be disposed of later by private sale. The purchaser acted on behalf of the Halifax bondholders, while Mr. J. M. Wiley, the late manager, represented the western interests in the bidding. The company will be reorganized by the present bondholders, providing they are unable to sell it at a satisfactory price by private sale, and within the next sixty days it will be definitely decided whether the present bondholders will reopen the plant or not. As the Dominion Packing Co., Limited, is the largest, and practically the only, manufacturing institution in Prince Edward Island, employing from 125 to 250 hands when operating, the closing of the works must be a very serious loss to the farming community particularly. Since the plant has been in the hands of the court farmers must have had difficulty in disposing of their cattle, hogs, sheep, fruits, etc., and the pecuniary loss been keenly felt.

COMPANIES INCORPORATED.

White & Co., Limited, of Toronto, have been incorporated with share capital of $100,000, to carry on the business of fruit and commission merchants. Provisional directors: G. Acheson, of Goderich, and W. H. Despard, H. H. W. Mackie, and J. Langskill, all of Toronto.

The Western Canada Flour Mills Co., Limited, of Toronto, have been incorporated with share capital of $1,500,000, to carry on a flour milling business. Provisional directors: J. S. Lovell, W. Bain, R. Gowans, E. W. McNeill, W. F. Ralph, R. C. H. Cassels and W. Gow.

Albert Soaps, Limited, of Montreal, have been incorporated with share capital of $200,000, to manufacture and deal in soaps. Provisional directors: J. G. Savage, J. E. Savage, F. E. Favreau, W. H. Fisher, and E. B. Busteed, all of Montreal.

B.C. REFINERY IN REGINA.

A branch of the British Columbia Sugar Refining Co. has been opened in Regina, and a stock will be carried in that town. Orders for less than car lots will be filled from this town, and it is evident that the company are making a determined effort to secure control of the western business. They announce that orders for small lots will be filled from Regina for all points as far west as the B. C. boundary, and as far east on the main line as Fleming. From Regina they will also ship to all points on the Prince Albert branch, to all points on the Portal section, and to all points on the Regina section, as far east as Redvers. The Estevan section, as far east as Alameda, will also be served from Regina.

ONE MAN

One man wrote telling us that he liked

PERFECTION CREAM SODAS

but that his grocer didn't keep them.



We told that grocer and he

RECTIFIED HIS MISTAKE

He is a Big customer now. Are you a customer? How many cases have you sold this month?

THE **Mooney Biscuit & Candy Company,**
LIMITED.
Stratford, - Canada.

Peas - Peas - Peas

Keep an eye on the canned peas situation. There is money in it for you.

The prices for this season's pack have been made. They are low—away low—25 per cent. under last year's prices. It will be possible to sell four tins for a quarter.

That means a big demand for peas. The

Consumption of Canned Peas will be Doubled

Don't be caught short. Don't be loaded up with inferior goods. But get ready to meet the heavy demand sure to ensue with a brand of peas that will bring back the customer for more. In short,

Stock Old Homestead Brand Canned Peas

The Old Homestead Factory is the finest-equipped and most up-to-date factory in Canada—is situated right in the heart of the Picton district, the finest pea-growing country in the Dominion.

Old Homestead Peas made their reputation last year. Wherever they are used once they are used always.

Insist on getting Old Homestead Brand. If your wholesaler will not supply you, write us direct. It means dollars to you.

OLD HOMESTEAD CANNING CO.
LIMITED

Independent Canners. **PICTON, ONT.**

"How Much am I Offered?"

You don't have to auction off

ORANGE MEAT

Grocers find their stock "going, going."

Has yours "gone" yet?

Better have more "Jumbos"

They take

THE

Frontenac Cereal Co.

Limited

KINGSTON, - Ontario

Flour and Cereal Foods

INCREASE IN WHEAT ACREAGE.

AN estimate of the area under crop this year in Manitoba and the Northwest Territories has been issued by the Northwest Grain Dealers' Association, giving a comparison with 1904, as follows:

	1904	1905	Increase
Wheat	3,420,400	4,019,000	17½ p. c.
Oats	1,206,000	1,423,000	18 p. c.
Barley	392,600	433,800	10½ p. c.
Flax	46,500	34,000	*25 p. c.

*Decrease.

The condition of growing crop throughout both Manitoba and Territories is first-class and in some localities never looked better, especially in Northwest Territories.

Figuring on a yield of 26 bushels per acre, this would give a total wheat crop in Manitoba and the Northwest Territories, on the basis of the above careage, of 104,494,000 bushels, of which Manitoba, according to the Government's report, issued a few days ago, would contribute 67,700,000 bushels. Western correspondents say that some wheat will be harvested in about 45 days, and that harvesting will be general in about 55 days.

The Ontario wheat crop is only fair and is later than usual. Late reports from certain districts indicate slight damage to grain from wire worm and rust.

MORE ELEVATOR SPACE.

The chief inspector of the Manitoba grain inspection district has issued a comparative statement showing the number of licensed elevators and warehouses, with the capacity of each, in his district in the years 1902-'03 and 1903-'04. In the former year there were 822 elevators and warehouses, with a total capacity of 30,356,440 bushels; in the latter there were 982 elevators and warehouses, with a capacity of 41,186,000 bushels. The elevators increased by 178 and the warehouses decreased by 18, and the net gain in capacity was 10,829,560 bushels. In Manitoba the Canadian Northern last year had 37 more elevators than it had the year before, and 7 less warehouses. The Canadian Pacific had 56 more elevators and six less warehouses. In the Northwest Territories the Canadian Pacific Railway has increased its elevators by 85, but has 5 less warehouses.

A NEW INDUSTRY FOR ORIENT.

The latest report from the East of the awakening of manufacturers to the possibilities of the orient for the successful operation of manufacturing industries is that capitalists are about to erect a flour mill in Hong Kong, to cost $1,000,000, having a capacity of 8,000 bags a day. Labor is so cheap that it is expected that this mill will be the means of reducing the exportation of wheat from the Pacific Coast to an alarming degree. While the manufactured wheat will cease to be much of a factor in shipments to the Far East from America, the unground product will still find a ready market for a long time to come. It is predicted, however, that when Manchuria is opened up, its vast agricultural plains will produce enough wheat to supply China and other Asiatic nations.

OVERTAKING SUPPLY.

Making allowance for fluctuations due to good and bad harvests, the consumption of wheat within the United States is steadily overtaking the supply. If the crop this year reaches the large figure of 700,000,000 bushels, it is calculated by the New York Post that there will be a surplus of 210,000,000 bushels over food and seed. But in recent years the surplus has fallen far below this figure, and the time is evidently approaching when there will be no considerable export except after a bumper crop. The increase of population is constant, and the increase in acreage seems hardly to keep pace with it. All this tends to enhance the value of the wheat fields of Canada.

THE GEORGIAN BAY CANAL.

Interest is being revived in the long-talked-of Montreal, Ottawa and Georgian Bay Canal, which, if constructed, will virtually control the export traffic of the American and Canadian Northwest.

The advantages of the projected waterway are several. Throughout the whole distance to Montreal, vessels would be able to go at full speed, except when they are actually in the locks. There would be a saving in distance over the Welland Canal of 387 miles in the carriage of products from the west. There would be return cargoes owing to Montreal being the cheaper route. Lastly, there would be no discriminatory navigation laws and vessels could sail from Chicago or Duluth direct to Liverpool.

INCREASE IN DUTY.

Word has been received at the Department of Trade and Commerce from its agent at Cape Town, that it is proposed to increase the duty of two shillings per hundred pounds on flour to the former rate of four shillings six pence, on the ground that the reduction in duty has been of no practical benefit to the consumer, and the revenue will be benefited by the increase.

GRAIN AND CEREAL NEWS.

The Canadian Seed Growers' Association is holding its second annual convention in Ottawa this week.

At a special general meeting of the Ogilvie Flour Mills Co., Limited, on June 22, the shareholders unanimously voted to issue $400,000 of preferred stock.

The directors of the Lake of the Woods Milling Co. have decided to make an interim distribution of the common stock to be paid on July 15 to shareholders on record on June 30, and to fix the full dividend at the end of the company's year, August 30.

Make Change Without Loss

Mistakes that occur in making change are avoided by system. A customer gave this reason why she trades with Mr. Hardy:

"Mr. Hardy's National Cash Register counts the money that is taken in, and if a mistake is made in making change you can always have it corrected.

"I once made a 10-cent purchase and handed the clerk $5. He handed me 90 cents. I did not notice the error until I reached home. I called Mr. Hardy's attention to it and he opened his National Cash Register and balanced his cash. It showed that there were four dollars more in the drawer than called for by the sales record."



A National Cash Register accurately records each transaction, whether cash, credit, money received on account, money paid or money changed, and shows the clerk's initial.

Let our representative call and explain our system to you.

Cut off here and mail to us today

NATIONAL CASH REGISTER CO., DAYTON, OHIO

I own a_____. Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy.

Name

Address

No. clerks

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

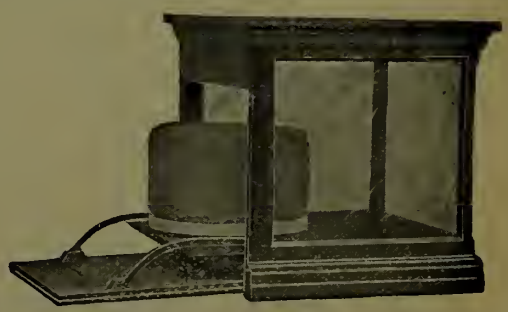
Delivered prices on application.

Lake Huron and Manitoba Milling Co.

LIMITED

GODERICH, ONTARIO.

PROFITS IN CHEESE



Mice, Insects, Dirt, Shrinkage, Samplers

The Enemies of the Grocer who sells Cheese.

Automatic Cheese Cabinets

keep the cheese as clean and fresh as when first cut, and preserve it from the ravages of mice, dirt and tasters.

Its operation is simplicity itself. Just lower the door and the cheese slides out, automatically, on its revolving base in position for cutting, retiring into the cabinet as promptly when the door is closed. The cheese is always temptingly in view, under glass.

PRICE **$7.50** F.O.B. Factory

The Cabinet is a very handsome glass, polished hard wood display case; a most attractive fixture. ***Place one on your counter and it will increase your cheese sales and profits and pay for itself many times over.***

Write for folder illustrating our single and double Refrigerator Cheese and Cheese Cutter Cabinets.

The Walker Pivoted Bin and Store Fixture Co.

Factory, BRAMPTON Head Office, TORONTO

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

AN INCREASE OF PROFITS.

THIS is the best season of the year for the tobacco department. The attractions for smoking are at their greatest and the consumption of tobacco for the next two months will aggregate an immense quantity. The number of small cigar and tobacco stores which are springing up in every town is ample proof of the profitableness of the business. If these stores with separate establishments to keep up and rent, light, clerks, etc., to provide for from this one business, can flourish and prosper, what reason is there why a tobacco department in a gro[illegible] not pay to a very much greater degree? There is no extra expense other than the cost of the stock itself. Any store can afford room for a case big enough to contain a selling stock of smoking goods. No extra help is necessary, unless the department is so prosperous as to require a steady salesman. What is made out of it is so much clear profit.

It should not require any special urging to convince a grocer of the advantage of keeping this department. Others in the same line of business have done well at it. It provides a chance for expansion at a small outlay of capital. Extension of business in every legitimate direction is the spirit of the time and it argues unprogressiveness for a man to neglect such an easy and palpable method of increasing his trade.

THE ART OF SELLING GOODS.

In a recent interview in Tobacco Leaf, John W. Merriam, a successful salesman and manufacturer, expresses the following sensible opinions about salesmanship:

"When a man comes into a store and wants a cigar it is easy enough to hand him out one and take the money, but to sell him one in a manner that will make him come back the next time he wants a cigar is real salesmanship. The man behind the counter should look his customer over and offer him a cigar that suits him. If a dyspeptic comes in, don't offer him a black one; a slice of pie or milk and crackers don't fit a man to smoke that kind of a cigar. When a fellow comes in that looks as if he had just annexed and assimilated a porterhouse steak, or something equally substantial and 'so wery fillin',' as Dickens puts it, he is the man you want to offer the big cigar to. If by judicious and intelligent handling, a man causes a customer who has been going elsewhere to come to his store, he is marketing his cigars; he is giving the cigars a value to himself that they didn't have before.

HOW A CHINAMAN SMOKES.

Of all smokers, the Chinaman goes to the greatest trouble and obtains the least result. "He carries," says an observer, "a little box almost twice the size of an ordinary silver cigarette case. This is half filled with water. In one end is a removable tiny tube to serve as a pipe. At the other end is the pipe stem. First of all he takes out the tube and blows through it to remove all blockage. Then he fumbles through his awkward clothes searching for tobacco, and produces a bit of rag, in which it is wrapped. Carefully he extracts a wad of tobacco, puts away his rag and slowly plugs the tube, which holds perhaps the tenth part of an ordinary cigarette. But he never has any matches, so he has to borrow or hunt out a brown paper stem and light it. It glows for a long time and can be puffed into flame again. He gives a long draw, slowly enjoying it to its full extent for a minute or two, then back again through the old routine to find his tobacco, fill his pipe and get it lighted."

GEORGE WASHINGTON AS A TOBACCO GROWER.

The leading tobacconists of Great Britain, says a pipe maker in the News of Buffalo, N.Y., is the Wills' firm. This firm is over 200 years old and in its office in Bristol, England, there hangs in a fine frame an autograph letter of George Washington.

Washington worked for this firm. He raised tobacco for it on his Virginia estate. The letter runs as follows:

"Virginia, 25th November, 1759.

"Gentlemen,—Some time this week I expect to get on board the Cary for your house 50 hogsheads of tobacco of my own and John Parke Curtis's, which please to insure in the usual manner. I shall also by the same ship send you 10 or 12 hogsheads more if I can get them on board in time; but this, I believe, will be impracticable, if Capt. Tulman uses that dispatch in loading which he now has in his power to do.

"I am, gentlemen, your most obedient, humble servant.

"G. WASHINGTON."

CUBAN TOBACCO IN THE STATES.

There seems to be great promise in growing Cuban tobacco both in Florida and Texas and it has been found that an excellent quality of domestic filler leaf from Cuban seed can be grown in Eastern Texas. Cigar tobacco has always been grown in Florida, but efforts at a superior grade were commenced only at the outbreak of the Spanish-American war, and was at first carried on in an exceedingly limited way by refugees. The Government took up the experiment and has secured recommendations from a number of the largest cigar manufacturers of the country, who pronounce the tobacco almost equal to the Cuban product.

RUNNING A CIGAR STORE.

The following "floater" from some unknown source comes to us in a bunch of clippings. It hits the nail so squarely on the head that we reproduce it:

"Probably no man who used the weed ever lived who did not have a sneaking notion that he could make a howling success running a cigar store.

"He may know as much about buying

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

Half the trouble with half the cigars on the market is that they are only half made. When you are offered properly-made cigars like the **Peeble** (5c.), **Pharaoh** (10c.), on the basis of "Money back at end of three months for all those unsold"—well, what kind of an offer are YOU waiting for?

Send us an order for 1,000 assorted as you direct.



J. BRUCE PAYNE, Limited, Mnfrs.,

GRANBY, - QUE.

Good Old T. & B.

Tobaccos have come and gone. **T. & B. stays.** Some grocers have been brought to selling **T. & B.** through smokers asking for it. Other grocers have worked up a big trade through advertising **T. & B.** in their local papers and by tastily displaying their stock. No end to what you can do with a good article like **T. & B.** Half your customers are smokers. Enrol them as **T. & B.** buyers. It is not hard to do.

THE GEO. E. TUCKETT & SON CO., LIMITED

HAMILTON, - ONTARIO

goods and keeping up stock as a hen does about higher criticism, but still he thinks that if he were installed behind a glass show case life would be one sweet pipe dream.

"To the man who has never been there there is a fascination about handing out the fragrant smokers to devotees of the weed who have the price while the seller is holding carelessly in his teeth what is presumably one of the best in stock.

CUBAN TOBACCO EXPORTS AND IMPORTS.

The value of the manufactures of tobacco exported into Cuba from the United States during the first ten months of the fiscal year ending with April 30, amounted to $95,450, as compared with $100,239 for the same period in 1903-4.

The leaf tobacco imported from Cuba increased from 17,602,235 pounds, valued at $8,498,871, in the ten months of 1904, to 18,236,420 pounds, valued at $9,173,-143, in the same months of the present year; cigars, cigarettes, etc., from 517,-273 pounds, valued at $2,381,553, to 657,887 pounds, valued at $3,324,322.

The general exports, including everything, from the United States into Cuba, have increased 43.3 per cent., and the general imports from Cuba 22.4 per cent.

There is a difference.
CLAY PIPES
made by us are the best in the world.
Specify them in your order.
D. McDOUGALL & CO., Glasgow, Scot.

SWEET CAPORAL


CIGARETTES
STANDARD OF THE WORLD
Sold by all Leading Wholesale Houses.



Plain, Profitable Talks—No. V.

We're still shouting about the merits of **Royal Sport** Cigar for a 10-center and **Hogen-Mogen** for a 5-center. Don't you think it about time you investigated?
If you buy enough cigars, we furnish you

FREE WITH A SHOW CASE

We co-operate in their sale—you can't get stuck.
We're ready when you write.

THE SHERBROOKE CIGAR CO.
SHERBROOKE, P.Q.



SMOKING
Tonka
Solid Comfort
Pinchin's
Hand-Made

McAlpin Tobaccos

CHEWING
British Navy
King's Navy
Beaver
Apricot

FREIGHTS AND CHARTERS

EVERYTHING is looking better for freights. Tonnage is increasing every day, and prospects are bright for a very large season. Grain is coming forward more freely and the large ocean liners are well laden each week with grain. Some grain has been booked for 5c. all-water route, and 5½c. to 5¾c. lake and rail, Fort William to Montreal. Corn has been carried from Chicago to Montreal at 4c., and oats at 3½c. per bushel.

From Chicago to Buffalo some heavy charters have been reported, such as 500,000 bushels of corn at 1⅜c. Dairy produce is coming in freely to Montreal and the exports are larger than last year at the corresponding period. Heavy cargoes have been noted on all the Liverpool steamers from Montreal. The Laing Packing Co. continue to ship large quantities of meats of all kinds, and the Allan line is the chief means of shipment. On the Bavarian's last sailing, in the cargo were noticed 25 boxes of horse nails from the Montreal Rolling Mills. Immense quantities of bacon, lard and meats of all descriptions were shipped as if by the C.P.R., and as has been explained before, the shippers use the name of large railway companies partly for convenience of entry and partly to keep the name of the real shipper quiet.

To London the ss. Hurona carried 39,634 bush. of wheat, also 6,718 packages butter and 18,964 boxes of cheese. Quintal & Lynch had on this boat 459 bales of hay and O. McDonnell had 403 bales of hay.

On the Hungarian to London the Ogilvie Milling Co., Limited, shipped 2,000 sacks of flour, and the Montreal Rolling Mills had 40 boxes of nails.

On the Ionian, sailing to Glasgow, there were 3,000 sacks of flour shipped by the Great Lakes Transportation Co., Limited, and the Laing Co. shipped large quantities of meats. The Montreal Rolling Mills shipped 44 packages of wire.

These items are merely culled from the manifests of the big cargoes, and it all goes to show how Canadian manufacturers are keeping to the forefront of the trade.

The ss. Welshman, which sailed from Portland for Liverpool, carried amongst other cargo, 101,381 bushels of wheat, also immense quantities of provisions and canned meats, including also 2,226 boxes of frozen meats and 169 frozen pigs. There were also on this boat 3,147 maple blocks which, of course, must have come from Canada.

The Radnor Water Co. continue also to ship large and small consignments of their mineral water to the Old Country.

BERTH QUOTATIONS—Montreal.

Description.	Liverpool.	London.	Glasgow.	Bristol.	Belfast.	Leith.	Aberdeen.	Dublin	Manchester.	Antwerp	Havre.
Lard, Beef, Pork, Tallow, Grease and Oleo in tierces, barrels or half-barrels	*13¼c	15/	15/9	15/	15/6	17/6	17/6	12/	12/	12/6	15/
Bacon and Hams, Boxed Meats, Cases of Meat, and Lard in boxes and cases	*13¼c	15/	15/9	15/	15/6	17/6	17/6	16/6	12/	15/	15/
Canned Meats	*13¼c	15/	15/9	15/	15/6	17/6	17/6	16/6	12/	15/	15/
Canned Goods (gallon apples, fruit, soups, vegetables, etc.)	*13¼c	13/1½	13/1½	†15/	†15/6	15/	15/	†16/6	.....	†12/6	12/6
Oil, lubricating and other; also Wax; in barrels	10/6	12/6	15/6	15/	..	.....	.....	.....	10/6	12/6	.....
Oil-cake, Cottonseed Cake, Flour, Oatmeal, Cornmeal, Split-peas											
Starch, and Grape Sugar, in bags	6/3	6/6	6/6	*9c	10/6	10/	11/3	11/	7/6	*9c	11/3
Rolled Oats, Dog Flour, Flour Middlings, in bags	7/9	8/	9/4½	10/	16/6	12/6	14/3	17/6	8/9	10/	.....
Rolled Oats and other Cereals, papered, in cases	5/	7/6	10/6	†15/	..	.....	.....	.....	.....	†15/	12/6
Glucose and Syrup, in barrels	.....	12/6	12/6	10/	20/	... ..	.....	22/6	8/9	10/	.....
Cheese, in boxes; also Condensed Milk	20/	25/	26/3	25/	.....	25/	30/	.....	20/	25/	.....
Butter, in cases and kegs; Cheese in crocks, boxed	25/	30/	31/6	30/	.....	30/	35/	....	25/	30/	.....
Seeds, Timothy and Clover, in bags	12/6	15/	15/	12/6	.....	.....	.....	20/	12/6	12/6	.....
" Beans and Peas, in bags	10/6	10/6	10/6	10/6	20/	.....	...	17/6	10/6	10/6	12/6
Apples, Flour and Meal, in barrels	2/6	2/6	3/	2/6	.....	.....	....	....	2/6	2/6	2/9
" and other Green Fruit, in boxes	12/6	15/9	15/9	15/	.....	.....	.....	17/6	12/6	15/	.....
" Evaporated, in barrels or boxes	7/6	10/	10/6	10/	17/6	.....	.....	.....	7/6	10/	12/6
" Prunes and other dried fruit, in boxes	15/	20/	21/	20/	.....	.. ..	.. ..	.....	15/	20/	20/
Eggs, in cases or barrels	12/6	15/9	15/9	15/	.....	.....	.....	.....	12/6	12/6	15/
	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....

Tbese rates are for general information only, and are subject to cbange at any time without notice; it is therefore important that all contracts must be reported by wire and confirmation obtained before closing with shippers, and unless specifically stated to be prompt shipment, or shipped within ten days after date of contract from the west.

The above rates are exchanged on basis of $4.80 to £1 Stg., excepting that when freight is prepaid, the ocean proportion of the through rate must be collected on basis of $4.86 to the pound sterling.

If freight is offered otber than specified above, on wbich steamship connections are accustomed to quote a weigbt or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

It is understood that when reporting Sack Flour engagements, a carload is considered 28,000 lbs.

It is also important tbat shipper's name be given for every engagement made.

* Rates quoted in cents are per 100 lbs. † Per 2240 lbs, No Primage via Montreal.

A GREAT OVATION.

On July 11 the entire City of Dayton, Ohio, 110,000 population, will unite in welcoming John H. Patterson, its leading manufacturer,—the proprietor of the National Cash Register,—on his return from a year's trip around the world. Shops and stores will be closed, and representatives of all classes will march in a parade, meeting Mr. Patterson on his arrival. A beautiful loving cup, the gift of Dayton's citizens, will be presented to Mr. Patterson, the pioneer of welfare work in the industries. The day will be made a public holiday unique in municipal history, as the tribute of a whole community to the worth of a private citizen.

C. & B.

STANDARD PEELS

Lemon
Orange
Citron
Mixed

7-lb. Boxes 7-lb. Tins 1-lb. Cartoons

NEW SEASON'S CANDIED AND DRAINED PEELS

ORDER NOW

C.E.COLSON & SON

MONTREAL, Agents

WM. BRAID & COMPANY



TEA AND COFFEE IMPORTERS

The Big Tea and Coffee House of the Great West

We are the largest importers of Teas, Coffees and Spices in the Canadian North-West. We deal in them exclusively, therefore are in a position to take care of your smallest orders or handle your largest ones—Satisfaction guaranteed.

Write us for samples and quotations.

VANCOUVER, B. C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

June 29, 1905.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—

Bee" brand, 48 5c. pkgs., per case	$1 75
" " 27 10c. pkgs, "	2 00
" " 10 25c. pkgs, "	1 75

Cook's Friend— Per doz.

Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
3 doz.	12-oz.	3 40
½ doz.	2½lb.	10 50
¼ doz.	5lb.	19 75

JERSEY CREAM BAKING POWDER.

¼ Size, 5 doz. in case	$0 40
½ " 4 " "	0 75
¾ " 3 " "	1 25
1 " 2 " "	2 25

OCEAN MILLS. Per doz.

Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
" Borax, ¼ lb packages, 4 doz.	0 40
" Cornstarch, 40 pks. in a case	0 78

Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER.



Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb. tins, 4 doz. in box.	$2 25
½-lb. tins, 4 doz. in box	1 25
¼-lb. tins. 4 doz. in box	0 75

"BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	$3 50
" " 36 10 "	4 00
" " 24 16 "	4 50
"Beaver" brand, 24 16 pks.	4 80



EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10



J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 16½c
"Sapphire" 14-lb. boxes, ¼ lb. pkgs. per lb.....12½c
"Union"—14-lb. boxes, assorted ¼ & ½-lb. pkgs., per lb..... 10c

Black Lead.

Reckitt's, per box..... $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 60 pkgs.	2 25
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz.
Cases of 5-doz. 5c. packages	$0 45
" 5-doz. 10c. "	0 90

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	0 18½

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 55

Chocolate—	per lb.
Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	Per doz.
Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

INTRODUCING

We beg to advise the Trade that we have been appointed Canadian selling agents for ***COCOAGENE, the new and most convenient form of COCOA.*** It is put up in attractive tubes containing 18 tablets, requiring only one tablet to make a ***large cup of delicious Cocoa.***

Just the thing for Picnics, Camping, Yachting, etc., and at the same time the cheapest and best for family use.

In cartons of 1 dozen tubes.

Price $1.80 per dozen tubes.

IN STOCK NOW - TRY IT.

"COCOAGENE"

ROSE & LAFLAMME - Montreal.

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND"

MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.



ROSE & LAFLAMME, AGENTS, MONTREAL.

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs.	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ¼-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caraccas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	....
" ¼'s, 12-lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

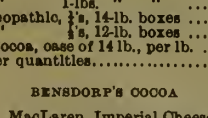
BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

½ lb tins, 4½ doz. to case	per doz.,	$ .90
1 " " 4 " "	"	2.40
½ " " 2 " "	"	4.75
1 " " 1 " "	"	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.



	Per lb.
Elite, ½'s	$0 30
Prepared cocoa, ½'s to ½'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" " ½'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Sweet chocolate liquors..20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Aanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26
	Per lb.
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44

Sweet chocolate powder—

6-lb. boxes, 12 boxes in case, ½-lb. tins..32c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 34c.

Premium chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs..33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs..35c.

Medallion sweet chocolate—

3-lb. bxs., 24 bxs. in case, ½-lb. pkgs...44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..44c.

Milk chocolate—

3-lb. bxs., 24 bxs. in case, ½-lb. pkgs ... 35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..35c.

Vanilla sweet chocolate—

3-lb. bxs. 24 bxs., in case, ½-lb. pkgs..32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..32c.

Tid-Bit chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..30c.
12-lb. bxs., 6 bxs. in case, ½-lb pkgs..30c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs..23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs 23c.

Condensed Milk.

"Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 50
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 20





TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60





Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70
"Beaver" coffee, 24-1 lb. pkgs	4 80
"Sun" brand, 25 and 50 lb. tins—	
Gem, roasted or ground	0 30
Extra, " "	0 26
Fine " "	0 22
Fancy " "	0 18
"Beaver" (ground only compound)	0 15

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1f

JAMES TURNER & CO.

	Per lb
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 60
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	1[illegible] 00
Small size	"	1½ 00
Roquefort—Large size	"	2 40
Small size	"	1 40

RECKITT'S BLUE and ZEBRA PASTE {Always give your Customers Satisfaction.

THE SYRUP OF TASTE

"CROWN" BRAND TABLE SYRUP

Rich, Flavory, Delicious and Appetizing—

Healthful and Nourishing, easy to sell and profitable

PUT UP IN TINS—

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ½ Brls. Kegs and Pails.

Freight paid on 5 cases and over to all railway stations East of North Bay.

Try a Case of the 2-lb. Tin size

For Sale by all Jobbers.

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

83 Front St. East, TORONTO, ONT.

Works: CARDINAL, ONT.

164 St. James St., MONTREAL, P.Q

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beaudemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.



	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents
The Davidson & Hay, Limited, Toronto.

Fly Pads.



Wilson's Fly Pads, in boxes of fifty 10 cent packets, $3 per box, or three boxes for $8.40.

Food.

Robinson's patent barley ½-lb. tins	$1 2 5
" " " 1-lb. tins	2 2 5
" " groats ½-lb. tins	1 2 5
" " 1-lb. tins	2 2 5

	Per doz.
Robinson's patent barley, 5 doz., at..	$ 1 40
" " 1 doz., at..	1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 06½
7 and 14-lb. wood pails per lb.	0 06½
30-lb. wood pails "	0 06½
Pure Fruit Jellies—	
12-oz. glass jars, 2 doz. in case. per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—	
1-lb. glass jars (16-oz. gem) 2 doz. in case per doz.	1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate. per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper per lb.	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5-lb. boxes per lb.	0 40
"Acme" pellets, 5-lb. cans per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$ 3 60
3 cases "	3 50
5 cases or more	3 40

Mince Meat.

Wetbey's condensed, per gross net	$12 00
per case of doz. net	3 00

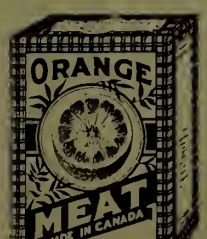
Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar. per jar.	0 75
1-lb. jar. "	0 25
F. D., ½-lb. tins per doz.	0 85
" ½-lb. tins "	1 45

E. D. MAROEAU, Montreal.

"Condor," 12-lb. boxes—	
¼-lb. tins per lb.	$ 0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
¼-lb. tins per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars per jar	0 70
1-lb. jars "	0 25



Orange Meat.

Cases, 36 15c. packages... $4.50
5 case lots.... 4.40 (Freigbt paid.)
Cases, 20 25c. packages... 4.10
5 case lots.... 4.10 (Freigbt paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Pickles

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints) per doz.	$ 2 30
Corked "	

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case) $1 45

Soda.

COW BRAND.



Case of 1-lb. contains 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND

	Per case
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " {60 ½-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND.

	Per case
"Bee" brand, 8 oz., cases, 120 pkgs.	$3 00
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors per gross	$10 20
" " black "	15 30
Oriole soap "	10 20
Gloriola soap "	13 00
Straw hat polish "	10 20

Many Books Sold at $1.00 are worth ten times their price to those using them.

$1.00

"100 Good Ads. for a Grocery Store,"

sold by us at $1.00, is worth easily a dollar in suggestiveness, to say nothing of 100 ready-made ads. for the busy man.
Sent on approval if desired.

THE CANADIAN GROCER, 10 Front St. E., Toronto

BABBITT'S.



Babbitt's "1776" 6-oz. pkgs $3.50 per box. 5 boxes as freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, bxs each doz., $2 per box.

WM. H. DUNN AGENT.



CHASER SOAP.

case $2 40
Special quotations for quantities.

(Fairbank)

GOLD DUST WASHING POWDER.

24 25c. packages	$4 65
5 10c. "	3 90
100 5c. "	3 90
100 10c. cakes (Glycerine Tar Soap)	6 50
100 10c. cakes (Sanitary Soap)	6 50
100 5c. cakes (Fairy Soap)	3 90
100 5c. cakes (Capco Soap)	3 90
100 5c. cakes (Scouring Soap)	3 90
100 5c. bars (Santa Claus Soap)	3 80
100 5c. bars (Clairette Soap)	3 65
100 5c. bars (Mascot Soap)	3 40

The above quotations are all on 5-box lots. When one box of specialties is purchased with each five boxes of laundry soap the latter is reduced in price 10c. per box.
Freight prepaid.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 04½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
Bee" brand starch—	
" laundry, 64-12 oz. pkg. per case	$5 00
" " 32-12 " per ½ "	2 50
" corn starch 40-16 oz. pkg. " "	3 00
"Sun" borated starch, 40-16 oz. pk. per case	3 00
" borated starch, 50 box. 100 lb. keg	0 06½
" laundry " 50 " " " "	0 05½
"Gem" " " 100 & 200 lb. kegs	0 05½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 04½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 08½

SAN TOY STARCH.

10c. pkges, cases 5 doz., per case 4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

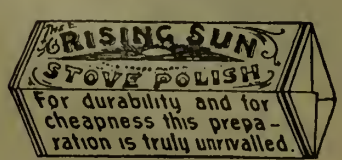
Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 06½
Durham corn starch, 40 lb.	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 04½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½



OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



W. H. DUNN, AGENT.



Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enamelline liquid, bxs, ea. 3 doz.	0 80
Blackene, 5-lb. cans, per lb.	0 10
Enameline stove dressing, per doz.	0 70

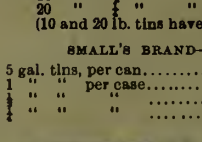
Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10
(10 and 20 lb. tins have wire handles.)	

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70



Teas.

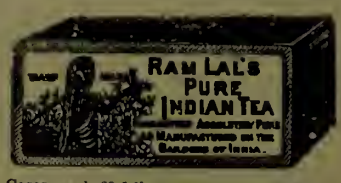
SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c.	0 22
Green Label. " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 120 ¼-lb.	0 36

LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND

	Wholesale.	Retail
Red Lacel, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 37½
" III 80-lb. boxes	0 32½
EMD AAA Japan, 40 lb "at	0 30
" AA " 40 "	0 27½
Blue Jay, basket fired Japan, 70 lbs.	0 26½
"Condor" IV 80-lb. "	0 30
" V 80-lb. "	0 25
" XXXX 80-lb. boxes	0 23½
" XXXX 30-lb. "	0 23½
" XXX 80-lb. "	0 20
" XXX 30-lb. "	0 21
" XX 80-lb. "	0 18½
" XX 30-lb. "	0 19
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 26
"Condor" Ceylon black tea in lead packets	
Green Label, ¼s, ½s and 1s, 60-lb. cases ..... retail	0 25 at 0 20
Grey Label, ¼s, ½s and 1s, 60-lb. cases ..... retail	0 30 at 0 23
Yellow Label, ¼s and 1s, 60-lb. cases ..... retail	0 35 at 0 26
Blue Label, ¼s, ½s and 1s, 50-lb. cases ..... retail	0 40 at 0 30
Red Label, ¼s, ½s and 1s, 50-lb. cases ..... retail	0 50 at 0 34
White Label, ¼s, ½s and 1s, 50-lb. cases ..... retail	at 0 40
Black Teas "Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 ..... per lb.	0 35
No. 2 ..... "	0 30
No. 3 ..... "	0 25
No. 4 ..... "	0 20
No. 5 ..... "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amher, 8s. and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

Vinegars.

E. D. MARCEAU, Montreal.	Per gal
EMD, pure distilled, highest quality	$0 52½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz	1 05
Jersey cream yeast cake, z. 5c.	1 00
Victoria " doz. 5c.	1 00
" " 3 doz. 10c.	1 00

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In Barrels, Half-Barrels, 2-lb., 3-lb., 5-lb., 10-lb. Tins.

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GOLDEN RUSSET VINEGAR

is made from none but the purest fruit—wholesome apples. No complaint where **GOLDEN RUSSET** is used, because there are no acids, cheap flavorings, etc., in it. You will find that it pays to keep a supply of **GOLDEN RUSSET VINEGAR.**

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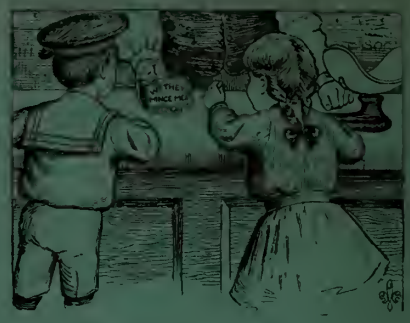
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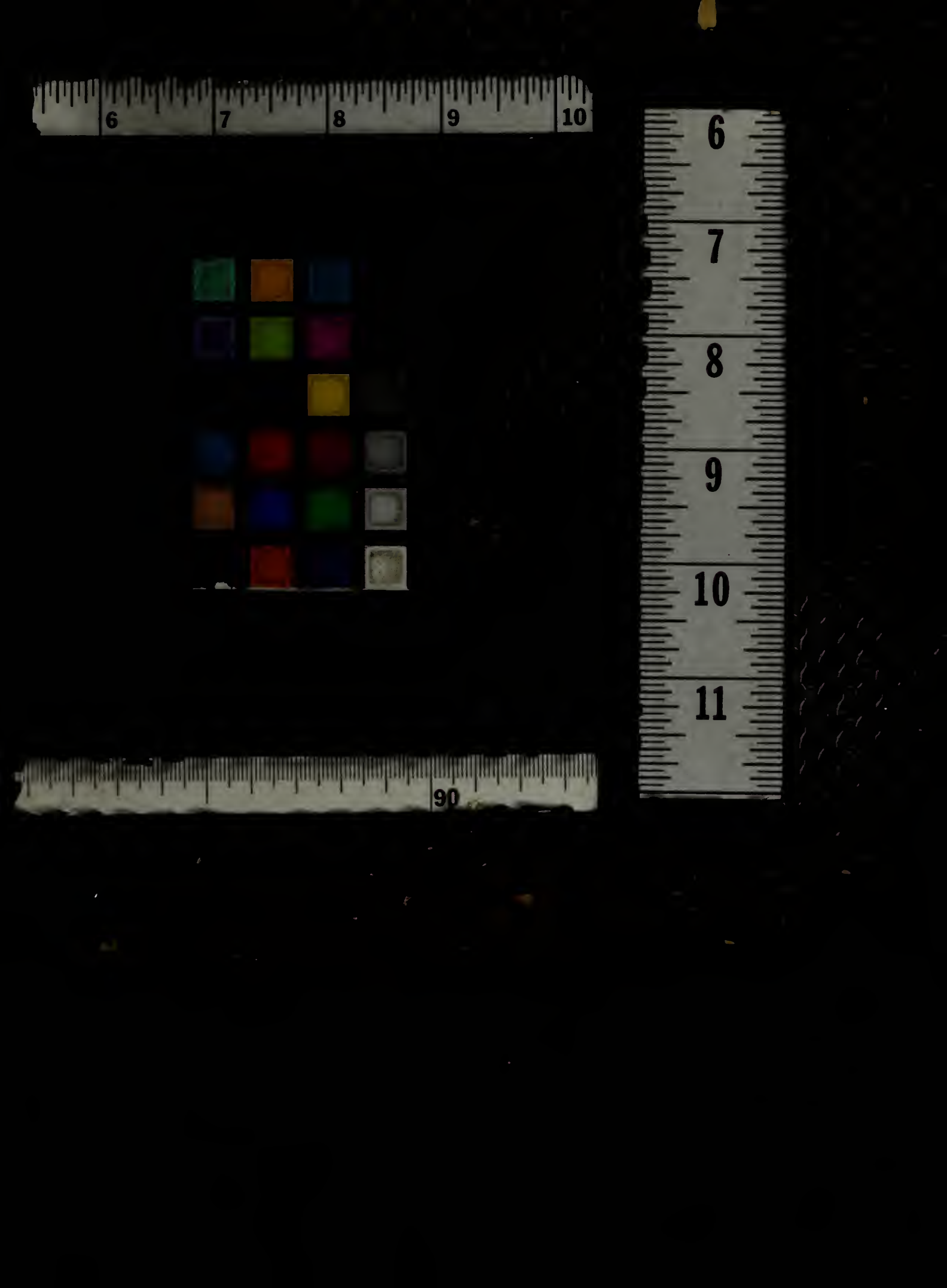
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